



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

ID	Course Name	Professor	Course Content Summary	Total Course Hours	Semester	Degree code
LES0101	Introduction to Economics	Carlos Jose Caetano Bacha Humberto Francisco Silva Spolador João Gomes Martines Filho Mirian Rumenos Piedade Bacchi Sílvia Helena Galvão de Miranda	Economics: main concepts and concerns; economic ideas evolution and their historical context; Introduction to economic problems; Microeconomics and macroeconomics theories and their importance; Economic development concepts.	60	1 st	11050 11080 11090
LES0102	Introduction to Social Sciences	Maria Elisa de Paula Eduardo Garavello	The relationship between man and society; Social factors, institutions and collective consciousness; Production relations and social structure; Social movements and mass society; Globalization, space and time.	90	1 st	11050
LES0106	General Economic History	Carlos Eduardo de Freitas Vian	The Feudalism; The transition from feudalism to capitalism; The overcoming of the Old Regime - the bourgeois revolutions; The industrial revolution; Communist countries emergence; The 30's crisis; The Cold War period; The capitalism crisis in the 70's and 80's; The communist countries fall.	90	1 st	11050 11080
LES0107	Administration Theory	Alex Coltro Hermes Moretti Ribeiro da Silva Sérgio de Zen	Historical basis for the evolution of management theories; the Classical School, The School of Human Relations; Bureaucratic School; Administration behavioral approach, Administration systematic approach, the contingency approach, the administrative functions of planning, organizing, directing and control.	90	1 st	11061 11050 11080
LES0108	Fundamentals and General Theory of Administration	Alex Coltro	Historical basis for the evolution of management theories; the Classical School; The School of Human Relations; Bureaucratic School; Administration behavioral approach; Administration systematic approach; The contingency approach; The administrative functions of planning, organizing, directing and controlling.	60	1 st	11090



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0110	Financial Administration Applied to Environmental Management	Lucilio Rogerio Aparecido Alves	The environmental issue in an enterprise administration process; Environmental management effects on enterprise resource capitation and on its own value; Enterprise management risks and environmental management factors affecting the enterprise.	75	1 st	11080
LES0111	Introduction to Environmental Management	Odaléia Telles Marcondes Machado Queiroz	Environmental management debates; Lectures given by specialists and speakers with great experience; Environmental management extra-classroom activities; Technical and practical visits to EMS enterprises for analysis and better comprehension of the environmental management process.	45	1 st	11080
LES0113	Introduction to Social Sciences	Antonio Ribeiro de Almeida Junior	Social theory basic elements; Social classes and groups; Environmental rationality; Gender relations; Racism; Cultural industry; Violence and Brazilian culture; Nature social construction.	60	1 st	11080
LES0114	Introduction to Educational Studies	Ricardo Leite Camargo	Understanding the reasons and consequences of student failure in school and the importance of offering a quality school for all, that values citizenship, inclusion of the lower classes and the skills necessary for life in society, labor and maintenance of values and democratic ideals.	90	2 nd	11070
LES0124	Methods in Research		Fundamentals of Scientific Methodology; Methods and Techniques of Research; Standards for Academic Works; Research Project; Planning and preparation for Social Research; Scientific work development (Brazilian National Standards Organization, ABNT).	60	2 nd	11050 11090
LES0126	Applied Mathematics I	Vitor Augusto Ozaki	Functions; Limits; Continuity; Derivation; Function studies; Derived applications; Differentials; Indefinite integration; Definite integration and definite integral application.	60	1 st	11090



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0129	Sociology and Extension	Adalmir Leonídio Dalcio Caron Maria Elisa de Paula Eduardo Garavello Marly Teresinha Pereira	1. Sociology and rural sociology. 2. History of Brazilian Agriculture. 3. The historical experience of the rural extension in Brazil. 4. Social relations in countryside. 5. Technological innovation, developing and sustainability. 6. Rural extension and the new types of agricultural production. 7. The future of Brazilian agriculture.	60	1 st	11020 11010 11090
LES0130	Issues of Science History and Methodology	Adalmir Leonidio	Science concept; Scientific research methodology concept; Scientific research concept; Scientific research methodology; Scientific research initiation project elaboration and presentation.	30	2 nd	11020 11090
LES0135	Artificial and Symbolic Ecology	Antonio Ribeiro de Almeida Junior	Modern scientific thinking historical origins; Institutional conditions where science is made; Science and scientific production relations. Science and bureaucracy relations; Science and empire relations; Scientific rationality and social representation; Paradigmatic transition and how to make science.	90	2 nd	11061 11080 11020 11010
LES0140	Research Methods and Techniques in Economics	Odaléia Telles Marcondes Machado Queiroz	The concept of science; The concept of methodology for a scientific research; The concept of scientific research; The methodology of economics; Preparation and presentation of a scientific initiation research work.	60	2 nd	11050 11080
LES0142	Research Methods and Techniques in Environmental Management	Odaléia Telles Marcondes Machado Queiroz	The concept of science; The concept of methodology for a scientific research; The concept of scientific research; The methodology of environmental management; Preparation and presentation of a scientific initiation research work.	75	2 nd	11080
LES0144	Principles of Economics	Pedro Valentim Marques	Economics: main concepts and concerns; economic ideas evolution and their historical context; Introduction to economic problems; Microeconomics and macroeconomics theories and their importance; Economic development concepts.	30	1 st	11061



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0149	Social and Environmental Place Construction	Odaléia Telles Marcondes Machado Queiroz	Socio-environmental place: construction process, management and organization; Reflection on paper socio-place division and its influence on environment; Socio-place arrangement comprehension and its impacts on the transformation of society and planning instruments related to consumption and place.	60	2 nd	11080 11090
LES0150	History of the Contemporary Socioenvironmental Movements	Adalmir Leonidio	The development idea and its criticisms; Main currents of thought and the international environmental movement.	30	1 st	11080 11090
LES0160	Financial Mathematics	Adriano Júlio de Barros Vicente de Azevedo Filho Roberto Arruda de Souza Lima	The course comes to financial mathematical principles and their application in the analysis of investment and construction payment of plans / funds.	30	1 st	11050 11090
LES0170	Introduction to Philosophy in Management	Alex Coltro Fernando Curi Peres João Gomes Martines Filho	The discipline aims to enhance student's critical thinking and logical reasoning, as well as provide students with basement on ethics and knowledge applied to administration.	30	1 st	11090
LES0175	Social and Environmental Projects Elaboration and Analysis	Sérgio De Zen	Social and Environmental Projects Elaboration and Analysis steps; Case diagnosis; Project product offer; Production system data analysis; Suitable tool application use involving social and environmental evaluations.	75	1 st	11080
LES0177	Brazilian Social and Environmental History	Adalmir Leonidio	Environment and deforestation history; History of knowledge and views about the natural world; History of laws and attitudes towards the environment.	30	2 nd	11080 11090



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0180	Introduction to Management	Alex Coltro Eduardo Eugenio Spers Evaristo Marzabal Neves	Introduction to management: concepts and principles; management functions, objectives, areas and schools; Human relations and organizational structures; Marketing, ethics, social responsibility and sustainable development notions.	30	1 st	11020 11010
LES0190	Introduction to Psychology in Management	Ricardo Leite Camargo Rosebely Nunes Marques	Psychology history, its main aspects and areas; Relations between communication, interpersonal relationships and social and group behaviors; Psychology at work and in organizations: theories, management of people and teams, selection and strategies.	30	1 st	11090
LES0195	Introduction to Sociology in Management	Marly Teresinha Pereira	Discussion of key issues relating to sociology and society; The Constitution of capitalist society and the emergence of sociological thought; Industrialization and urbanization; The work in capitalist society: process and organization of work: Taylorism, Fordism and Toyotism.	30	1 st	11090
LES0200	Social Accounting	Heloísa Lee Burnquist Humberto Francisco Silva Spolador Sílvia Helena Galvao de Miranda	Economic activity actions (product, profit, consumption, savings, investment, government costs, exportation and importation) and the Brazilian System of National Accounts structure and definition; Gross National Product; Internal and external government bonds; Financing markets: structure and basic functioning mechanisms; Public finances: concepts and actions; Balance of payments and International Economics Indicators; Input-output matrix.	60	2 nd	11050 11080 11020 11010 11090
LES0201	Mathematics for Economists	Márcia Azanha Ferraz Dias de Moraes	Modeling process structure; Matrix algebra; Balance analysis in economics; Comparative static analysis; Exponential and logarithmic functions; Economic dynamics and integral calculus; Differential equations and difference basic concepts; Conditional and non-conditional optimization.	60	2 nd	11050



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0202	Economics and Management of Agro-Industrial Production Systems	Pedro Valentim Marques	The Production System Theory and their main agribusiness or agroindustrial chains; The agribusiness concept and importance; The sucro-alcohol production system; The livestock production system (bovine, swine and poultry); Oil seed production system; Coffee production system; Fiber production system; Citric production system.	60	1 st	11061 11050 11090
LES0203	History of the Economic Thinking	Eliana Tadeu Terci	Economics methodology; Schumpeter and the cycles and innovation theory; Keynesian Revolution; Kalech and the effective demand theory; New microeconomic theories; Penrose and the Keynesian enterprise theory; Coase and Douglas North; Recent theories: Neo-Schumpeterian, New Institutional Economics and Economic Sociology; Latin American Economic Thought - Prebisch, Furtado and Fajnzylber.	90	2 nd	11050 11080 11090
LES0205	Monograph I	Adriano Júlio de Barros Vicente de Azevedo Filho	Monograph theme definition; Literature selection to be reviewed; Theoretical and / or methodological background definition to be used.	210	1 st	11050
LES0208	Marketing I	Hermes Moretti Ribeiro da Silva	Marketing: concepts and elements formed. Marketing system. Strategic Decisions and Marketing Tactics. Critical role of marketing in a global society.	60	2 nd	11010 11090
LES0209	Communication and Education	Laura Alves Martirani	Unit I – Communication, education and the pedagogic thinking. Unit II – Transitions Theory, ICT's and education. Unit III – Critical review of the mídia. Unit IV – Educommunication and projects development.	60	2 nd	11070
LES0213	Principles of Economics, Politics and Development	Roberto Arruda de Souza Lima	Agriculture importance for the economic development; Microeconomics, Macroeconomics, Commercialization and Economic policy topics.	60	1 st /2 nd	11010
LES0217	Administration of Human Resources	Sérgio De Zen	Human resources (HR) strategic management; HR management administration principles; Human being concept in the organizational environment by ethic and valued parameters for manager development; Role of "HR in people management"; people integration in the work environment.	60	1 st	11061 11050 11080



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0218	Principles of Marketing	Eduardo Eugenio Spers	Marketing: concepts and elements; Mercantile System: elements; Tangible and intangible categories; Promotional compound: concepts and elements; Marketing critical role in a globalized society; Social and environmental marketing notions.	90	2 nd	11061 11080
LES0220	Organizational Communication and Marketing	Laura Alves Martirani	Unit I - Communication and organizational communication principles. Unit II – Organizational communication, public relations and social responsibility. Unit III – Marketing and market communication. Unit IV - Case studies, researches and project developments.	60	2 nd	11061 11050 11080 11020 11010 11090
LES0226	Applied Mathematics II	Vitor Augusto Ozaki	Modeling process structure; Matrix algebra; Balance analysis in economics; Comparative static analysis; Exponential and logarithmic functions; Economic dynamics and integral calculus; Differential equations and difference basic concepts; Optimization.	60	2 nd	11090
LES0227	Organizational Behavior	Alex Coltro	Understanding the development of organizational groups and the inter-relationship between individuals and these same groups.	30	2 nd	11090
LES0228	Ethics and Politics	Andres Felipe Thiago Selingardi Guardia Carlos José Caetano Bacha Laura Alves Martirani Taitiâny Karita Bonzanini	Allow students the theoretical knowledge regarding ethics and politics, as well as its application in everyday business and institutional relationships.	30	2 nd	11090



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0237	Society, Culture and Nature	Paulo Eduardo Moruzzi Marques	Anthropology and sociology notions, concepts, topics and debates; The cultural history of Western civilization and capitalist society characteristics; Socio environment dynamics related to society and the contemporary era; Symbolic organization and principles on our ways of thinking about the world; The anthropological and sociological approach; Changes in the knowledge paradigms in western modernity.	90	2 nd	11061 11050 11080 11020 11010 11090
LES0241	Educational Psychology II	Ricardo Leite Camargo	The construction of identity: construction process, choice as a constitutive element for identity formation; Education and schooling psychology; Learning process theory; Psychological development and educational process; Intrapersonal, socio-environmental and interpersonal factors in the teaching and learning process; Psycho-educational analysis and teaching and learning process; The knowledge construction in the classroom; The formal and non formal education; The alternation pedagogy; The educational practices as development contexts; Learning and development process assessment; The social inclusion and support for students with special educational needs.	90	2 nd	11070
LES0248	Organization and Methods	Alex Coltro	Business organization and structure approaches; Organizational structure role and its evolution; Organizational environment; External and internal environment; Organizational structures and environmental dynamics; O & M methodology; O & M and the new manager profile; Management emerging themes; Management current tools.	90	1 st	11061 11050 11080
LES0250	Accounting Focused on Environmental Management	Lucilio Rogerio Aparecido Alves	Accounting basic principles; Information given by accounting; Balance sheet; Cash flow statement; Income statement; Net income rate; Accounting bases; Accounting statement analysis; Interest and tax rates; Valuation rates; Return rates; Environmental accounting; National and International rules and guidelines; Environmental information evidences; Environmental audit; Due diligences management.	75	1 st	11080 11020 11010



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0261	Cultural, Scientific and Academic Activities	Laura Alves Martirani Maria Angelica Penatti Pipitone Ricardo Leite Camargo Rosebelly Nunes Marques Taitiâny Karina Bonzanini Vânia Galindo Massabni	Cultural, scientific and academic activities program and the working hour distribution.	210	1 st /2 nd	11070
LES0266	Politics and Organization of Brazilian Education	Maria Angelica Penatti Pipitone	Education historical aspects; Evolution of the school as an institution; The school system in Brazil; Administrative structure of basic and professional Education; Curriculum framework for basic and professional education; Teaching legislation; Financial resources and education; School management and its relationship with the community; Curricular policies and Evaluation of elementary education.	60	1 st	11070
LES0268	Institutions of Law	Paulo Sergio Millan Andres Felipe Thiago Selingardi Guardia	1) Introduction; 2) Topics of Civil Law; 3) Introduction to Tributary Law.	30	2 nd	11090
LES0269	Special Topics in Public Policy Applied to Environmental Management	Carlos Eduardo de Freitas Vian Paulo Eduardo Moruzzi Marques Silvia Helena Galvao de Miranda	Public policy concepts, sustainable development, social participation, economic policy and planning, environmental public policy.	75	2 nd	11080



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0270	Political Economics	Carlos Eduardo de Freitas Vian	Economics methodology and Schools of Thought; Economic thought in Antiquity; Economic Thought at the dawn of capitalism; The classic analysis and criticism to mercantilism and the Physiocrats; The Marxist criticism and the contradictory evolution paradigm; Marginal analysis and value subject theory emergence to the classics; German Historical School; Institutional Economics: Veblen and Galbraith; Hilferding, Lenin and other Marxists; Recent Marxist authors and their influence in Latin America.	90	1 st	11050 11080 11090
LES0290	Science, Technology, Society and Environment Interactions and Teaching Preparation	Taitiâny Karita Bonzanini	Science, Technology, Society and Environment (STSE) in a historical perspective; Science popularization and dissemination of knowledge; Transformations of science production: the example of Genetics; Biotechnology and ethical dilemmas; Science and Technology and interests involved; Concept of sustainable development; Science and technology for environmental disasters, greenhouse effect and global warming; Science and Biology teaching in CTSA perspective; Official documents and CTSA design; Scientific and technological literacy in teaching projects.	90	2 nd	11070 11080 11040
LES0301	Brazilian Economic Formation II	Carlos Eduardo de Freitas Vian	The coffee agro-export economy: coffee economic politics, peak and collapse of primary good export model; Industrialisation in Vargas Government: Import substitution industrialization (ISI); JK and Heavy industrialization; The 1962-67 crisis, the military coup, the PAEG and the bases of the economic miracle; Peak and crisis of the Economic Miracle in the 1970s; The Second National Development Plan and the consolidation of heavy industry; the ills of Brazilian industrialization process: fiscal crisis, inflation and foreign debt.	90	1 st	11050 11080



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0303	Tourism Management in Natural Environments	Odaléia Telles Marcondes Machado Queiroz	Tourism management and its relation with environmental factors; Tourism historical development, theoretical aspects, conceptualization, terminology and principles; Natural resources and environment bi-directional interaction with tourism; Tourism planning, management, sustainability and environment impact minimization; Tourism diversification, segmentation and fragmentation. The main current trends of Brazilian tourist market.	90	1 st	11080 11090
LES0307	Basic Statistics	Mirian Rumenos Piedade Bacchi	Descriptive Statistics: tabular and graphical representation, central tendency measures and dispersion; Probability: definitions and theorems; Probability distributions - mathematical expectation; Main distributions: binomial, Poisson and normal; Sampling notions; Statistical inference; Simple linear correlation; Regression analysis.	60	1 st	11050
LES0308	Monograph II	Adriano Júlio de Barros Vicente de Azevedo Filho	Data collection and processing; Monograph writing; Monograph defense; Monograph review for final version elaboration.	210	1 st /2 nd	11050
LES0310	Agricultural Policy and Economics	Carlos Jose Caetano Bacha	Definitions and distinction between agribusiness and agribusiness; Agribusiness contributions in the economic development process; Economic policy instruments affecting agribusiness performance; The Brazilian agribusiness evolution from the coffee cycle to 2013; The Brazilian agricultural structure; Perspectives for the agribusiness performance in the near future.	60	2 nd	11050 11020 11010 11090
LES0315	Biological Sciences Teaching Practices I	Vânia Galindo Massabni	Analysis, selection and development of teaching practices in biological sciences; Theoretical and practical background for a high school Professor seeking professional autonomy.	150	1 st	11070



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0317	Applied Statistics I	Mirian Rumenos Piedade Bacchi	Descriptive Statistics: tabular and graphical representation, central tendency measures and dispersion; Probability: definitions and theorems; Probability distributions - mathematical expectation; Main distributions: binomial, Poisson and normal; Sampling notions; Statistical inference; Simple linear correlation; Regression analysis.	60	1 st	11090
LES0318	Marketing II	Eduardo Eugênio Spers	Marketing and Strategy; Strategic Plan; Marketing Plan; Strategic Management Market; Market Research; Marketing Intelligence; Final consumer and organizational behavior; Competitive Advantage; Segmentation; Competitor Analysis; Positioning; Growth Strategies; Diversification Strategies; International Marketing Strategies; Product Strategy; Brand Strategy; Pricing Strategy; Distribution Strategy; Communication Strategy; Managing the Marketing Effort.	60	1 st	11090
LES0320	Labor Law	Carlos José Caetano Bacha	Introduction; Individual labor law; Collective labor law; Work process; The environment of Work.	30	1 st	11090
LES0328	Organizational Structure	Heliani Berlato dos Santos	Analysis and understanding of the organizational structure; Development of critical perception about the suitability of different structural models to the organizational reality.	30	1 st	11090



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0340	Instrumentation for Biological Sciences Teaching	Taitiâny Karita Bonzanini	Educator's instrumental preparation to consider his intellectual and reflexive activity, the Science dimension in the society and the current tendencies in the Sciences teaching area to propose, analyze and elaborate didactic experiments, materials and spaces in the Sciences formal (as the educational laboratory) and nonformal teaching, known through didactic visits to Museums and expositions and, including, also, the spaces opened by the information technology. The discipline seeks to contemplate questions related to the pedagogic management, both in Middle and High School, discussing teaching instruments used in pedagogic projects, and also the study about application of techniques and time, space and class organization management, using resources to motivate the students and to contribute for the learning. Associated to those discussions, there are also analyzes about the manners to evaluate the teaching-learning process aiming to contribute for the progress of the student.	90	1 st /2 nd	11070
---------	--	---------------------------	---	----	----------------------------------	-------



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0342	Instrumentation for Agricultural Sciences Teaching	Rosebelly Nunes Marques	Instrumental training of the licentiate student focusing in reflection, adaptation and elaboration of programs, kits and teaching didactic resources to improve and help the teaching of specific subjects of the Agrarian Sciences, considering the CTSA perspective and the scientific alphabetization, the technical-pedagogic training, the different teaching resources, the History and the Science, the technology of information , the formal education environment, and non-formal, including the environmental education. Supervised internship activities.	120	1 st	11010 11020
LES0346	Tax Law	Andres Felipe Thiago Selingardi Guardia	General notions of tax law; The State's financial activity; The national tax system; Tribute: concept and species; Taxes, fees, benefit charges, compulsory loans and special contributions; Limitations on the taxing power; Tax constitutional principles; Immunities; The General rules of tax law; Tax legislation; Tax obligation; Tax credit; Tax administration.	30	2 nd	11090
LES0352	Operational Research I	Sérgio de Zen	To introduce students in the area of operational research in order to help them in business decision making with the help of linear programming techniques.	60	2 nd	11090
LES0370	Entrepreneurial Formation: Innovation and New Business Creation	Alex Coltro	Entrepreneurial Formation; The entrepreneurial profile; Proactive performance improvement; Opportunity identification; Opportunity transformation in concepts; Business project planning; Business project management: efficient techniques; Work methods and measures; Business project creation and innovation; Project costs and schedule administration; Project quality management; Investment opportunities identification; Market analysis; Business development and innovation; Localization theory and entrepreneurial scale; Investment project financings; Sensitivity analysis. Entrepreneurship and innovation: strategic leadership.	90	2 nd	11061 11050 11080 11020 11010 11090



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

11010 - Agriculture
 11020 - Forestry
 11040 - Licentiate Degree in Agriculture
 11050 - Economics
 11061 - Food Science
 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
 11080 - Environmental Management
 11090 - Management

LES0380	Family Farming, Rural Development and Agrarian Issue	Paulo Eduardo Moruzzi Marques	The place of peasants in the capitalist and industrial modern societies and agriculture modernization contrasts; Recent agriculture and development politics for family farming strengthening in Brazil; The family farming importance examination. Debates related to the agrarian issue.	90	1 st	11020 11010 11090
LES0385	Commercial Law	Andres Felipe Thiago Selingardi Guardia	The discipline aims to provide students contact with the legislation governing the commercial companies.	30	1 st	11090
LES0407	Applied Statistics II	Adriano Júlio de Barros Vicente de Azevedo Filho Vitor Augusto Ozaki	Techniques of EDA (Exploratory Data Analysis) with the support of appropriate software for the exploitation of existing data through graphs and conventional statistical techniques; formulation of statistical models that can represent models of basic economic theory; parameter estimation of these models, from primary and / or secondary data; conducting statistical tests associated with the assumptions considered.	90	2 nd	11090
LES0416	Biological Sciences Teaching Practices II	Vânia Galindo Massabni	1) Observation, reflection, registration and participation in activities and school contexts (training teaching practices). 2) Elaboration of the Training Program and deve Supervised teaching practice period, including conducting classes.	150	2 nd	11070
LES0418	Strategy in Organizations	Eduardo Eugenio Spers	Decisive factors for competitive advantages; Tools for strategic management and strategy process analysis; Nature and dynamics of organizational capabilities and competencies; Horizontal and vertical enterprise scope basis; Design, implementation and evaluation of strategies for the achievement of environmental sustainability in profit and non-profit organizations; Entrepreneurship and innovation; Collective strategies and networks; Internationalization process models and approaches; Stakeholder theory; Strategy and institutionalism; Strategy in commercial, government, social and hybrid organizations.	60	2 nd	11090



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0443	People Management	Heliani Berlato dos Santos	Policies and practices of people management in organizations	60	2 nd	11090
LES0452	Economics and Management on Agribusiness	Silvia Helena Galvao de Miranda	Introduction to Economics and Management on Agribusiness; Agribusiness systems: methodology of analysis, coordination and management, data collecting systematics and market analysis; Organization economics and industrial organization; Agribusiness strategies: organization and growth strategies of firms, alliances, efficiency frontiers, outsourcings, fusions and acquisitions; Finances and marketing applied to agribusiness; Competitiveness and globalization; Organizations and institutions; Food quality and security; Environmental management on agro industrial system; Strategic administration of supplying chains; Case studies.	60	1 st	11061 11050 11080 11020 11010 11090
LES0453	Future Market and Agricultural Options	João Gomes Martines Filho Pedro Valentim Marques	Presentation of the discipline program, evaluation system, test calendar and basic bibliography.	60	1 st	11050 11020 11010 11090
LES0456	Microeconomic Theory I	Humberto Francisco Silva Spolador Vitor Augusto Ozaki	1. Introduction. 2. The consumer's behavior theory. 3. The firm theory. 4. Market balance in perfect competition. 5. Competitive market balance analysis. 6. Monopoly and monopsony. 7. Monopolistic competition and oligopoly. 8. Exercises and application.	60	1 st	11050 11020 11010 11090
LES0458	Microeconomic Theory II	Joao Gomes Martines Filho	Monopoly and monopsony; Monopolistic competition market; Oligopoly and oligopsony; The game theory and competitive strategy; The welfare theory; Industrial organization topics.	60	2 nd	11050 11020 11010 11090
LES0465	Operational Research II	Catarina Barbosa Careta	To continue the apprenticeship learned in LES0352. Non-linear programming methods, graph theory, dynamic programming and simulation systems	60	1 st	11090



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0470	Capital Markets	Carlos Jose Caetano Bacha Humberto Francisco Silva Spolador Roberto Arruda de Souza Lima	Economics and capital markets; National Financial System structure; Stocks and securities; Stock market and derivatives; Share investment analysis; Institutional investors; Capital market transformation and future expectations; Risk and Volatility / Value at Risk; Markowitz Model; SHARPE Model - CAPM.	60	2 nd	11050 11010 11090
LES0510	Cognitive Psychology	Eneida Elisa Mello Costa	General considerations about the theory; Genetic epistemology and psychology; Biological and intellectual development; Balance, assimilation and accommodation; Intellectual development stages; Concrete and formal structures; Research practical works in mass, weight and volume conservation; biunivocal correspondence; class inclusion; distance; lie; social class, proposition logics, formal logics operating schemes.	60	1 st	11020 11010
LES0521	Food Anthropology	Maria Elisa de Paula Eduardo Garavello	Theoretical concepts on man, society and culture; Food process evolution and natural, technical, economic, social and cultural history; Food habit and ideology; Science and technology impact on food consumption.	120	1 st	11061 11090
LES0556	Macroeconomic Theory I	Carlos Jose Caetano Bacha Roberto Arruda de Souza Lima	Macroeconomics definition; Macroeconomics development overview; Simplified Keynesian model of income determination balance; Aggregate demand curve of the IS / LM model; Aggregate supply curve; The IS/LM/BP model; Applicability of the IS / LM / BP model for economic policy interpretation.	60	1 st	11050 11080 11020 11010 11090
LES0557	Macroeconomic Theory II	Geraldo Sant Ana de Camargo Barros	Main evolutions of the macroeconomics models from the neoclassic synthesis. Role of the expectations in the inflation, unemployment and exchange rate models, focusing in rational expectations, and reflections about the macroeconomic policies.	60	2 nd	11050 11020 11010 11090



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0559	Economics of the Public Sector	Heloisa Lee Burnquist	The state functions; Public goods theory and social choice; Governmental incomes; Taxation principles; Resource and tax allocation; Public deficit; The Brazilian case.	60	1 st	11050 11090
LES0560	Commercialization of Agricultural Products	Mirian Rumenos Piedade Bacchi	Basic concepts; Physical market analysis; Future markets; Operational strategies.	60	1 st /2 nd	11061 11050 11010 11090
LES0561	Contemporary Brazilian Economy	Carlos Eduardo de Freitas Vian	Economic scenarios; Overview of the Brazilian economy evolution; 1980s, 1990s, 2000s and challenges of the new world order, sectoral studies and debates.	60	2 nd	11050 11090
LES0575	Projects Elaboration and Analysis	Sérgio De Zen	Agricultural projects as agricultural policy instruments; Investment projects in rural enterprise administration; Capitalization and discount techniques; Cash flow formation to agricultural projects; Depreciation; Capital cost (discount rate for private analysis); Project economic evaluation methods; Inflation; Uncertainty and risk.	60	2 nd	11061 11050 11020 11010
LES0580	Economics of Organizations	Márcia Azanha Ferraz Dias de Moraes	The firm's approach under the financial perspective and the New Institutional Economics, applied to for-profit corporation and non-profit corporation (cooperatives, foundations, associations and non-governmental organizations); Topics in network and economic viability of private investments.	60	2 nd	11090
LES0590	Industrial Organization	Márcia Azanha Ferraz Dias de Moraes	Course presentation; Agribusiness, company and market; Structure-conduct-performance paradigm; Market structure and business conduct; Market power importance and concept; Transaction cost economics; Market structure determinants; Contestable markets; Introduction to game theory; Cournot's and Bertrand's models; New Institutional Economics.	60	1 st	11050 11010



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0596	Economics and International Trade	Heloisa Lee Burnquist	Economic opening, balance of payments and international trade policies; Foreign exchange policy; Economics and international trade basic concepts; World market evolution of agriculture and agroprocessed products; The international insertion dynamics of the Brazilian agribusiness; Data collecting systematics and international exchange rate analysis; Globalization, regionalism and the different economic integration ways; Mercosul, ALCA and agribusiness; Agriculture and trade politics of developing countries and their reform; Historical analysis of the international multilateral trade; The international agribusiness protectionism; Multinational agribusiness and trading companies; Analysis of the main agribusinesses from the Brazilian perspective; New standards for international competitiveness.	60	2 nd	11050 11010 11090
LES0611	Institutions of Law	Paulo Sergio Millan	1) Introduction; 2) Civil Law topics; 3) Commercial Law; 4) Tributary Law.	60	1 st	11050 11080 11020 11010
LES0614	Environmental Law	Paulo Sergio Millan	Course presentation and introduction; Environment National System; Main instruments of the national environment politics; Protected Forests, legal forest reserve and fauna; Conservation units; Hydro resources; Pollution study; Environmental Responsibility; Environmental Penal and jurisdictional trusts; The artificial, cultural and work environment; Environmental Law: specialties.	60	2 nd	11080 11090
LES0615	Supervised Internship in Economics, Administration, Human Sciences and Extension I	Pedro Valentim Marques	Economics and Administration: Internship objectives, organization dynamics, data sources, online information, computer program, specific internship development; Extension: internship nature, extension service methodology; Field trips to communities, debates, extension activities.	165	2 nd	11050 11010



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0615	Supervised Internship in Economics, Administration, Human Sciences and Extension I	Pedro Valentim Marques	Economics and Administration: Internship objectives, organization dynamics, data sources, on line information, computer program, specific internship development; Extension: internship nature, extension service methodology; Field trips to communities, debates, extension activities.	105	1 st /2 nd	11061 11070 11080 11020 11090
LES0625	Supervised Internship in Teaching Practices	Laura Alves Martirani Maria Angelica Penatti Pipitone Ricardo Leite Camargo Rosebelly Nunes Marques Taitiâny Karita Bonzanini Vânia Galindo Massabni	Planning, development and evaluation of a research, teaching and extension project in education, specially teaching; Content and experiences present in the licentiate program study; The project supervision aims at ensuring quality in the development process and ethical behaviour, directing technical and scientific principles, assessing relevance, feasibility and guiding the analysis of the contrast between educational and social aspects of the experiences.	105	1 st /2 nd	11070
LES0629	Cooperative Agribusiness	Marly Teresinha Pereira	Share Capital. Associativism. Family and Corporate Agribusiness organization. Capital enterprises and cooperative enterprises. Cooperative doctrine evolution. Cooperative legislation. Cooperative management. Participation and education of the cooperative members. Financial control of the cooperative enterprises. Balance sheets and financial statements. Evaluation of the cooperative enterprise economic and social efficiency. Cooperativism and industrial organization. Enterprises' economy and business strategies of the cooperative enterprises.	60	2 nd	11050 11010 11090



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0635	Supervised Internship on Economics, Administration, Human Sciences and Extension II	Pedro Valentim Marques	Economics and Administration: Internship objectives, organization dynamics, data sources, on line information, computer programs, specific internship development; Extension: internship nature, extension service methodology; Field trips to communities, debates, extension activities.	105	1 st /2 nd	11061 11050 11070 11080 11020 11010 11090
LES0642	Transportation and Logistics in the Agro-Industrial System	Jose Vicente Caixeta Filho	Logistics general concepts; Transport systems characterization; Collection and distribution systems; Storage, management and product packaging; Warehouses and storages location; Stocking, purchasing and production scheduling control.	60	1 st	11061 11050 11020 11010 11090
LES0663	Planning and Sustainable Development	Dalcio Caron	Introduction, environment and society; Planning and intervention process, the state political action in Brazil; The agribusiness and planning and their role in Brazilian economy; The sugarcane sector as an example; New planning, development and environment trends.	60	2 nd	11050 11020 11010 11090



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0665	Accounting and Financial Statement Analysis	Lucilio Rogerio Aparecido Alve	1. Accounting reports, 2. Balance Sheet and group accounts, 3. Financial analysis of balance sheet, 4.Aspects about financial and economic situation, 5. Accounting schemes (result assessment), 6. Income Statement and financial analysis, 7. Cash flow statement and Retained profit and loss statement, 8. Current Assets, Stocks, Non Current Assets and Liability, 9. Net Equity; Retained profit and loss statement and Statements of Changes in Stockholders' Equity, 10. Added Value Statement, 11. Financial analysis with practical applications.	60	1 st	11061 11050 11020 11010 11090
LES0666	Economic and Social Development	Humberto Francisco Silva Spolador	Theory and practice; Growth determinants; Politics analysis and case studies; Present debate and the Brazilian case.	60	1 st	11050 11090
LES0667	Agribusiness Management	Margarete Boteon	Human relations and organizational structures; Marketing and strategic planning: concepts, strategic and operational marketing, strategic planning notions; Logistics, credit and fiscal principles; Introduction to financial administration: accounting and financial administration, organizational structure of the financial function; Cooperativism and associativism notions; Entrepreneurship and business plan.	30	1 st	11020 11010
LES0668	Financial Administration	Sérgio De Zen	The enterprise financial function; Investment alternative evaluation; Capital cost; The enterprise financial structure; Working capital administration; Financial statement analysis; Financial planning and control; The enterprise activity financing sources; Profit politics.	60	1 st	11050 11020 11010 11090
LES0669	Scientific Initiation in Applied Economics		Technical and scientific methods in Applied Economics seminars; Analytical and methodological procedures use for a monograph, essay or research project in Applied Economics.	90	1 st	11050 11010



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0672	Optimization Techniques in Agroindustrial Systems	Jose Vicente Caixeta Filho	Modeling basic concepts; Optimization techniques: Mathematical programming; Study cases.	60	2 nd	11050 11020 11010 11090
LES0673	Economic Statistics and Introduction to Econometrics	Adriano Júlio de Barros Vicente de Azevedo Filho	Exploratory Data Analysis techniques; Appropriated software use; Data exploration using graphics and conventional statistical techniques; Statistical model formulation to basic economic theory; Model estimation parameters from primary and / or secondary data; Statistical tests associated with the considered hypothesis.	90	2 nd	11050 11020 11010
LES0675	Monetary Economics	Roberto Arruda de Souza Lima	Money offer; Money demand theories; Monetary policy instruments; Financial system and financial market management; Agribusiness financing policy in Brazil; Cost and benefit evaluations; New financing strategies for agricultural and agribusiness.	60	2 nd	11050 11090
LES0681	Rural Communication	Marly Teresinha Pereira	Information theory, communication and culture; Communication and languages; Rural communication – means and media; Rural communication strategies and activities.	60	1 st	11050 11020 11010 11090



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0684	Decision Analysis and Risk Management	Adriano Júlio de Barros Vicente de Azevedo Filho	Introduction; Decision-making theory: principles and applications; Problems and methods for knowledge acquisition on risk and preference representation; Paradigms and methods for uncertainty and risk modeling and representation; Risk administration and instruments; Supporting tools for decision analysis and risk administration; Case studies.	90	2 nd	11061 11050 11020 11010 11090
LES0685	Economics Policy and Planning	Sílvia Helena Galvão de Miranda	Allocative Planning versus Indicative Planning; The Economic Planning in Brazil and some international experiences; Objectives of the economic policy and the planning; Instruments of economic policy; Input-Output Matrix application; Public budget and pluriannual plans; The third sector participation. Special topics. Field activities – participation in town councils.	75	1 st	11050 11010
LES0687	Natural Resources and Environmental Economics	Ricardo Shiota	Definition of a problem and some important concepts; Historical evolution of natural resources and environmental economics; The welfare theory: the efficiency notion in general balance; The non-exclusiveness, the non-rivalry and congestionable goods; The non-renewable resources and recycling; Benefit-cost analysis.	60	2 nd	11050 11080 11020 11010 11090
LES0691	Econometrics	Ana Lucia Kassouf	Identification of a specific economic problem; Formulation of a consistent economic model for problem solving; Introduction of statistical hypothesis for data generating process and econometric model definition; Obtaining of consistent data to the model; Discussion of estimation and inference procedures; Presentation of empirical data and their implications in the theoretical model.	60	1 st	11050 11090



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0700	Technology and Information Systems	Catarina Barbosa Careta	Introduction; Fundamental infrastructure; Free software x owner; Information systems and decision support; Information systems development and implementation; Problems of IT governance; Internet; E-commerce; Security in information systems; Study cases.	90	2 nd	11050 11020 11010 11090
LES0706	Production Administration and Control	Sérgio De Zen	Agribusiness management; Production planning, programming and control; Production financial control; Organizational systems; Production planning, programming and control concepts; Stock basic concepts; Production aggregated planning models; Production system optimization; Production organizational systems; Quality management; Demand prediction; Prediction model evaluation and concepts of business strategic plans.	60	1 st	11050 11080 11020 11010 11090
LES0718	Financial Administration II	Alex da Silva Alves	Long-Term Financial Management; Investment and Financing Business Overview.	60	2 nd	11090
LES0750	Information Systems Development	Catarina Barbosa Careta	Strategic use of information systems; Data administration; Information needs; Decision support systems; Information systems planning; Methodology of information systems development.	30	1 st	11090
LES0760	Logistics and Supply Chain Management	Catarina Barbosa Careta	Material Management function in the company; Inventory cost; Inventory levels; Inventory control systems; Registration of Suppliers/ Supplier Development; Organization of Warehouses; Lay-out and Documentation; Materials control systems; Standards and procedures of supply of materials; Ethics in purchases; Negotiation techniques.	60	1 st	11090



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0765	Cost Accounting	Lucilio Rogerio Aparecido Alves	Cost accounting principles; Costs for planning and control; Costs for decisions; Cost allocation; Cost of quality and JIT; Capital budgeting; Management control systems.	30	2 nd	11090
LES0773	Applied Statistics III	Rodolfo Hoffmann	Databases: treatment and analysis importance. Multivariate analysis tools for decision-making: - Interdependence techniques: i.Cluster analysis; ii.Correspondence analysis; iii.Homogeneity analysis; - Dependence techniques: i.Simple and multiple regression; ii.Discriminant analysis; iii.Logistic regression.	60	1 st	11090
LES0775	Analysis and Development of Projects	Fernando Curi Peres Sérgio De Zen	Project development; Funding; Investment evaluation.	30	2 nd	11090 11050 11010
LES0777	Final Report I	Carlos José Caetano Bacha	The discipline aims to develop a project on a topic agreed with the student.	210	1 st	11090
LES0778	Quality Management I	To be defined	Evolution, principles and quality management systems. Techniques of quality management in production operations. Strategic management of quality.	30	1 st	11090
LES0800	Business Budget	Alex Coltro Lucílio Rogério Aparecido Alves	Theoretical and practical use of corporate budget as a tool for business administration.	30	1 st	11090
LES0888	Final Report II	Carlos José Caetano Bacha	The discipline aims to develop a project on a topic agreed with the student.	210	2 nd	11090



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES1111	Multimedia and Communication	Laura Alves Martirani	Human and interpersonal communication; Media and society: mass communication and network society; Photographic Language; Project development.	90	1 st	11061 11050 11070 11080 11020 11010 11090
LES1201	Brazilian Economic Formation I	Adalmir Leonidio	Portuguese state formation and maritime expansion; Brazilian colonization interpretation models; Introduction to the Brazilian colonization problems; The Colonial Brazil - social, political and administrative life; The colonial Brazil - economic activity; The Empire of Brazil - social, political and administrative life; The Empire of Brazil - economic activities; The Old Republic - social, political and administrative life; The Old Republic - economic activities.	60	2 nd	11050 11080
LES1202	Didactics	Maria Angelica Penatti Pipitone	Teaching, Learning and Didactics; Main teaching models and their didactic implications; Education and didactics in education and society relations; Didactics and professional education; Teaching planning: concepts and planning models.	90	2 nd	11070
LES1302	Educational Psychology I	Ricardo Leite Camargo	Types of knowledge; Psychology as a scientific field of study; Psychology schools of thought; Behaviorism: history and fundamental theoretical assumptions; Cultural-Historical Psychology of Lev Vygotsky; Foundations of Sigmund Freud's psychoanalysis; Functional and structural aspects of Piaget's theory.	30	1 st	11070



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES1315	Teaching Practices in Agrarian Sciences I	Vânia Galindo Massabni	Supervised teaching practice; Analysis, selection and development of teaching practices in agrarian sciences; Curricula, contents, theoretical and practical background for a technical agricultural school professor seeking professional autonomy.	150	1 st	11010 11020
LES1416	Teaching Practices in Agrarian Sciences II	Vânia Galindo Massabni	Theory and practice in teacher preparation, including classes practice observation, reflection, recording and participation in school activities and contexts (observation and participation practices); Design and development of supervised teaching practice.	150	1 st	11010 11020
LES1450	Democracy and The Agrarian Question	Paulo Eduardo Moruzzi Marques	Social Participation, Democracy and sustainability concepts; Participatory process implementation in Brazil.	90	2 nd	11050 11080 11020 11010 11090
LES0311	Management Seminars	Carlos Eduardo de Freitas Vian Pedro Valentim Marques	1) Presenting of the main concepts of Competitive Intelligence. 2) Presenting to the students the different applications of the market intelligence to the decision-making in a company. 3) Seminars with entrepreneurs and leaders of private sector where the link line will be the decision-making in companies, using the informations of market.	15	2 nd	11090
LES0410	Special Topics in Management I	Carlos José Caetano Bacha Eduardo Eugênio Spers Hermes Moretti Ribeiro da Silva Luciano Mendes	1. Public Administration and State. 2. Public Management and Government. 3. Principles of Taxation in Brazil. 4. Main actual taxes about income and prices in Brazil. 5. Impacts of the taxes in the production cost and pricing. 6. Tax Planning. 7. Consumer behavior. 8. Marketing Search. 9. Integrated Communication of Marketing	60	1 st	11090 11050



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management

LES0411	Special Topics in Management II	<p>Alex Coltro Catarina Barbosa Careta João Gomes Martines Filho Lucílio Rogério Aparecido Alves Sérgio de Zen</p>	<p>1. a. Historic of work relations; b. Structure and organizational culture of the agricultural company; c. Management and positions of the agricultural company; d. Decision process in the agricultural company; e. Company family and corporate; f. Sucession process and its implications.</p> <p>2a. Characterization of services operation; b. Strategy in services; c. Developing of new services; d. Technology in services; e. Quality in services; f. Flow and improvement of processes; g. Location of service instalations; h. Management of the capacity and demand of the services operation; i. Management of the relations of the services supply; j. Sustainability in services operation.</p> <p>3a. Characterization of investments (especially in farming); b. Costs and accounting (specially in rural property); c. Operationalization in patrimony; d. Sustainability of the business (specially in farming); e. Annual cost of patrimony recovery; f. Return tax and business risk (specially in farming).</p> <p>4a. Accounting and accounting statements; b. Projections and Corporate Finance; c. Financial Market; Fixed and variable income and derivatives; d. Aspects of Corporative Competitivity; e. Communication in Capital Market, Corporative Communication, Corporative Government; f. Brazilian and Internacional Corporate Legislation.</p>	60	2nd	11090 11050
---------	---------------------------------	--	--	----	-----	----------------



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

- 11010 - Agriculture
- 11020 - Forestry
- 11040 - Licentiate Degree in Agriculture
- 11050 - Economics
- 11061 - Food Science
- 11070 - Biological Sciences (104 = Licentiate Degree; 4 = Bachelor Degree)
- 11080 - Environmental Management
- 11090 - Management