

COURSE SYLABUS (Code: CN01007)
INTRODUCTORY ANIMAL PRODUCTION

1. General information

Course: INTRODUCTORY ANIMAL PRODUCTION (CN01007)

Credits: 2 (Lecture: 2 – Self-study: 6.0)

Training program: Economics and rural development

Course objective

This course provides students with fundamental concepts and principles of animal science and their application in animal agriculture. Since then, students are aware of the importance of animal husbandry for the economy and society. The course trains students to know how to work independently and in a team, to develop problem-solving; to analyze, plan, and organize tasks efficiently. Student demonstrate respect the animal producers, consumers, livestock environment, and animals; to form, manifest, and maintain the willingness to continue to foster professional and interdisciplinary knowledge throughout careers.

Course description

This course consists of 10 chapters on the importance, economic and social significance of animals; Introductory scientific principles in animal science (genetics and breeding, reproduction, nutrition and feeding); Basic concepts of animal behaviours, welfare and health; Fundamentals of livestock production (swine, poultry, and cattle).

There are no practice session.

Prerequisite course: None.

Preceding course: None.

2. Expected learning outcomes (ELOs)

Notation	Course expected learning outcomes After successfully completing this course, students are able to	Program expected learning outcomes
Knowledge		
K1	Apply basic knowledge about livestock in building production models and strategies that are effective for sustainable agriculture in the context of international integration.	CĐR 3.3
Skills		
K2	Apply efficiently skills of analyze, planning, organizing and researching strategies for sustainable agricultural production and business development.	CĐR 4.3

K3	Apply presentation and problem-solving skills to transfer technical advances to agribusiness holders.	CĐR 8.1
Attitude		
K4	Demonstrate the responsibility for sustainable agricultural production and business development	CĐR 9.2

3. Brief descriptions

Chapter 1: Socio-economic values and contributions of animals

Chapter 2: Animal genetics and breeding

Chapter 3: Animal reproduction

Chapter 4: Animal nutrition and feeding

Chapter 5: Animal behaviour and welfare

Chapter 6: Animal health

Chapter 7: Animal housing

Chapter 8: Swine production

Chapter 9: Poultry production

Chapter 10: Ruminant production

4. Learning methods

- Students read the textbooks and references by themselves,
- Participate in class discussion
- Find references, discuss
- Practice
- E-learning: Find and look up references; do homework

5. Assessment methods

- Grading scale: 10
- Average point: is the sum of the rubric scores multiplied by the weight of each rubric
 - + Class participation: 10%
 - + Mid-term test: 30%
 - + Final examination: 60%

6. Student tasks

- Attendance: Students must attend at least 75% of the class and participate in class activities (discussion in class and on e-learning system, etc.)

- Practice: Students must attend all practice content
- Complete the mid-term test and the final examination.

7. Key academic staffs

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Communication with lectures: Email, phones and elearning

CP03053: Fundamental of Preservation and Processing for Agricultural Products

1. General information

- Term: 3
- Credits: **Total credits 2 (Lecture: 1.5 – Practice: 0.5)**
- **Self-study: 6** credits
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 160 hrs.
- Department conducting the course:
 - Department: Postharvest Technology
 - Faculty: Food Science and Technology
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input checked="" type="checkbox"/>		Specialized	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input checked="" type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): No

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: Course provided for students with knowledge in preservation method and processing techniques suitable for agricultural products
- Skills: Course provide students with skills in thinking skill, teamwork skill and conducting skills under the guidance of assessing the quality of agricultural products and choosing appropriate preservation methods and processing techniques
- Attitude: Course provide students an open attitude to different and creative ideas

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Apply preservation methods and processing techniques of agricultural products to develop sustainable agricultural production business in the globalization context	3.4
Skills		

CLO2	Apply thinking skills to solve problems in preservation and processing agricultural products	4.3
CLO3	Apply teamwork skills to evaluate individual and group work results	5.3
CLO4	Implement preservation methods and processing techniques suitable with agricultural products and actual context	8.1
Attitude		
CLO5	Open attitude to different and creative ideas	10.3

3. Course description

Brief description of the course: This course consist of postharvest losses and the importance of postharvest technology; Characteristics of agricultural products; Preservation environment of agricultural products; Pest of agricultural products after harvesting; Harvest, grade, pack and store agricultural products; Principle and methods of preservation of agricultural products; Processing techniques of agricultural products; Quality management of agricultural products.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods					
Lecturing	X				
Problem-based learning	x				
Teaching through discussion	X	x	x	x	x
Teaching with videos	X				
Teaching through practical work		x	x	x	x
Group-based learning		x	x	x	
Assessment					
Rubric 1. Discussion (20%)	X				x
Rubric 2. Practical (30%)	X	x	x	x	x
Final exam (50%)	X				

5. Student tasks

- Attendance: All students must attend at least 80% of theory class and 100% of practical class
- Preparation for the lecture: All students must read the reference book, before each lesson, they need to study the previous lesson and read the basic content of upcoming lesson
- Final exam: All students complete the learning process (theory, practice) can participate the final exam.

6. Text books and references

* *Text Books/Lecture Notes:*

- Lecture note “Fundamental of Preservation and Processing for Agricultural Products” from lecturer
- Adel A. Kader (Technical Editor) and the other authors. 2011. *Postharvest Technology of Horticultural Crops*. University of California, Agriculture and Natural resources. Publication 3311. Third Edition
- Trần Minh Tâm. 2009. *Bảo quản và chế biến nông sản sau thu hoạch*. Nhà xuất bản nông nghiệp.
- Lê Văn Tân (chủ biên), Nguyễn Thị Hiền, Hoàng Thị Lệ Hằng và Quàn Lê Hà (2009). *Công nghệ bảo quản và chế biến rau quả*. Nhà xuất bản khoa học và kỹ thuật.
- Nguyễn Văn Tiếp, Quách Đình và Nguyễn Văn Thoa. 2008. *Bảo quản và chế biến rau quả*. Nhà xuất bản khoa học và kỹ thuật.
- Nguyễn Mạnh Khải (chủ biên), Nguyễn Thị Bích Thủy, Đinh Sơn Quang. 2006. *Giáo trình bảo quản nông sản*. Nhà xuất bản nông nghiệp.

* *Additional references:*

- Nguyễn Mạnh Khải (2006). *Giáo trình bảo quản nông sản*. Nhà xuất bản giáo dục.
- Vũ Quốc Trung (chủ biên), Lê Thế Ngọc. 2000. *Sổ tay kỹ thuật bảo quản lương thực*. Nhà xuất bản khoa học và kỹ thuật.
- Ron WILLS, Barry McGLASSON, Doug GRAHAM and Daryl JOYCE (1998). *Postharvest: an introduction to the physiology & handling of fruit, vegetables & ornamentals*. Oxford University Press.

7. Course outline

Week	Content	Course expected learning outcomes
1, 2	<i>Introduction: Postharvest losses and the importance of postharvest technology</i> <i>Chapter 1: Characteristics of agricultural products</i>	CLO1, CLO5

	A/ Main content: (6 hours) 1.1. Plant cell 1.2. The origin and structure of agricultural products 1.3. Physical properties of bulk grain 1.3.1. The composition and general characteristics 1.3.2. Thousand grain weight 1.3.3. Bulk density 1.3.4. Grain density 1.3.5. Grain movement 1.3.6. Self-classification 1.3.7. Porosity and density 1.3.8. Thermal conductivity 1.3.9. Sorption and desorption of gas and water vapour 1.4. Post harvest physiological and biochemical in agricultural products 1.4.1. Post harvest physiological changes 1.4.1.1. Physiological development 1.4.1.2. Ripening and Senescence 1.4.1.3. Dormancy 1.4.1.4. Germination 1.4.1.5. Respiration 1.4.1.6. Water loss 1.4.2. Post harvest biochemical changes 1.4.2.1. Water 1.4.2.2. Cacbohydrates 1.4.2.3. Hợp chất có chứa Nito 1.4.2.4. Lipids 1.4.2.5. Organic acids 1.4.2.6. Vitamins and minerals 1.4.2.7. Volatiles 1.4.2.8. Pigments	CLO1, CLO5
	B/ Self-study contents: (18 hour) 1.1. Plant cell 1.2. Origin and development of agricultural products 1.3. Basic physical properties of bulk grain 1.4. Physiology and biochemistry of postharvest agricultural products	CLO1
3	Chapter 2: Preservation environment of agricultural products	
	A/Main content: (2 hours) 2.1. Characteristics of preservation environment 2.1.1. Physical environment 2.1.2. Organism environment	CLO1, CLO5

	2.2. Physical factors in environment 2.2.1. Temperature 2.2.2. Humidity 2.2.3. Atmosphere 2.2.4. Light 2.2.5. Others	
	B/ Self-study content: (6 hours) 2.1. Characteristics of preservation environment 2.2. Environmental physical factors	CLO1
3, 4	Chapter 3. Postharvest pests of agricultural products	
	A/ Main content: (2 hours) 3.1. Microorganisms 3.1.1. Classification 3.1.2. Harmful effects 3.1.3. Contamination 3.1.4. Prevention 3.2. Insect 3.2.1. Classification 3.2.2. Harmful effects 3.2.3. Contamination 3.2.4. Prevention 3.3. Rat 3.3.1. Classification 3.3.2. Harmful effects 3.3.3. Contamination 3.3.4. Prevention	CLO1, CLO5
	B/ Self-study content: (6 hours) 3.1. Harmful micro-organism 3.2. Insect pests 3.3. Rats	CLO1
4	Chapter 4. Harvesting, sorting, packing, and storage of agricultural products	
	A/ Main content: (4.5 hours) Theory: (2 hours) 4.1. Harvesting 4.1.1. Horticultural maturity 4.1.2. Time to harvest 4.1.3. Harvesting techniques 4.2. Sorting 4.2.1. Objectives 4.2.2. Sorting and	CLO1, CLO2, CLO3, CLO4, CLO5

	<p>4.3. Packaging</p> <p>4.3.1. Roles of packaging</p> <p>4.3.2. Requires and characteristics of agricultural products' packaging</p> <p>4.3.3. Materials of packaging</p> <p>4.3.4. Brand name and trade mark</p> <p>4.3.5. Code and barcode</p> <p>4.4. Warehouse</p> <p>4.4.1. Technique requirements of warehouse</p> <p>4.4.2. Classification</p> <p>4.4.3. Warehouse in Vietnam</p> <p>Practice: (2.5 hours)</p> <p>Practical 1. Determination of physical properties of bulk grain</p>	
	<p>B/ Self-study content: (13.5 hours)</p> <p>4.1. Harvesting</p> <p>4.2. Grading</p> <p>4.3. Packing</p>	CLO1
5, 6	<p>Chapter 5. Principles and methods to preserve agricultural products</p>	
	<p>A/ Main content: (5.5 hours)</p> <p>Theory: (3 hours)</p> <p>5.1. Causes</p> <p>5.1.1. Internal factors</p> <p>5.1.2. External factors</p> <p>5.2. Principles</p> <p>5.2.1. Inhibition of metabolic activities and biochemical changes in agricultural products</p> <p>5.2.2. Inhibition or destroy the activities of enzymes and unwanted microorganisms</p> <p>5.3. Methods</p> <p>5.3.1. Aeration</p> <p>5.3.2. Adjustment storage atmosphere</p> <p>5.3.3. Low temperature</p> <p>5.3.4. Chemicals</p> <p>5.3.5. Irradiation</p> <p>5.3.6. Others</p> <p>5.4. Preservation techniques of some major agricultural products</p> <p>5.4.1. Grain</p> <p>5.4.2. Fresh fruit, vegetables and flowers</p> <p>5.4.3. Processing food</p> <p>Practice: (2.5 hours)</p> <p>Practical 2. Testing and evaluation of quality attributes of selected fresh fruits and vegetables</p>	CLO1, CLO2, CLO3, CLO4, CLO5

	B/ Self-study content: (16.5 hours) 5.3. Preservation method of agricultural products 5.4. Processing techniques of agricultural products	CLO1
6, 7	Chapter 6. Processing of agricultural products	
	A/ Main content: (8 hours) Theory: (5 hours) 6.1. Cereals and beans 6.1.1. Paddy 6.1.2. Corn 6.1.3. Bean 6.2. Fruits and vegetables 6.2.3. Can 6.2.1. Fermentation 6.2.2. Drying Practice: (3 hours) Practical 3. Practice on processing of agricultural products	CLO1, CLO2, CLO3, CLO4, CLO5
	B/ Self-study content: (24 hours) 6.3. Meat processing 6.4. Dairy processing 6.5. Egg processing	CLO1
7, 8	Chapter 7. Agricultural products quality management	
	A/ Main content: (1 hours) 7.1. Concept of quality 7.2. Quality indices 7.3. Quality management	CLO1, CLO2, CLO3, CLO4, CLO5
	B/ Self-study content: (3 hours) Postharvest management process of vegetables and fruits	CLO1

COURSE KQ02014: PRINCIPLES OF ACCOUNTING

I. General information

- Term: 3
- Credits: **Total credits 3.0 (Lecture: 3.0 – Practice: 0 - Self-study: 9.0)**
- Credit hours for teaching and learning activities:
 - + Lecture: 33 hrs
 - + Exercises: 12 hrs
- Self-study: 135 hrs. (*individual plan*)
- Department conducting the course:
 - Department: Financial Accounting
 - Faculty: Accounting & Business Management
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input checked="" type="checkbox"/>		Option <input type="checkbox"/>		Option <input type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>

- Pre-requisite course: KT02003 – Principles of Economics

2. Course objectives and expected learning outcomes

* *Course objectives:*

- The course aims to provide the basis knowledge about accounting to understand and apply of accounting methods (balance sheet synthesis method, double-entry bookkeeping and accounting method, pricing, document making and inventory method) to reflect, analyze and synthesize basic economic transaction and provide information to evaluate economic efficiency of business models.
- The course aims to train skills in identifying documents related to accounting operations, recording accounting books, synthesizing and analyzing information on financial statements and accounting reports and teamwork.
- The course aims to form an attitude to understand the responsibility of accountants to society and apply professional rules, ethics and laws in the profession.

* *Course expected learning outcomes*

This course contributes to program expected learning outcomes as follows:

I – Introduction; P – Practice; R – Reinforce; M – Master

Code	Course name	The degree of contribution of the course to the PLOs				
		2.2	2.4	4.1	5.1	9.1
KQ02014	Principles of Accounting	P	I	P	P	P

Notation	Course expected learning outcomes After successfully completing this course, students are able to	PLOs
Knowledge		
CLO1	Apply knowledge of accounting to evaluate the current status of agricultural production	2.3. Evaluate the situation and reality of agricultural production based on the application of knowledge of statistics and economic accounting.
CLO2	Apply accounting knowledge to evaluate economic efficiency of production and business models, rural economic development activities.	2.4. Evaluate the effectiveness of production and business models and activities of rural economic development.
Skills		
CLO3	Apply proficiently critical thinking in analyzing and evaluating information of the entity.	4.1. Apply proficiently critical thinking in analyzing and evaluating information.
CLO4	Coordinate skills of planning, work assignment and time management effectively during teamwork.	5.1. Coordinate skills of planning and time management effectively during teamwork.
Attitude		
CLO5	Maintain professional ethics	9.1. Maintain professional ethics for sustainable agricultural economic development.

3. Course description KQ02014. Principles of Accounting. (3 credits: 3 – 0 – 9).

This course consists of 6 chapters including: General accounting problems; Accounting principles; Documentation and inventory methods; Accounts and Double-entry bookkeeping methods; Pricing method; and Accounting reports.

Pre-requisite course: Principles of Economics (KT02003)

4. Teaching and learning & assessment methods

CELOs	K1	K2	K3	K4	K5
TEACHING-LEARNING METHODS					
Lecture	x	x	x		x
Assignment (teamwork)	x	x	x	x	x
ASSESSMENT					
Rubric 1. Attendance (10%)					x
Rubric 2. Assignment (10%)	x	x	x	x	x
Rubric 3. Mid-term exam (30%)	x	x			x
Rubric 4: Final exam (50%)	x	x	x		x

5. Student tasks

- Fully participate in activities (attendance in class, doing exercises, reading documents, performing Projects, tests, exams) according to subject regulations.
- All students enroll in this course must attend class at least 75%
- Submit assignments fully and on time, minus 1 point for late submission.
- Do not use cell phones during class time
- The exercises and projects must be done by the students themselves. If it is found that copying is found, the relevant students will be dealt with in the form of evaluation of 0 (zero) points in the process and at the end of the term.
- For online learning: Fully participate in online lessons, comply with the regulations of the lecturer and the class. Complete tests and assignments as assigned by the instructor.

6. Text books and references

* *Text book:*

1. *Nguyen Thi Thuy, Phi Thi Diem Hong, Nguyen Dang Hoc, Tran Minh Hue (2022). Principle of accounting. VNUA Publisher (in Vietnamese).*

Nguyen Huu Anh, Pham Duc Cuong (2020). Principle of accounting. NEU Publisher (in Vietnamese).

* *References:*

1. The Ministry of Finance (2016). Guidance for enterprise accounting regime, Circular No.200/2014/TT-BTC dated 22/12/2014 (No.1). Finance Publisher. (in Vietnamese).
2. The Ministry of Finance (2016). Guidance for enterprise accounting regime, Circular No.200/2014/TT-BTC dated 22/12/2014 (No.2). Finance Publisher. (in Vietnamese).

3. Tran Van Thuan, Pham Thanh Long, Danng Thi Thuy Hang, Phan Trung Kien, Le Kim Ngoc, Tran Thi Nam Thanh (2021). *Principle (For majors in accounting, auditing, banking, finance, economics and business management)*. NEU Publisher (in Vietnamese).

4. Jerry J. Weygandt, Paul D. Kimmel and Donald E. Kieso, (2012), *Accounting Principles*, John Wiley & Sons, Available at: www.bhuiyanacademyedu.com/e-book/Accounting%20PrinciplesX.pdf

5. Belverd E. Needles, Marian Powers and Susan V. Crosson (2014), *Accounting Principles*, South-Western, Cengage Learning, 12nd Edition.

VIII. Course outline

Week	Content	Course expected learning outcome
1-2	Chapter 1: GENERAL INTRODUCTION ON ACCOUNTING	
	<p>A/ Main contents: (8 hrs)</p> <p>Theory: 6 hrs</p> <p>1.1 OBJECTIVE INTEGRATION AND HISTORY OF ACCOUNTING AND DEVELOPMENT</p> <p>1.1.1 The inevitability of accounting</p> <p>1.1.2 History of accounting</p> <p>1.1.3 The evolution of accounting</p> <p>1.2 CONCEPT AND NATURE OF ACCOUNTING</p> <p>1.2.1 Accounting concepts</p> <p>1.2.2 Nature of accounting</p> <p>1.3 OBJECTIVES OF ACCOUNTING</p> <p>1.3.1 General objects of accounting accounting</p> <p>1.3.2 Specific expressions of accounting objects</p> <p>1.3.3 Movement of assets during the operation of the entity</p> <p>1.3.4 Accounting equation</p> <p>1.4. ACCOUNTING CYCLE</p> <p>1.4.1 Concept of accounting cycle</p> <p>1.4.2 Steps in the accounting cycle</p> <p>1.5 MEASURES USED IN ACCOUNTING</p> <p>1.5.1 Measure of artifacts</p> <p>1.5.2 Measure of working time</p>	CLO1,2,3,4 5

Week	Content	Course expected learning outcome
	1.5.3 Measure of value 1.6 FUNCTIONS AND DUTIES OF ACCOUNTANT 1.6.1 Functions of accounting 1.6.2 Duties of accountant 1.7 CLASSIFICATION OF ACCOUNTING 1.7.1 Classification by function of providing information 1.7.2 Classification by way of recording and collecting information 1.7.3 Classification according to the nature of information to be processed 1.7.4 Classification by sector 1.8 ACCOUNTING METHODS 1.8.1 Documentary and inventory methods 1.8.2 Dual account and entry method 1.8.3 Price calculation method 1.8.4 Method of synthesis and balances Exercise: 2 hrs	
	B/ Self- study contents: (24 hrs)	
	Chapter 2: PRINCIPLES OF ACCOUNTING	
2-3	A/ Main contents: (5 hrs) Theory: 4 hrs 2.1 ACCOUNTING PRINCIPLES 2.1.1 Generally accepted conventions in accounting 2.1.2 Principles of Accounting 2.2 ACCOUNTANT REQUIREMENTS 2.2.1 Honesty 2.2.2 Objectivity 2.2.3 Full 2.2.4 Timely 2.2.5 Easy to understand	CLO 1, 2,3,4, 5

Week	Content	Course expected learning outcome
	2.2.6 Comparable 2.3 LEGAL SYSTEM OF ACCOUNTING IN VIETNAM 2.3.1 Overview of the legal system on accounting in Vietnam 2.3.2 Basic contents of some legal documents on accounting in Vietnam 2.3.3 Accounting mode Exercise: 1 hrs	
	B/ Self- study contents: (15 hrs)	
	Chapter 3: DOCUMENTARY CHECKLIST METHODS	
3-4	A/ Main contents: (5 hrs) Theory: (4 hrs) 3.1 ACCOUNTING DOCUMENTS 3.1.1 Concepts and effects of vouchers 3.1.2 Contents of accounting vouchers 3.1.3 Classification of documents 3.1.4. Electronic vouchers 3.1.5 Preparation and processing of accounting vouchers 3.1.6 Storing accounting vouchers 3.2 CHECKLIST 3.2.1 Concept and effect of inventory 3.2.2 Classification of inventories 3.2.3 Order of inventory 3.2.4 The role of accountants in inventory Exercise: 1 hrs	CLO 1,2,3,4,5
	B/ Self- study contents: (15 hrs) Review materials and answer questions at the end of chapter 3	
4-5-6	Chapter 4: ACCOUNT AND DOUBLE-ENTRY BOOKEPPING METHOD A/ Main contents: (12 hrs) Theory: 8 hrs 4.1 ACCOUNTING ACCOUNT	CLO 1,2,3,4,5

Week	Content	Course expected learning outcome
	4.1.1 Concept and characteristics of accounting accounts 4.1.2 Role and meaning of accounting accounts 4.1.3 Content and general structure of the account 4.1.4 Content and structure of account types 4.1.4 Classification of accounting accounts 4.2 DOUBLE LOOTING 4.2.1 The concept of double entry 4.2.2 Effect of double entry 4.2.3 Principles of double entry 4.2.4 Basis of double entry 4.2.5 Reciprocal relationship of double entry 4.2.6 Accounting terms 4.3 CHECKING NOTES ON DELIVERY ACCOUNTS 4.3.1 Check records on general account 4.3.2 Check records on detailed accounts 4.4 ACCOUNTING SYSTEM 4.4.1 Vietnam's accounting system 4.4.2 Contents of the accounting account system Exercise: 4 hrs	
	B/ Self- study contents: (36 hrs) Review materials and answer questions at the end of chapter 4	
	Chapter 5: PRICING METHODS	
7-8	A/ Main contents: (7 hrs) Theory: (5 hrs) 5.1 PRICE CALCULATION 5.1.1 The concept of pricing 5.1.2 Meaning of pricing method 5.1.3 Pricing requirements and principles 5.2 PRICE CALCULATION OF SOME MAJOR ACCOUNTING OBJECTS 5.2.1 Calculating the cost of inventory 5.2.2 Calculation of fixed asset price 5.2.3 Calculating product cost Exercise: 2 hrs	CLO 1,2,3,4,5

Week	Content	Course expected learning outcome
	B/ Self- study contents: (21 hrs) Review materials and answer questions at the end of chapter 5	
8-9	Chapter 6: ACCOUNTING REPORT	
	A/ Main contents: (8 hrs) Theory: (6 hrs) 6.1 OVERVIEW OF ACCOUNTING STATEMENTS 6.1.1 Concept of accounting report 6.1.2 Characteristics of accounting reports 6.1.3 Classification of accounting reports 6.1.4 Each relationship between the Aggregate-Balance method and the accounting report 6.2 SMALL FINANCIAL STATEMENTS 6.2.1 General Financial Statements 6.2.2 Balance Sheet 6.2.3 Cash Flow Statement 6.2.4 Notes to the financial statements 6.3 ACCOUNTING STATEMENTS 6.3.1 Overview and characteristics of management accounting reports 6.3.2 Contents of Management Accounting Report 6.3.3 The role of management accounting reports 6.3.4 Requirements of Management Accounting Report Exercise: 2 hrs	CLO 1,2,3,4,5
	B/ Self- study contents: (24 hrs) Review materials and answer questions at the end of chapter 6	

Course (KQ03035): (AGRICULTURAL FINANCE)

1. General information

- Term 6
- Credits: **Total credits 2 (Lecture: 2 – Practice: 0)**
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 90 hrs.
- Department conducting the course:
 - Department of Finance
 - Faculty: Accounting and Business Management
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized <input type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): none

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: Course provided for students with knowledge about overview of financial system in agriculture; time value of money, financial performance and risks in agribusiness, capital budgeting and credit system in agricultural sector
- Skills: Course provide students effective teamwork skills; use information technology solve problems in agricultural finance
- Attitude: Course provide students with attitudes of trying for clear career orientation, entrepreneurial spirit and a sense of lifelong learning.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes After successfully completing this course, students are able to	PLO performance criteria
Knowledge		
CLO_1	Apply financial definitions, techniques and decisions in agribusiness	2.2
CLO_2	Appraise financial performance of agribusiness models in the context of risk and uncertainty	2.4
Skills		
CLO_3	Apply information technology in solving financial problems in agribusiness	6.4

Attitude		
CLO_4	Demonstrate clear career orientation, entrepreneurial spirit and a sense of lifelong learning.	10.3

3. Course description

Brief description of the course: Overview of financial market and time value of money; Risks and uncertainty in agriculture; Capital budgeting in agribusiness; Credit system in agriculture.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4
Teaching and learning				
Lecturing	x	x	x	
Teaching through practical work	x	x	x	x
Case study	x	x	x	x
Progress Assessment				
Rubric 1. Attendance (10 %)	x	x	x	x
Rubric 2. Practical/Discussion (10 %)		x	x	x
Midterm exam (10%)	x	x	x	
Final exam (50 %)	x	x	x	

5. Student tasks

- Attendance: All students attending this session must attend 80% of the class periods, actively participate in discussions during class hours.
- Preparation for the lecture: All students attending this session must read reference books according to the contents of the syllabus before going to class.
- Exercises: All students attending this module must complete the final exercises of each chapter and additional practical exercises.
- Mid-term exam: All students must participate in midterm exams.
- Final exam: All students must participate in final exams.

6. Text books and references

* Text Books / Lecture Notes:

1. Peter J. Barry, Paul N. Ellinger (2012), Financial Management in Agriculture, 7th Edition, Pearson Prentice Hall.
2. Lê Hữu Anh (1997), Agricultural Finance, Vietnam National University Press.

* Additional references:

1/ Warren F. Lee; Michael D. Boehlje; Aaron G. Nelson; William G. Murray. Agricultural Finance. The Iowa state university press. Seventh edition. 1980

2/ RURAL FINANCE & INVESTMENT LEARNING CENTRE. Rural Finance. <https://www.rfilc.org>

3/ RURAL FINANCE & INVESTMENT LEARNING CENTRE. Agricultural Value Chain Finance. <https://www.rfilc.org>

4/ RURAL FINANCE & INVESTMENT LEARNING CENTRE. Financial Education for Farmers. <https://www.rfilc.org>

5/ RURAL FINANCE & INVESTMENT LEARNING CENTRE. Finance for Microfinance. <https://www.rfilc.org>

7. Course outline

Week	Content	Course expected learning outcomes
	Chapter 1: The overview of financial system and time value of money	
	<p>A/ Main contents: (6 hours)</p> <p>1. Theories: (4 hours)</p> <ul style="list-style-type: none"> • Overview of finance • Agricultural Finance • Financial system and Agricultural financial system • Time value of money in agribusiness <p>2. Discussion : (4 hours)</p> <ul style="list-style-type: none"> • Agricultural financial system in Vietnam • Application of time value of money in agribusiness <p>3. Practice: (3 hours)</p> <p>Exercise – chapter 1</p>	CLO1, CLO2, CLO3, CLO4
	<p>B/ Self-study contents: (33 hours)</p> <ul style="list-style-type: none"> • Overview of finance • Agricultural Finance • Financial system and Agricultural financial system • Time value of money in agribusiness 	
	Chapter 2: Risks and uncertainty in agriculture	
	<p>A/ Main contents: (6 hours)</p> <p>1. Theories: (4 hours)</p> <ul style="list-style-type: none"> • Definitions of risks and uncertainty • Risks and uncertainty in agriculture • Estimate risks • Risk management in agriculture <p>2. Discussion: (4 hours)</p> <ul style="list-style-type: none"> • Types of risks and uncertainty in agribusiness in Vietnam 	CLO1, CLO2, CLO3, CLO4

	<ul style="list-style-type: none"> Approaches to manage risks and uncertainty in agriculture in Vietnam <p>3. Practice: (3 hours)</p> <p>Exercise – chapter 2</p>	
	<p>B/ Self-study contents: (33 hours)</p> <ul style="list-style-type: none"> Definitions of risks and uncertainty Risks and uncertainty in agriculture Estimate risks Risk management in agriculture 	
	Chapter 3: Capital budgeting in agribusiness	
	<p>A/ Main contents: (9 hours)</p> <p>1. Theories: (5 hours)</p> <ul style="list-style-type: none"> Overview of capital budgeting Capital budgeting in agribusiness Relevant cash flows in capital budgeting Estimating relevant cash flows Capital budgeting techniques Capital rationing in capital budgeting Capital budgeting with risks and uncertainty <p>2. Discussion: (3 hours)</p> <ul style="list-style-type: none"> Factors affecting capital budgeting outcomes Discounting rate in capital budgeting <p>3. Practice: (3 hours)</p> <p>Exercise – chapter 3</p>	CLO1, CLO2, CLO3, CLO4
	<p>B/ Self-study contents: (33 hours)</p> <ul style="list-style-type: none"> Overview of capital budgeting Capital budgeting in agribusiness Relevant cash flows in capital budgeting Estimating relevant cash flows Capital budgeting techniques Capital rationing in capital budgeting Capital budgeting with risks and uncertainty 	
	Chapter 4: Credit system in agriculture	
	<p>A/ Main contents: (9 hours)</p> <p>1. Theories: (5 hours)</p> <ul style="list-style-type: none"> Credit system in agriculture Raising money for agribusiness <p>2. Discussion: (3 hours)</p> <ul style="list-style-type: none"> Loan payment schedule Credit system in agriculture in Vietnam <p>3. Practice: (3 hours)</p> <p>Exercise – chapter 4</p>	CLO1, CLO2, CLO3, CLO4

	B/ Self-study contents: (33 hours) <ul style="list-style-type: none"> • Credit system in agriculture • Raising money for agribusiness 	
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KQ03108: MARKETING OF AGRICULTURAL PRODUCTS

1. General information

- Term: 5
- Credits: **Total credits 2 (Lecture: 2 - Practice: 0 - Self-study: 6)**
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 90 hrs.
- Department conducting the course:
 - Department: Marketing
 - Faculty: Accounting and Business Management
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input checked="" type="checkbox"/>

- Prerequisite course(s): none.

2. Course objectives and expected learning outcomes

* *Course objectives:*

The course provided for students with basic knowledge about the characteristics of marketing of agricultural products; drawing comments from practical situations on marketing major agricultural products such as milk, coffee, vegetables, flowers; applying the knowledge in building and analyzing marketing-mix strategies for agricultural products. In addition, the course provide students with skills such as: teamwork, presentation, skills in searching, synthesizing and analyzing information and applying it to practice; at the same time have the capacity of autonomy and social responsibility.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes	PLO performance criteria
	After successfully completing this course, students are able to	

Knowledge		
CLO1	Analyze real situations of marketing in agribusiness and food; and evaluate Marketing strategies to make decisions in agribusiness and food.	2.3
CLO2	Develop real cases on marketing strategies in agribusiness, food in the context of globalization.	3.3
Skills		
CLO3	Apply proficiently skills in searching, synthesizing and analyzing information to solve marketing-related problems in agribusiness and food business.	4.1
CLO4	Apply proficiently the skills of communication, persuasion and rational problem solving in effective teamwork.	6.2, 6.3
Attitude		
CLO5	Be open for lifelong learning.	10.3

3. Course description

This course includes Introduction to Marketing of Agricultural products; Food market and marketing activities; Agricultural marketing system; Marketing margin, marketing costs and marketing effectiveness; Marketing of some agricultural products.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
1. Teaching and learning					
• Lecturing	x	x			x
• Teamwork			x	x	x
• Discussion, Q&A	x	x	x	x	x
2. Assessment					
Rubric 1. Attendance (10%)	x	x			x
Rubric 2. Teamwork (10%)	x	x	x	x	x
Rubric 3. Group essay (20%)	x	x		x	x

Or Rubric 4. Seminar (20%)	x	x		x	x
Or Rubric 5. Midterm exam (20%)	x	x			
Rubric 6. Final exam (60%)	x	x			

5.

Student tasks

- Attendance: All students must attend classes in classroom, the maximum number of missed classes is no more than 1/3 of the total hours of theory class.
- Preparation for the lecture: All students must read the reading materials and answer the questions asked by the instructor before each class session. In case of online teaching and learning, students need to prepare additional devices to support online learning: a phone or computer connected to the internet.
- Assignment: All students must participate in group exercises and presentations that substitutes for a mid-term exam.
- Final exam: All students must take one final exam.

6. Textbooks and references

* *Textbooks/Lecture Notes:*

Nguyen Van Phuong and et al (2021). Textbook “Basic Marketing”, Agricultural Publishing House, Hanoi, Vietnam, 191 p.

* *Additional references:*

Vu Thi Hang Nga (2021). Actual situation of association activities in production and consumption of some vegetables in Ninh Giang district, Hai Duong province. Economic and Forecasting Magazine, No. 20, July 2021 (676), p.65 – 68.

Vu Thi Hang Nga, Tran Huu Cuong (2020). Some theories on the linkage between farmer households and enterprises in the production and consumption of agricultural products. Vietnam Journal of Agricultural Sciences 2020, 18(3): 230-237.

Vu Thi Hang Nga, Nguyen Thi Huong (2018). Promoting the production and consumption of high-tech vegetables in Yen Dung district, Bac Giang province. Economic and Forecasting Magazine, No. 30, October 2018 (676), trang 125-128.

Bhagat, D&S L S Akoijam (2017). Agricultural Marketing: Issues and Challenges, Biotech Publisher, ISBN: 8176223921, ISBN 13: 9788176223928.

Lakshmi Dhar Hatai (2016). Agricultural Marketing Management, New India Agency – NIPA, ISBN 10: 9789385516159.

Partha Sarathi Senapati (2015). Rural and Agricultural Marketing, Education Publishing, ISBN10: 8192882365, ISBN13: 9788192882369.

Tran Huu Cuong 2012. Text Book on Agricultural and Food Business Management. Agricultural Publishing House, Hanoi, Vietnam

7. Course outline

Week	Content	Course expected learning outcomes
1	Chapter 1: Introduction to Marketing of Agricultural products	
	A/ Main contents: (06 hours) 1. Theories: (05 hours) 1.1. What is Marketing of Agricultural products? 1.2. Marketing as a value-added process 1.3. Marketing process 1.4. Difficulties of Agricultural Marketing 1.5. Research approaches of agricultural marketing 2. Content of the seminar/discussion: (1 hours) - Characteristics and functions of Marketing of Agricultural products	CLO1, CLO2
	B/ Self-study contents: (18 hours) - Learning and analyzing the current situation of marketing agricultural products in Vietnam.	CLO1, CLO2, CLO3, CLO4, CLO5
2	Chapter 2: Food markets and marketing activities	
	A/ Main contents: (6 hours) 1. Theories: hours 2.1. Food consumption 2.2. Food production and processing 2.3. Food wholesale and retail	CLO1, CLO2
	B/ Self-study contents: (18 hours)	CLO2,

	<ul style="list-style-type: none"> - Learning and analyzing national food safety program, market area law; - Analysis of changes in food reserves. 	CLO3, CLO4, CLO5
3-4	<i>Chương 3: Marketing of Agricultural products System</i>	
	<i>A/ Main contents: (6 hours)</i> 1. Theories: 5 hours 3.1. Structure of marketing of agricultural products system 3.2. Vertical linkage in marketing of agricultural products system 3.3. Horizontal linkage in marketing of agricultural products system 3.4. The role of the State and the Government in marketing of agricultural products system 3.5. Vertical integration in marketing of agricultural products system 3.6. Support System in Marketing of agricultural products 2. Practice: discussion (1 hours) Supply chains of agricultural products in your country: select some specific products (coffee, rice, fruit, ...)	CLO1, CLO2
	<i>B/ Self-study contents: (18 hours)</i> <ul style="list-style-type: none"> - Understanding and analyzing domestic and export product supply chains with a focus on agricultural products; - Analysis of the current situation of agricultural contracts in Vietnam; - Learning and analyzing the distribution strategies of some enterprises in your country and in the world, find out modern models that can be applied in the agricultural market conditions in your country. 	CLO1, CLO2, CLO3, CLO4, CLO5
4-5	<i>Chapter 4: Marketing Margin, Marketing Costs and Efficiency</i>	
	<i>A/ Main contents: (6 hours)</i> 1. Theories: 6 hours 4.1. Marketing Margin 4.2. Marketing costs 4.3. Marketing Efficiency	CLO1, CLO2

	B/ Self-study contents: (18 hours) - Research food marketing costs in the future; - Analysis of marketing costs for some agricultural and food products; - Analysis of the current situation of prices and markets for a number of agricultural and food products.	CLO1, CLO2, CLO3, CLO4, CLO5
5-6	Chapter 5: Marketing of some agricultural products	
	A/ Main contents: (6 hours) 1. Theories: 0 hours 2. Practice: discussion (6 hours) 5.1. Milk and dairy products marketing 5.2. Vegetable marketing 5.3. Fruits marketing 5.4. Flower marketing 5.5. Coffee marketing 5.6. Seafood marketing	CLO1, CLO2
	B/ Self-study contents: (18 hours) - Applying agricultural marketing knowledge to analyze marketing activities related to egg and poultry products; cattle and meat; pepper.	CLO1, CLO2, CLO3, CLO4, CLO5

KQ03111: AGRIBUSINESS MANAGEMENT

1. General information

- Term: 5
- Credits: **Total credits 2 (Lecture: 2 - Practice: 0)**
- **Self-study: 6 credits**
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 90 hrs.
- Department conducting the course:
 - Department: Marketing
 - Faculty: Accounting and Business Management
- Kind of the course:

Foundation <input type="checkbox"/>	Fundamental <input type="checkbox"/>	Professional <input checked="" type="checkbox"/>
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Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input checked="" type="checkbox"/>
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- Prerequisite course(s): none.

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: Course provided for students with knowledge in agribusiness management, including: definitions, principles, and methods of agribusiness management, types of agribusiness, financial statements in enterprises, marketing activities in enterprises, and input use and management in enterprises.
- Skills: Course provide students with skills in problem-solving in managing production and business activities of enterprises; improved skills of discussion and teamwork.
- Attitude: The course forms for learners the attitude and sense of responsibility in the assigned work.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes After successfully completing this course, students are able to	PLO performance criteria
Professional Knowledge		
K1	Apply basic knowledge of business management, marketing, and resource use to analyze the systems and characteristics of agribusiness; the financial statements of the enterprise; and problem solving in specific situation of agribusiness in the context of globalization	3.3
General Skills		
K2	Use appropriate language in academic communication on agribusiness management with classmates and teachers	6.1
K3	Control emotions in communication with classmates and teachers	6.2
Professional Skills		
K4	Problem-solving in specific agribusiness situations and propose solutions	8.3
Attitude		
K5	Actively searching for documents on agribusiness management	10.3

3. Course description

The course consists of 5 chapters with the following contents: General issues of agribusiness management; Types of agribusiness; Financial statements in enterprises; Marketing activities in enterprises; and Business resources of enterprise.

4. Teaching and learning & assessment methods

CELOs	CELO1	CELO2	CELO3	CELO4	CELO5
1. Teaching and learning					
• Lecturing	x				
• Discussion, Q&A	x	x	x		
• Teamwork	x	x	x	x	x
2. Assessment					
Rubric 1. Attendance (10%)					x
Rubric 2. Teamwork (15%)	x	x	x	x	x
Rubric 3. Presentation (15%)	x	x	x	x	
Rubric 4. Final exam (60%)	x				

5.

Student tasks

- Attendance: All students must attend classes in classroom, the maximum number of missed classes is no more than 1/3 of the total hours of theory class.
- Preparation for the lecture: All students must read the reading materials and answer the questions asked by the instructor before each class session. In case of online teaching and learning, students need to prepare additional devices to support online learning: a phone or computer connected to the internet.
- Assignment: All students must participate in group exercises and presentations that substitutes for a mid-term exam.
- Final exam: All students must take one final exam.

6. Text books and references

* *Text Books/Lecture Notes:*

Tran Thi Thu Huong, 2022. Lecture Notes on Agribusiness Management.

1. Tran Huu Cuong (2013). Text book. Agribusiness and food management. Ha noi Agricultural University Publishing House, Hanoi, Vietnam.

* *Additional references:*

1. Decio Zylbersztajn (2017). Agribusiness systems analysis: origin, evolution and research perspectives. Revista de administração 52 (2017) 114-117.
2. FAO (2009). Course on agribusiness management for producers' association.

3. Brester, G (2008) *Introduction to Agribusiness Management*. Montana State University, US.
4. Trần Quốc Khánh (2005) *Giáo trình quản trị kinh doanh nông nghiệp*. NXB Lao động - Xã hội
5. Baker, G. A. et al. (2002) *Introduction to Food and Agribusiness Management*. Prentice Hall, Upper Saddle River, New Jersey 07458, US.

7. Course outline

Week	Content	Course expected learning outcomes
1	Chapter 1: Introduction to agribusiness management	
	A/ Main contents: (03 hours) 1. Theories: (03 hours) 1.1 Definition and characteristics of agri-business management, 1.2 Nature of agribusiness management 1.3 Characteristics of agribusiness management 1.4 Agribusiness system 1.5 Trends and challenges for agribusiness management 2. Practice: (0 hours)	K1, K5
	B/ Self-study contents: (09 hours) 1.1. Read chapter 1 1.2. Do on your own: characteristics of agribusiness management and notices for managers	K1, K5
2	Chapter 2: Types of agribusiness	
	A/ Main contents: (06 hours) 1. Theories: 05 hours 2.1 General overview of the enterprise 2.1.1 Definiton 2.1.2 Types of businesses 2.2 Factor affecting decison of the type of agribusiness 2.3 Types of agribusiness 2.3.1 Individual business 2.3.2 Individual business association 2.3.3 Joint Stock Company 2.3.4 Limited Liability Company	K1, K5

	2.3.5 Links between businesses/enterprises 2.3.6 Cooperatives 2. Practice: discussion (01hours) Distinguish types of agribusiness	
	B/ Self-study contents: (18 hours) Read chapter 2 in the lecture and answer the teacher's questions	K1, K5
3-4	Chương 3: Corporate financial statements	
	A/ Main contents: (06 hours) 1. Theories: 05 hours 3.1 Overview of financial statements 3.1.1 The role of financial statements 3.1.2 Classification of financial statements 3.1.3 Financial reporting requirements 3.1.4. Accrual accounting and cash accounting 3.2 Balance sheet 3.2.1 Asset indicators 3.2.2 Indicators Liabilities and Equity 3.3 Report on production and business results 3.3.1 Result indicators 3.3.2 Performance indicators 3.4 Cash Flow Statement 3.4.1 Cash flow from operating activities 3.4.2 Cash flow from investing activities 3.4.3 Cash from financial activities 3.5 Record management information 2. Practice: discussion (01hours) The relationship between the financial statements in the enterprise	K1, K5
	B/ Self-study contents: (18 hours) Read chapter 3 of the lecture and answer the teacher's questions 1-2 groups prepare presentation report - Topic 1: Difference between accrual accounting and cash accounting. Pros and cons of each method	K1, K5

	Chapter 4: Marketing activities in enterprises	
	<p>A/ Main contents: (07 hours)</p> <p>1. Theories: 05 hours</p> <p>4.1 Some basic concepts</p> <p>4.2 Marketing Opportunities</p> <p> 4.2.1 Marketing Opportunities</p> <p> 4.2.2 Marketing Research</p> <p> 4.2.3 Building product brands</p> <p>4.3 Consumer behavior</p> <p> 4.3.1 Consumption behavior of end consumers</p> <p> 4.3.2 Consumption behavior of intermediate consumers</p> <p>4.4 Wholesale and retail marketing</p> <p>4.5 Marketing mix</p> <p> 4.4.1 Product decisions</p> <p> 4.4.2 Price decision</p> <p> 4.4.3 Decision on Distribution</p> <p> 4.4.4 Decision on promotion</p> <p>2. Practice: discussion (02hours)</p> <p>Brand strategy of agricultural companies</p>	K1, K2, K3, K4, K5
	<p>B/ Self-study contents: (21 hours)</p> <p>Read chapter 4 of the lecture and answer the teacher's questions</p> <p>4-6 groups prepare presentation reports</p> <ul style="list-style-type: none"> - Topic 2: Product strategy of an agricultural enterprise - Topic 3: Pricing strategy of an agricultural enterprise - Topic 4: Distribution strategy of an agricultural enterprise - Topic 5: Promotion strategy of an agricultural enterprise 	K1, K2, K3, K4, K5
5-6	Chapter 5: Resources for agribusiness	
	<p>A/ Main contents: (08 hours)</p> <p>1. Theories: 06 hours</p> <p>5.1 General issues on the input use and management in enterprises</p> <p> 5.1.1 Nature of the input use and management in enterprises</p> <p> 5.1.2 Meaning of the input use and management in enterprises</p>	K1, K5

	<p>5.1.3 Characteristics of the input use and management in enterprises</p> <p>5.1.4 Principles of the input use and management in enterprises</p> <p>5.2 Land use and management in enterprises</p> <p>5.2.1 Land characteristics and the objectives of land use</p> <p>5.2.2 Contents of the land use and management</p> <ul style="list-style-type: none"> - Classification - Determine the size of the land - Land use arrangement - Evaluate the effectiveness of the land use and management <p>5.3 Input use and management in enterprises</p> <p>5.3.1 Classification</p> <p>5.3.2 Characteristics</p> <p>5.3.3 Contents of input use and management</p> <p>5.4 Labor use and management in enterprises</p> <p>5.4.1 Characteristics of labor in agribusiness</p> <p>5.4.2 Contents of labor use and management</p> <p>5.4.3 Evaluation of labor use and management</p> <p>2. Practice: discussion (02hours)</p> <ul style="list-style-type: none"> • Similarities and differences between fixed assets and current assets • The seasonality of labor in agribusiness 	
	<p>B/ Self-study contents: (24 hours)</p> <p>Read chapter 5 of the lecture and answer the teacher's questions</p>	K1, K5

PUBLIC FINANCE (KQ03304)

1. General information

- Term: 5
- Credits: **Total credits: 02 (Lecture: 2 – Practice: 0)**
- **Self-study:** 4 credits
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 60 hrs.
- Department conducting the course:
 - Department: Finance
 - Faculty: Accounting and Business Management

- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input checked="" type="checkbox"/>

- Prerequisite course: Macroeconomics 1

2. Course objectives and expected learning outcomes

* *Course objectives:*

- *Knowledge:* The course provides learners background knowledge on public finance and the role of public finance in the economy. Students can understand deeply public financial policies and make proper decisions in their business and consumption activities
- *Skills:* The course provides students with skills in effective teamwork, presentation and multidimensional analysis of financial topics.
- *Attitude:* The course is formed for learners to have a law-abiding attitude and maintain professional ethics in the field of finance and accounting; reinforce a sense of lifelong learning.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Apply knowledge of the tax system in Vietnam in financial - accounting decisions of enterprises and investment, consumption, and savings of individuals.	2.2
CLO2	Evaluate the activities of simulated organizations and businesses through an overview of Tax related to finance and accounting.	2.3
CLO3	Effective teamwork to thoroughly solve Tax issues in finance and accounting of simulated businesses and employees	3.3
Skills		
CLO4	Applying critical thinking and flexible adaptability to detect tax-related issues in finance and accounting	4.2
Attitude		

CLO5	Having an attitude of complying with the law, maintaining professional ethics in the field of work	9.1
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3. Course description

KQ03304. Public finance. (2TC: 2 – 0 – 4). This module includes 5 main contents: Overview of public finance; Public expenditure; Public resources; Budget deficit and public debt; Public Finance in Vietnam.

Prerequisite course: Macroeconomics 1

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods					
Lecturing	x	x	x	x	X
Case study		x	x	x	
Role-play teaching		x	x	x	X
Group-based learning		x	x		
Assessment					
Rubric 1. Attendance (10%)	x	x			x
Rubric 2. Assignments (15%)	x	x	x		
Rubric 3. Presentation (15%)			x	x	
Rubric 4: Final exam (60%)	x	x	x	x	x

5.

Student tasks

- Attendance: All students must attend at least 80% of total credit hours.
- Preparation for the lecture: All students need to read lectures and gather information
- Assignment: All students must understand and apply knowledge about taxation to calculate accurately tax paying of employees and enterprises.
- Teamwork and presentation: All students must join and build the content of topic presentation which is given by lecturer.
- Mid-term exam: All students need to participate the mid-term exam and obtain great than or equal 4 points.

- Final exam: All students need to participate the mid-term exam and obtain great than or equal 4 points.

6. Text books and references

* *Text Books/Lecture Notes:*

1. Nguyen Van Hieu, Chan Thi Van Anh (2021). Public finance textbook. Hanoi National University Publishing House, Hanoi city, Vietnam.
2. Trần Mạnh Dũng, Phạm Đức Cường, Phạm Hồng Quân (2016). Taxation and tax accounting in Vietnam - Theory and practice. Financial Publishing House, Hanoi city, Vietnam.
3. Dao Thuy Hung (2019). Ebook Taxes in Vietnam (2019). General Department of Taxation (Vietnam).
4. Duong Dang Chinh (2009). Public financial management textbook. Financial Publishing House, Hanoi city, Vietnam.
5. Joseph E. Stiglitz (1999). Economics of public sector, Third Edition, Stanford University, W. W Norton & Company, Inc, 823 pp.

7. Course outline

Week	Content	Course learning outcomes
1	Chapter 1: Overview of public finance	
	A/ Main contents: (3 hours) Theories: Introduction of public finance (3 hours) <ul style="list-style-type: none"> • Course Objectives • Summary of course content • Subject scope • Course subjects • Roles of public finance in the economy and society 	CLO1, 2, 5
	B/ Self-study contents: (9 hours) <ul style="list-style-type: none"> • The role of public intervention in economic development • The roles of public intervention in social equality 	
2	The role of public finance in the economy and society	

	A/ Main contents: (3 hours) Theories: Scale of public intervention <ul style="list-style-type: none"> • Forms of public intervention • Scale of public intervention • Degree of public intervention 	CLO1, 2, 3, 4, 5
	B/ Self-study contents: (9 hours) <ul style="list-style-type: none"> • Identify and analyze public intervention in Vietnam to develop regional and national economies • Analyze and assess public intervention to obtain social equality in Vietnam 	
	Chapter 2: Public expenditures	
3	Theories: Understanding of public expenditure (3 hours) <ul style="list-style-type: none"> • Concept of public expenditure • Characteristics of public expenditure • Principles of taxing public expenditure • Classification of public expenditure 	CLO1, 2,3, 5
	B/ Self-study contents: (9 hours) Doing homework on public expenditure in Vietnam	
	Chapter 3: Public resources	
4	A/ Main contents (3 hours) Theories: Understanding of Public resources (3 hours) <ul style="list-style-type: none"> • Concept of public resources • Characteristics of public resources • Principles of public resources • Classification of public resources 	CLO1, 2,3, 5
	B/ Self-study contents: (9 hours) <ul style="list-style-type: none"> • Gather information about public resources in Vietnam: total and its structures • Analyze the rationality of the structure of components in public resources in Vietnam 	
5	A/ Main contents (3 hours) Theories: Taxes in public resources <ul style="list-style-type: none"> • Concept of taxes • Characteristics of taxes • Classification of taxes 	CLO1, 2,3, 5

	<ul style="list-style-type: none"> Principles of taxes revenues 	
	B/ Self-study contents: (9 hours) <ul style="list-style-type: none"> Understanding of property taxes in developed countries like European and United State Designing the proper tax system in Vietnam 	
	Chapter 4: Budget deficit and public debt	
6	A/ Main contents (3 hours) Theories: Understanding of budget deficit and public debt <ul style="list-style-type: none"> Concept of budget deficit Characteristics of taxes Classification of public debt Principles of taxes revenues 	CLO1, 2,3, 5
	B/ Self-study contents: (9 hours) <ul style="list-style-type: none"> Understanding of property taxes in developed countries like European and United State Designing the proper tax system in Vietnam 	
	Chapter 5: Public finance in Vietnam	
7	A/ Main contents: (3 hours) Theories: Public finance in Vietnam (3 hours) <ul style="list-style-type: none"> State budget State credit Funds outside the state budget Tax system in Vietnam 	CLO1, 2,3, 5
	B/ Self-study contents: (9 hours) Tax system in Vietnam in the global context (2 hours) <ul style="list-style-type: none"> Tax system in Vietnam: Similarities Tax system in Vietnam: Differences 	
8, 9	A/ Main contents: (6 hours) Group Discussion (6 hours) <ul style="list-style-type: none"> Improving public recurrent expenditure in Vietnam Improving public capital expenditure in Vietnam Improving income taxes in Vietnam to increase state budget 	CLO1, 2,3, 4, 5

	<ul style="list-style-type: none"> Improving consumption taxes in Vietnam to increase state budget Improving public debt in Vietnam 	
	B/ Self-study contents: (18 hours) <ul style="list-style-type: none"> Synthesize relevant reports and secondary data related to topics Develop content for discussion presentations Practice at home for fluent, smooth presentation 	
10	Revision and mid-term exam	CLO1, 2,3, 4, 5

Course KQ03305: Financial management in agriculture

1. General information

- Term: 6
- Credits: 2 (**Lecture: 2– Practice:0**)
- **Self-study: 6** credits
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 90hrs.
- Department conducting the course:
 - Department: Department of Finance
 - Faculty: Faculty of Accounting and Business Management
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective X

- Prerequisite course(s): None

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: Course provided for students with knowledge in financial management in agriculture to find out the nature and scope of financial management; identify financial markets for agriculture; financial plan assessment and feasibility analysis; apply the basic contents of investment appraisal and put it into practice.
- Skills: Course provide students with skills in applying principles of financial markets and credit in agriculture, applying cash flow accounting techniques and financial calculations to the field of agricultural production and business. Professionally, proficiently apply information technology knowledge and techniques that can be applied in searching, exploiting and processing information on financial markets, agricultural credit, cash flow accounting and performing other activities. Financial calculation techniques applied in agricultural production and business
- Attitude: Course provide students with attitudes in earning and research that is open to different and creative ideas.

*** Course expected learning outcomes**

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Apply basic principles of financial and credit markets in agriculture in analyzing agricultural financial markets	2.2
CLO2	Apply financial techniques in analyzing financial performance of investment projects and agribusiness production models, under normal and risky conditions.	2.4
CLO3	Develop methods and plans to evaluate strategies for agricultural production and business development, agricultural financial management in the context of globalization	3.4
Skills		
CLO4	Clearly thinking to propose appropriate conclusions and possible solutions in agricultural financial management	7.3
Attitude		
CLO5	Clearly identify your own limitations with respect to the knowledge and competencies required of a bachelor's degree in agricultural economics	10.1

3. Course description

Brief description of the course: This course consist of Fundamentals of financial markets and the time value of money; Research on risks and uncertainties in agricultural finance management; Analysis and selection of long-term investment projects in agriculture; Credit in agriculture.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods					
Lecturing	x	x	x		
Eexercise		x	x		x
Presentation	x	x	x	x	x

Assessment					
Rubric 1. Attendance(10%)					x
Rubric 2. Presentation (30%)					
Rubric 3. Final exam (60%)		x	x	x	

5. Student tasks

-

- Attendance: All students attending this module must attend at least 80% of the total class hours;
- Preparing for the lecture: All students attending this module must read the books and relevant teaching materials of the lecturer before starting the lecture;
- Assignments: All students participating in this module must complete the discussion and achieve 80% of the total assigned assignments;
- Presentation and Discussion: All students attending this module must participate in at least 1 topic of presentation and discussion;
- Final exam: according to the regulations of the academy.

6. Text books and references

** Text Books/Lecture Notes:*

Warren F. Lee; Michael D. Boehlje; Aaron G. Nelson; William G. Murray. Agricultural Finance. The Iowa state university press. Seventh edition. 1980

Kim Thị Dung và Nguyễn Quốc Oánh (2002), Giáo trình Tài chính doanh nghiệp, NXB Nông nghiệp

Peter J. Barry, Paul N. Ellinger (2012), Financial Management in Agriculture, 7th Edition, Pearson Prentice Hall

** Additional references:*

Michał Soliwoda (2016), How to Improve a Farm Financial Management? The Lesson from Poland, Rural Areas and Development, 13(2016)

USDA (2022), Farm Financial Management Resources, <https://www.nesfp.org/farmer-training/library/farm-financial-management-resources>

Langemeier, M (2018). "Assessing Production Management Skills." Center for Commercial Agriculture, Purdue University

7. Course outline

Week	Content	Course expected learning outcomes
1	Chapter 1: Financial market fundamentals and the time value of money	
	A/ Main content in class: (6 hours) Theoretical content: 1.1. Introduction to the object, scope, and goals of agricultural finance 1.2. Time value of money 1.3. Financial markets in agriculture 1.4. Time value of money exercise	CLO1, 2,5
	B/ Self-study contents: (18 hours) 1.6 Find out the status of agricultural finance in Vietnam	CLO1, 2,5
..	Chapter 2: Risks and Uncertainties in Agricultural Finance	
	A/ Summarize the main content in class: (6 periods) Theoretical content: 2.1 Risks and uncertainties in agricultural finance management. 2.2. Analysis of risks and uncertainties in agriculture 2.3. Measures to prevent risks and uncertainties in the management of SMEs Content of the seminar/discussion: Risk assessment in agricultural production in Vietnam	CLO1, 2,5
	B/ Self-study contents: (18 hours) 2.4 Risk management tools applied in agricultural production in Vietnam	CLO1, 2,5
	Chapter 3: Analysis and selection of long-term investment projects in agriculture	
	A/ Summary of the main content in class: (9 periods) Theoretical content: 3.1 Concept of long-term investment and types of investment projects in agriculture 3.2. Calculating the appropriate cash flows of an investment project in agriculture	CLO1, 2,3,4,5

	3.3. Using criteria to evaluate the selection of investment projects in agriculture Exercise: Using Excel in financial evaluation of investment projects in agriculture Group presentation: Accounting for cash flows of alternative projects in agriculture	
	B/ Self-study contents: (27 hours) 3.4 Evaluation of investment projects in agriculture under conditions of risk	CLO1, 2,3,4,5
	Chapter 4: Credit in Agriculture	
	A/ Summary of the main content in class: (9 hours) Theoretical content: 4.1. Credit in agriculture 4.2. Mobilizing capital for agricultural production and business on the financial market Exercise: Set up a repayment schedule	CLO3,5
	B/ Self-study contents: (27 hours) 5C in agricultural credit	CLO3,5

COURSE KQ03383: GENERAL FINANCIAL ACCOUNTING

1. General information

- Term: 2
- Credits: **Total credits 02 (Theory: 02 – Practice: 0)**
- **Self-study: 04** credits
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 90 hrs.
- Department conducting the course:
 - Department: Financial Accounting
 - Faculty: Accounting and Business Management
- Kind of the course:

Foundation <input type="checkbox"/>	Fundamental <input type="checkbox"/>	Specialized <input checked="" type="checkbox"/>
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Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input checked="" type="checkbox"/>
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- Prerequisite course(s): KQ02014 – Principles of Accounting

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: Course provided for students with knowledge in: Accounting for Cash, Receivables; Accounting for Inventories; Accounting for Fixed Assets, accounting for liabilities, accounting of revenue, expenses, determination of business results.
- Skills: Course provided for students with skills in logical thinking and recording business transactions.
- Attitude: Course provided for students with attitudes in self -studying and acting strictly in accordance with the regulations.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes After successfully completing this course, students are able to	PLO performance criteria
Knowledge		
CLO 1	Apply knowledge of financial accounting to evaluate the effectiveness of production and business models in the agricultural sector	2.4. Evaluate the effectiveness of production and business models and activities of rural economic development.
CLO 2	Apply knowledge of financial accounting to build and implementation plans business development strategies in the agricultural sector	3.3. Develop strategies and implementation plans for sustainable agricultural production and business development in the context of globalization.
Skills		
CLO 3	Apply proficiently analytical, critical and creative thinking skills to solve accounting problems of economic organizations	4.3 Apply proficiently problem-solving skills including: (i) identifying problems, (ii) knowing when and how to gather information, (iii) evaluating and selecting information needed for problem-solving
CLO 4	Propose appropriate conclusions and feasible solutions based on	7.3. Propose appropriate conclusions and feasible solutions based on scientific

	scientific arguments, research results and practical surveys.	arguments, research results and practical surveys
Attitude		
CLO 5	Maintain professional ethics of accountants in agricultural and rural development	9.1. Maintain professional ethics for sustainable agricultural economic development.

3. Course description

KQ03383. General financial Accounting: 2 Credits (Theory: 2; Practice: 0; Self-study: 4). This course covers the following contents: Accounting for asset, Accounting for Liabilities. Revenue, expenses accounting on business and determination of business results Prerequisite course: Principles of Accounting.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching and learning					
Lecture	x	x			
Inquiry-based leaning	x	x	x	x	x
Probem-based learning	x	x	x	x	x
Assessment					
Rubric 1. Attendance (10%)					x
Rubric 2. Asssignments (10%)	x	x	x	x	x
Rubric 3. Mid-term exam (30%)	x		x		x
Rubric 4: Final exam (50%)	x				x

5.

Student tasks

- Attendance: All students must attend full course.
- Preparation for the lecture: All students must read text book, lectured notes, and additional references.
- Assignment: All students must do assignments during class.
- Mid-term exam: All students must attend and finish mid-term exam.
- Final exam: All students must attend and finish final exam.

6. Text books and references

* *Text Books/Lecture Notes:*

1. Nguyen Huu Anh (2020). Financial Accounting. NEU Publisher (in Vietnamese).
2. Tran Manh Dung, Pham Duc Cuong, Dinh The Hung (2018). Financial Accounting in Enterprises: Theory – Practice. Finance Publisher (in Vietnamese).
3. Vo Van Nhi et al (2018). Financial Accounting. Finance Publisher (in Vietnamese).

*** Additional references:**

1. The Ministry of Finance (2016). Guidance for enterprise accounting regime, Circular No.200/2014/TT-BTC dated 22/12/2014 (No.1). Finance Publisher. (in Vietnamese).
2. The Ministry of Finance (2016). Guidance for enterprise accounting regime, Circular No.200/2014/TT-BTC dated 22/12/2014 (No.2). Finance Publisher. (in Vietnamese).
3. The Ministry of Finance (2008). 26 Vietnam Accounting standards 2001-2006. Finance Publisher (in Vietnamese).
4. Bui Thi Phuc (2014). Financial Accounting Workbook. Agriculture Publisher (in Vietnamese).

7. Course outline

Week	Content	Course expected learning outcomes
1-2	Chapter 1: Accounting for Asset	
	A/ Main contents: (9 hours) 1. Theories: (9 hours) 1.1. Accounting for Cash 1.2. Accounting for Receivables 1.3. Accounting for Inventories 1.4. Accounting for Fixed assets 1.5. Accounting for Investment	CLO 1,2,3,4,5
	B/ Self-study contents: (27 hours) Students read and search for additional references	
2-3	Chapter 2: Accounting for Liabilities and equity	
	A/ Main contents: (9 hours) 1. Theories: (9 hours) 2.1. General information about Liabilities and equity 2.2. Accounting for Liabilities 2.3. Accounting for equity	CLO 1,2,3,4,5
	B/ Self-study contents: (27 hours) Student read lecture notes and do homeworks	

4-5	Chapter 3: Accounting for Revenue, expenses	CLO 1,2,3,4,5
	A/ Main contents: (6 hours) 1. Theories: (6 hours) 3.1. General information about Revenue, expenses 3.2. Accounting for Revenue 3.3. Accounting for expenses	
	B/ Self-study contents: (18 hours) Student read lecture notes and do homeworks	
5-7	Chapter 4: Determination of business results	CLO 1,2,3,4,5
	A/ Main contents: (6 hours) 1. Theories: (6 hours) 4.1. General information about Determination of business results 4.2. Accounting for Determination of business results 4.3. Accounting for business income tax charge	
	B/ Self-study contents: (18 hours) Student read lecture notes and do homeworks	

Course (**KQ03411**): Cooperatives and small business management

1. General information

- Term: 6
- Credits: **Total credits 2 (Lecture: 2– Practice: 0)**
- **Self-study: 6** credits
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 90 hrs.
- Department conducting the course:
 - Department: Business Management
 - Faculty: Accounting and Business Management
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Option 1 <input type="checkbox"/>		Option 2 <input type="checkbox"/>	
Compulsory	Elective	Compulsory	Elective	Compulsory	Elective	Compulsory	Elective
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- Prerequisite course(s): None

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: The course provides students with knowledge in developing strategies and implementation plans for sustainable agricultural production and business development in the context of globalization.

- Skills: The course provides students with skills in applying the elements of communication proficiently, especially negotiation: feelings, emotions, and values to achieve effective communication; behaving appropriately with stakeholders in a diverse, multicultural environment.

- Attitude: The course provides students with attitudes in being open to different and creative ideas.

*** Course expected learning outcomes**

Notation	Course expected learning outcomes After successfully completing this course, students are able to	PLO performance criteria
Knowledge		
CELO1	Develop strategies and implementation plans for sustainable agricultural production and business development in the context of globalization.	3.3
Skills		
CELO 2	Apply the elements of communication proficiently, especially negotiation: feelings, emotions, and values to achieve effective communication.	6.2
CELO 3	Behave appropriately with stakeholders in a diverse, multicultural environment.	6.3
Attitude		
CELO 4	Be open to different and creative ideas.	10.3

3. Course description

Brief description of the course: This course aims to provide students with management knowledge and skills in cooperatives and small businesses (SMEs) including knowledge and skill in business planning, financial management, marketing management, and personnel management of cooperatives and SMEs. At the same time, the learners have the capacity for self-awareness, self-education, a sense of responsibility, professional ethics, and a professional working style.

4. Teaching and learning & assessment methods

CELOs	CELO1	CELO2	CELO3	CELO4
Teaching and learning				
Lecturing	X			x
Group-based learning		X	X	
Case study		X	X	x
Multimedia teaching		X	x	x

E-learning		X	X	X
Assessment				
Rubric 1. Class attendance (10%)	X			X
Rubric 2. Group discussion (10%)		X	X	X
Rubric 3. Project (20%)	X	X	X	X
Rubric 4. Final exam (60%)	X			X

5. Student tasks

- Attendance: All students attending this course must be aware of attendance prescribed by the Ministry of Education and Training as well as the regulations of VNUA.
- Project: All students attending this course have to prepare and implement a small project. The project will be proposed at the start of the course and will be evaluated before the course finish.
- Group Discussion: All students who attend this course have to participate in discussions and presentation results according to the thematic discussion of the subject.
- Final exam period: All students who attend this course have to participate and do the final exam period.

6. Textbooks and references

* *Text Books/Lecture Notes:*

Petty, J. William,; Palich, Leslie E.,; Hoy, Frank,; Longenecker, Justin G. (2020).

Small business management: launching and growing entrepreneurial ventures, 598 pages; 29 cm. Cengage. Australia. ISBN9780357039410

* *Additional references:*

- Ruback, Richard S.; Yudkoff, Royce (2017). HBR guide to buying a small business. *Boston, Massachusetts: Harvard Business Review Press*

- SAGE (2018). Issues in entrepreneurship & small business management: articles from SAGE Business researcher. Los Angeles: SAGE Publications. 374 pages.

- Vuong Khanh Tuan ; Rajagopal Premkumar (2020). A Review of the Management Process with the Mediating Role of the Budget Process on the Performance of Vietnamese SMEs. Management dynamics in the knowledge economy, 2020-09-01, Vol.8 (3), p.277-296

7. Course outline

Week	Content	Course expected learning outcome
	<i>Chapter 1: Overview of Cooperatives (COOP) and small business management</i>	

1	A/ Main contents: (8 hrs) Theory (5 hrs): 1.1 The basic concepts 1.2 Characteristics of COOP and SMEs 1.3 History and the revolution of SMEs 1.4 Management of COOP and SMEs 1.5 Status of COOP and SMEs management 1.6 The role and contribution of COOP and SMEs Group discussion/semina: (1 hrs) - Discussion topic from the scientific article: Real situation of clam farm management in the Northern area of Vietnam. Project: (2 hrs) (working in groups from 1-8 students): Propose and evaluate the business idea; Formulize the business group	K1
	B/Self-study contents: (16 hrs) Study and research the real situation of cooperative and small enterprises in Vietnam nowadays. What is the limitation in the management of SMEs and COOP in Vietnam?	
2	Chapter 2: Evaluation of the business opportunity for SMEs and COOPs	
	A/ Main contents: (8 hrs) Theory (6 hrs): 2.1 Advantages of COOP and SMEs 2.2 Disadvantages of COOP and SMEs 2.3 Opportunities for COOP and SMEs 2.4 Threaten to COOP and SMEs 2.5 Business idea for COOP and SMEs Group discussion/seminar: (1 hrs) - Discussion topic from the scientific article: Investment climate in Agriculture of Hanoi Project (1 hrs): Prepare conditions to apply the business plan in reality	K1, K2, K3, K4
	B/Self-study contents: (16 hrs) Use SWOT tools to analyze the situation and opportunities for doing business with COOP and SMEs in Vietnam	
	Chapter 3: Development of a business plan for COOP and SMEs	
	A/ Main contents: (7 hrs) Theory (5): 3.1 Proposal the name, field, and kind of doing business	K1, K2, K3, K4

3	3.2 Planning managerial staff 3.3 Preparation of business objectives 3.4 Establish Marketing Plan 3.5 Site selection and service 3.6 Financial Planning 3.7 HR Planning. Project: (2 hrs) Implement the project.	
	<i>B/Self-study contents: (14 hrs)</i> Meet, talk and exchange with at least 5 people who are owners of shops, small businesses, and cooperative managers ... learning about business experience.	
4	<i>Chapter 4. Financial Management in Cooperatives and SMEs</i>	
	<i>A/ Main contents: (6 hrs)</i> <i>Theory (4)</i> 4.1 Short-term financial plan 4.2 Long-term financial plan 4.3 Governance of current cash flow 4.4 Financial Assessment 4.5 Credit Policy Group discussion/seminar: (1 hrs) - A case study of financial management Project (1 hrs): Continue to implement the business project. Practicing financial management skills for the group's business project. <i>B/Self-study contents: (12 hrs)</i> Meet, talk and exchange with at least 5 people who are owners of shops, small businesses, and cooperative managers ... about their financial management experience.	K1, K2, K3, K4
5	<i>Chapter 5. Marketing Management in cooperatives and SMEs</i>	

1. General information

- Term: 1
- Credits: **Total credits: 02 (Lecture: 02 – Practice: 0)**
- **Self-study: 6** credits
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 90 hrs.
- Department conducting the course:
 - Department: Resources and Environmental Economics
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input checked="" type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized	
Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): None

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: Course provided for students with knowledge in territory organization, economic regions, resources for economic development and territory organization of economic sectors in the economy.
- Skills: Course provide students with skills in teamwork, presentation through discussion and presentation in lecture hall.
- Attitude: Course provide students with attitudes in learning and having morality, responsibility with agricultural and rural development and economy.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		

CLO1	Apply the principles of production distribution and territorial organization in economic regions of Vietnam based on the natural, socio-economic conditions of regions fully;	1.2
CLO2	Analyze the characteristics, roles and evaluate the influences of Vietnam's natural and human resources on the trend of agricultural economic development fully;	2.3
CLO3	Develop visions and socio-economic strategic goals of the territorial organization of an economic sector in Vietnam fully and accurately	3.2
Skills		
CLO4	Coordinate with team members to find geographical economic information, write reports, present results persuasively, answer question satisfactorily	5.2
Ethics and Attitude		
CLO5	Identify self-limitations in terms of the knowledge of Vietnam's economic regions, general characteristics of Vietnam's agricultural, industrial, and service sectors clearly to proactively update knowledge.	10.1

3. Course description

This course consists of content about fundamental problems of territorial organization; evaluation of the effect of natural resources to the development of agricultural and industrial sectors. Characteristics of human resources to socio – economic problems. Researching about territory organization of Industrial, Agricultural and Services sectors in Vietnam and Characteristics of some economic regions in Vietnam.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods					
Lecturing	X	X	X		X
Teaching through discussion	X	X	X		X
Group-based learning		X		X	X
Assessment					

Rubric 1. Attendance and discussion (10%)	X	X			X
Rubric 2. Group presentation (30%)		X		X	X
Final examination (60%)	X		X		

5. Student tasks

- Attendance: All of the students, who attend this module, must fully attend all hours in the lecture hall, discuss, do exercises in lecture hall and at home.
- Prepare for lecture notes: All students must read curriculums, lectures, consulting documents before going to school.
- Presentation, discussion: All students must discuss in a team, prepare a presentation and present it with the whole class. Each group of student presents about different topic, that finalize by lecturer and students
- Final examination: All students must take part in the final examination with all contents.

6. Text books and references

** Text Books/Lecture Notes:*

Barnes, Trevor J., and Christophers, Brett. 2018. Economic Geography: a critical introduction. Hoboken, NJ: John Wiley & Son, 325 p.

Vi, V.N., Nguyen, T.N.T., Le, P.N. and Ho, N.C. (2014). Economics Geography textbook. The Press of Agricultural University, Hanoi, Vietnam, 180p.

** Additional references:*

Pham, T. (2019). Industrialization and modernization of Vietnam's economy in the context of the fourth industrial revolution. National Politics Publishing House, 871 p.

Tran, N.C (2018). Innovation and development in Vietnam. Science and Technology Publishing House, 235p.

Nguyen, D.H. and Phung, T.Đ. (2018). Industrialization and modernization in Vietnam in the context of the fourth industrial revolution: Monograph. People's Army Publishing House, 387 p.

Tran, B.N and Chi, Do Pham. 2018. The Vietnamese Economy. Routledge Taylor and Francis group, 400 p.

7. Course outline

Week	Content	Course expected
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		learning outcomes
1	Chapter I: Overview of Geographical Economics	
	A/ Main contents at lecturer hall: (3 hours) Lectured contents: 1.1. Objectives of geographical economics 1.2. Position of geographical economics 1.3. Mission of geographical economics 1.4. Contents of geographical economics 1.5. Research methodology of geographical economics	CLO1, CLO5
	B/ Self-studying contents of student: (9 hours) - Finding references for the subject - Self-studying all contents of chapter 1	CLO1, CLO5
2	Chapter 2: Basic theories about distribution of production and territorial organization	
	A/ Main contents at lecturer hall: (3 hours) Lectured contents: 2.1. Principles of production distribution	CLO1, CLO5
	B/ Self-studying contents of student: (9 hours) 2.2. Economic region 2.3. Economic zoning 2.4. Economical region planning	CLO1, CLO5
3 + 4 + 5	Chapter 3: Natural resources	
	A/ Main contents at lecture hall: (9 hours) Lectured contents: (6 hours) 3.1. Relationship between natural environment and social production 3.2. Natural resources of Vietnam Contents of seminar/discussion: (3 hours) Analyze the characteristics and, roles and evaluate the influences of Vietnam's natural resources on the trend of agricultural economic development;	CLO2,CLO4 CLO5
	B/ Self-studying contents of student: (27 hours) - Self-studying all contents of chapter 3 - Doing team work and preparing presentation	CLO2,CLO4 CLO5
6 + 7	Chapter 4: Human resource	

	<p>A/ Main contents at lecture hall: (6 hours)</p> <p>Lectured contents: (3 hours)</p> <p>4.1. Relationship between population - labor resource and socio-economic development</p> <p>4.2. Ethnology</p> <p>4.3. Population</p> <p>4.4. Human resource</p> <p>4.5. Current situation of population and labor resource distribution and orientation of Vietnam</p> <p>Contents of seminar/discussion: (3 hours)</p> <p>Analyze the characteristics and, roles and evaluate the influences of Vietnam's human resources on the trend of agricultural economic development;</p>	<p>CLO2,CLO4</p> <p>CLO5</p>
	<p>B/ Self-studying contents of student: (18 hours)</p> <p>- Self-studying all contents of chapter 4</p> <p>- Doing team work and preparing presentation</p>	<p>CLO2,CLO4</p> <p>CLO5</p>
8	Chapter 5: Territorial organization of Agriculture	
	<p>A/ Main contents at lecture hall: (3 hours)</p> <p>Lectured contents:</p> <p>5.1. Role and significance of territorial organization of agriculture</p> <p>5.2. Territorial organization of Agriculture</p> <p>5.3. Territorial organization of Forestry</p> <p>5.4. Territorial organization of Fishery</p>	<p>CLO3,CLO5</p>
	<p>B/ Self-studying contents of student: (9 hours)</p> <p>- Self-studying all contents of chapter 5</p> <p>- Self-studying contents on territorial organization of forestry and fishery</p>	<p>CLO3,CLO5</p>
9	Chapter 6: Territorial organization of Industry	
	<p>A/ Main contents at lecture hall: (3 hours)</p> <p>Lectured contents:</p> <p>6.1. Role and significance of territorial organization of industry</p> <p>6.2. Characteristics of territorial organization of industry</p> <p>6.3. Factors affecting on territorial organization of industry</p> <p>6.4. Situation and orientation of territorial organization of industry in Vietnam</p>	<p>CLO3,CLO5</p>
	<p>B/ Self-studying contents of student: (9 hours)</p> <p>- Self-studying all contents of chapter 6</p>	<p>CLO3,CLO5</p>

10	Chapter 7: Territorial organization of Service Chapter 8: Territorial organization of economic regions in Vietnam	
	A/ Main contents at lecture hall: (3 hours) Lectured contents: 7.1. Role and significance of service 7.2. Characteristic of territorial organization of service 7.3. Current situation of territorial organization of main service industries in Vietnam	CLO3,CLO5
	B/ Self-studying contents of student: (9 hours) - Self-studying all contents of chapter 7 (6 hours) - Self-studying contents of chapter 8 (3 hours): 8.1. Northeast 8.2. Northwest 8.3. Red River Delta 8.4. North Central 8.5. Southern Central Coast 8.6. Central Highland 8.7. Southeast 8.8. Mekong River Delta	CLO3,CLO5

KT01003: GROUP WORKING SKILLS

1. General information

- Term: 2
- Credits: **Total credits 02 (Lecture: 02 – Practice: 0)**
- **Self-study: 6 credits**
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 60 hrs.
- Department conducting the course:
 - Department: Rural Development
 - Faculty: Economics and Rural Development

- Kind of the course:

Foundation <input checked="" type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized	
Compulsory <input type="checkbox"/>	Elective <input checked="" type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): No

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: Course provided for students with knowledge in working groups, types of working groups.
- Skills: Course provide students with skills in organization of group activities, group management, group working skills,
- Attitude: Course provide students with good attitudes in learning process.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Applying the concept, classification of working groups, principles of group activities, stages of working groups to identify working groups	1.3
Skills		
CLO2	Proficiently applying creative thinking in group work to solve problems related to sustainable development	4.4
CLO3	Competently incorporating skills: group activities, group management and group working skills	5.2
CLO4	Competently incorporating skills: group assessment and group development	5.3
Attitude		
CLO5	Clearly identify your limitations in group work	10.1

3. Course description

KT01003 – Group working skills (02: 02 - 00 - 06). This course consists of four chapters with the following main contents: Overview of Group work; Group activities; Group operation; Groupwork Skill

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods					
Lecturing	x	x	x	x	x
Teaching through discussion	x	x	x	x	x
Group-based learning		x	x	x	x
Assessment					
Rubric 1. Class attendance (10%)					x
Rubric 2. Group work (30%)		x	x	x	x
Final exam (60%)	x	x	x	x	

5. Student tasks

- Attendance: All students taking this course must attend all classes, discussions, and assignments.
- Preparation for the lecture: All students taking this course must read textbooks, lectures, reference materials before going to class.
- Assignment: All students must taking this course must complete class assignments
- Group work: All students taking this course must take part in working groups, each group of 6-8 students.
- Final exam: All students taking this course must take the final exam, the content of all the knowledge learned by Essay test

6. Text books and references

*** Text Books/Lecture Notes:**

1. Quyen Dinh Ha, Do Thi Nhai, Nguyen Thi Phuong (2021). *Group Working Skills*. Textbook, Vietnam National University of Agriculture Publishing House, Hanoi

*** Additional references:**

2. Nguyen Huu Than (2020). Promoting working in group and leading groups for a sustainable socio - economic development. Ho Chi Minh city Open University Journal of Science. Vol.5 (1), p.21-23.
3. John C. Maxwell, Huỳnh Nhựt Tân – Translator (2018). *Group work: 101 things that leaders need to know*. Hong Duc Publishing House

7. Course outline

Week	Content	Expected learning outcomes
1,2	Chapter 1: Overview of groupwork	
	A/ Main content at the class: (5 hours) Content lecture Theory: (3 hours) 1.1 The concept of group and group work 1.1.1 The concept of group and group work 1.1.2 The importance of group work 1.2 The type of group work 1.2.1 Official team 1.2.2 Informal team 1.2.3 Team size 1.3 The principles of group work Content of seminar/ discussion: (2 hour) 1.4 Group work situations	K1, K5
	B/ Content to study at home: (10 hours) 1.5. Students should read the material before class	K1, K5
2,3,4,5	Chapter 2: Activities of the group	
	A/ Main content at the class: (10 hours) Content lecture Theories: (5 hours) 2.1 Development group 2.2 Activity in group work 2.2.1 Integration of new members 2.2.2 Mission and relationship in the group 2.3 Promoting synergy in group work 2.4 Information for team 2.4.1 Vital information in team 2.4.2 The method of communication in group 2.4.3 Communication skills in communication, information received 2.5 Discussion and decision-making in group 2.5.1 Discussion in group 2.5.2 Making decisions in group Content of seminar/ discussion: (5 hours) 2.6 How to make decisions in specific group discussion situations	K3, K5
	B/ Content to study at home: (30 hours) 2.7 Students prepare situations for discussion and decision making within the group	K3, K5
6,7,8	Chapter 3: Executive group	
	A/ Summary of the main content in the class: (8 hours)	K3, K5

	Content lecture Theories: (4 hours) 3.1 Role of group leader 3.2 Role of members 3.3 Assign each team 3.4 Style team operating activities 3.4.1 Authoritarian style 3.4.2 Freedom style 3.4.2 Collaborative style 3.5 Group Meetings 3.5.1 The conference forms 3.5.2 The executive group meeting tools 3.5.2 Agenda group 3.6 Management group 3.6.1 Vital team management 3.6.2 The content management group Content of seminar/ discussion: (4 hours) 3.5 Utilize tools to develop ideas in specific group meeting situations	
	B/ Content to study at home: (30 hours) 3.6 Students prepare situations to utilize tools to promote ideas in group meetings	K3, K5
	Chapter 4: Groupwork management Skills	
8,9,10	A/ Summary of the main content in the class: (7 hours) Content lecture Theories: (5 hours) 4.1 Group work planning 4.2 Deploy in group activities 4.3 Subscribe to supervise work in team and adjust plans 4.4 Evaluation working group results 4.5 Resolving conflict in group 4.6 Improve in working group Content of seminar/ discussion: (2 hour) Resolve group conflicts in specific situations	K2, K5
	B/ Content to study at home: (20 hours) Students prepare situations for group conflict	K2, K5

KT01005: PUBLIC SPEAKING

1. General information

- Term: 1
- Credits: Total credits 02 (Lecture: 02 – Practice: 0)

- Self-study: 04 credits
- Credit hours for teaching and learning activities: 22 hrs
- Self-study: 90 hrs.
- Department conducting the course:
 - Department: Agricultural Economics and Policies
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input checked="" type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized	
Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): None

2. Course objectives and expected learning outcomes

* *Course objectives:*

Knowledge: The course provides for students with

Skills: The course trains the students in skills of

Attitude: The course provides for students with active attitude in

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Apply the scientific knowledge system on socio-political and humanities to communication activities in career and life.	1.4
Skills		
CLO2	Apply presentation skills to have good leadership and teamwork skills	6.1
CLO3	Apply presentation skills to collect, analyze and present information on economic, business and other areas of socio-economic life	6.2
CLO4	Applying effective listening skills, being able to express themselves in communication and presenting in Vietnamese on economic, business and other issues of socio-economic life	6.3
CLO5	Applying presentation skills to English speaking skills according to the Common European Framework of Reference for Languages	6.5
Attitude		

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
CLO6	Forming professional ethics and good work skills	9.2

3. Course description

KT01005. Public Speaking (02:02-0-4;) This module covers the following topics: Basics of Public Speaking; Types of Public Speaking; Prepare for Public Speaking; Steps for conducting public speaking; Some issues to pay attention to when speaking in public; In addition, learners also practice skills in prepare supporting means, body language, spoken language and practice on informative speech, persuasive speech, ceremonial speech and impromptu speech.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5	CLO6
Teachching methods						
Lecturing	X	X	X	X		
Teaching through discussion		X	X	X		X
Case Study		X	X	X	X	X
Group discusion		X	X	X		X
Assessment						
Rubric 1. Evaluate participation in discussion (10%)	X					
Rubric 2: Personal presentation (40%)	X	X	X	X	X	X
Final exam (50%)	X	X	X	X		

5. Student tasks

- Attendance: All students attending this module must attend lectures in class in accordance with university's regulations.

o Prepare for the lecture: All students attending this module must read reference books and do exercises before coming to class at the specific request of the lecturer in each class session.

o All students must review the materials provided by the lecturer, do the personal presentation requested by the lecturer. All students attending this subject must complete a specific presentation and must at least provide 1-2 comments on the results of other students' presentations in the class.

o Final exam: All students taking this course must take the final exam (the final exam is 60 minutes long)

- o Students participate in scheduled online lessons

6. Text books and references

* *Text books*

1. Arthur Koch and Jason Schmitt, (2013), *Speaking With A Purpose* (9th Edition), Pearson Education, Inc.
2. Michael Osborn, Suzanne Osborn, Randall Osborn, (2009). *Public Speaking*, 8th Edition Allyn & Bacon publishing House January 6, 2008 (PS-2009).
3. Nguyen Hien Le. *Translation books* (2018). *The Art of Public Speaking - The Art of Persuading Others*. Hong Duc Publishing House.
4. Dale Carnegie (2018). *The Art of Public Speaking*, Clydesdale Press

* *References:*

1. Fred E. Miller (2011), *No Sweat Public Speaking*, Published by Fred Co., St. Louis, Mo.
2. Carmin Gallo (2015), *Talk Like TED: The 9 Public-Speaking Secrets of the World's Top Minds*, Audiobook, CD, Unabridged.
3. Stephen E. Lucas, (2011). *The Art of Public Speaking*, McGraw-Hill Humanities/Social Sciences/Languages; 11 Edition.

7. Course outline

Week	Content	Course expected learning outcomes
2	Chapter 1: Introduction to Public Speaking	
	A/ Main content: (2 hours) Theory: 1.1 Concepts of public speaking 1.2 The role of public speaking 1.3 Factors influencing public speaking 1.4 Classification of public speaking	CLO1, CLO2
	B/ Contents to be self-study at home : (6 hours) 1.5 Read textbooks and references related to the above 4 items	CLO1, CLO2, CLO5, CLO6
	Chapter 2: Types of Public Speaking	
2	A/ Main content: (4 hours) Theory: 2.1 Informative speech 2.2 Persuasive speech 2.3 Ceremonial speech 2.4 Impromptu speech	CLO1, CLO2, CLO5, CLO6
	B/ The contents to be self-study at home : (9 hours) Studying textbooks and related documents to distinguish characteristics, conditions and situations in which 4 types of speech are applied	CLO2, CLO3, CLO5
	Chapter 3: Preparing for public speaking	

Week	Content	Course expected learning outcomes
3	A/ Main content: (3 hours) Theory: 3.1 Define presentation purpose 3.2 Define audience 3.3 Prepare the venue for the presentation 3.4 Prepare support means 3.5 Prepare logistics Seminar/discussion(2 hours) 1. Prepare the presentation venue (space layout, equipment ..) 2. Prepare supporting media (Slides, posters, projectors..) 3. Prepare logistics	CLO3, CLO4, CLO5
	B/ Contents to be self-study at home : (9 hours) Do exercises on Slides, Posters, practice supporting means	CLO5
4	Chapter 4: The steps to public speaking	
	A/ Main content: (3 hours) Content of theoretical education: (3 hours) 4.1 Outline the presentation 4.2 Gather information for the presentation 4.3 Express the information obtained in words 4.4 Reasonable arrangement of time 4.5 Practice and practice speech Seminar/discussion(1 hour) Outline your presentation outline.	CLO1, CLO2, CLO3, CLO4
	B/ Contents to be self-study at home : (9 hours) Prepare to outline the presentation, gather information, prepare supporting media (Slides, posters, ..), self-video about practice	CLO4, CLO5, CLO6
5	Chapter 5: Practicing Public Speaking	
	A/ Summarize Main content: (3 hours) Theory: 5.1 Prepare your belongings 5.2 Control anxiety and worry 5.3 Presentation skills: Introduction, Main Part, Conclusion 5.4 Time management 5.5 Control body language 5.6 Control spoken language Seminar/discussion(1 hour) 1. Presentation skills: Introduction, Main Part, Conclusion 2. Time Management	CLO2, CLO3, CLO4, CLO5

Week	Content	Course expected learning outcomes
	3. Controlling body language 4. Controlling spoken language	
	B/ The contents to be self-study at home : (9 hours) Prepare the presentation aids, make a 5-minute video about yourself presenting with body language and spoken language.	CLO3, CLO4, CLO5 , CLO6
6	Chapter 6: Some required skills to deliver public address	
	A/ Summarize Main content: (3 hours) Theory: 6.1 Guess the listener's reaction 6.2 Respond to questions and answers 6.3 Cultural Notes	CLO2, CLO4,
	B/ The contents to be self-study at home : (9 hours) Read the textbook, refer to the material on listening skills, and respond to questions and answers	CLO4, CLO5, CLO6
	Chapter 7: Individual activities	
7, 8, 9, 10	A/ Seminar/discussion(8 hours) Personal presentation	CLO1, CLO2, CLO3, CLO4, CLO5, CLO6
	B/ Contents to be self-study at home : (9 hours) Prepare supporting facilities, practice and record a video of yourself presenting, preparing for the presentation	CLO5, CLO6

KT01008: LEADERSHIP SKILLS AND DECISION MAKING

1. General course information

- Term: 4
- Credits: **2 (Lecture: 2 – Practice: 0)**
- **Self-study:** 6 credits
- Credit hours for teaching and learning activities:
 - + Lecturing: 25 hrs
 - + Presentation and Discussion: 5 hrs
- Self-learning: 90
- Department conducting the course:
 - Department of Planning and Investment
 - Faculty of Economics and Rural Development

○ Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input checked="" type="checkbox"/>		Specialized <input type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>

- Parallel course: None
- Prerequisite course: None
- Course language: English ☐ Vietnamese ☒

2. Course objectives and Expected learning outcomes

* *Course objectives:*

- *Knowledge:* Applying the knowledge about leadership, management, skill of management leadership, skill of decision making to solve the intensive problems in the fields of economics, agricultural economics, financial economics such as: Evaluate the ability of managers, handle issue in the process of organization operating, negotiation of economic contract, decision making in specific situation of organization management.
- *Skill:* Collecting and analyzing information for leadership purposes such as evaluating subordinates' capacity, leadership capacity and decision-making to solve problems in some common professional situations in agricultural economics..
- *Attitude:* Actively in learning and researching about leadership and decision-making in localities and economic organizations.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program expected learning outcomes
Knowledge		
CLO1	Analyze theories of leadership, leadership capacity and decision-making in the trends of agricultural economic development and evaluate the factors affecting each of these development trends.	2.3
Skills		
CLO2	Proficiently apply creative thinking in solving leadership situations.	4.4
CLO3	Competent coordination skills in building and developing internal relations in leadership include: i) establishing and controlling the connection in the group, (ii) resolving conflicts and relations with parties outside during group work.	5.2
CLO4	Behave appropriately with stakeholders in a diverse, multicultural environment in leadership and decision-making.	6.3

Ethics and Attitude		
CLO5	Inspire community leadership and demonstrate responsibility for sustainable agriculture.	9.2

3. Course description

KT01008: Leadership Skills and Decision Making (02:02-0-06). The course provides knowledge on the leadership theories, concept and particularly skills of leadership; distinguish the differences between leader and manager; The theory of making decision; The methods and process of making decision. The course applies the learner-centered method, after learning theories on class, the students read additional document and apply into practical issues.

4. Teaching and learning & assessment methods

CLOs	CLO 1	CLO 2	CLO 3	CLO 4	CLO 5
Teaching methods					
Lecturing	x		x	x	x
Teaching through guiding students to do a group exercise	x	x	x	x	x
Assessment					
Rubric 1: Assessing studying process (10%)	x	x	x	x	
Rubric 2: Doing and presenting a group exercise (40%)	x	x	x	x	x
Final exam (60%)	x	x	x	x	

5. Student tasks

- Attendance: All students taking this course must attend at least 75 percent of classes (in class or online).
- Preparation for the lecture: All students taking this course must read lectures, text books and materials before classes. If studying online, students are required to be online 2 minutes in advanced.
- Group exercise: All students taking this course must do group project and present their group project and discussion.
- Final exam: All students taking this course must take final exam.

6. Text books and references

* *Text books/Lecture notes:*

1. Tran Dinh Thao (2018). Lecture of Leadership skills and Decision making.
2. John C. Maxwell (2018). Developing the Leader within you 2.0.
3. Martin Lanik (2019). Effective leadership skills.
4. Matsuo Iwata (2019), 51 golden keys to becoming an inspirational leader.

* *Other references:*

1. Hougaard, Rasmus and Carter, Jacqueline (2018), "The Mind of the Leader: How to lead yourself, your people, your organization for extraordinary results".

7. Course outline

Week	Content	Course expected learning outcomes
1,2	Chapter 1: OVERVIEW OF LEADERSHIP AND LEADING CAPACITY	CLO1, 3, 5
	A/ Lecture on class: (7 hours in-class) Theories lecture: (6 hours) 1.1. Leadership Fundamentals 1.1.1. Concepts of leadership 1.1.2. Meaning of leadership 1.1.3. Qualities of a leader 1.1.4. Leadership Classification 1.2. A leader's ability 1.2.1. The concept of leadership capacity 1.2.2. Theoretical model of leadership 1.2.3. Leadership Competency Framework 1.3. Key Leadership Skills 1.3.1. Skills for planning 1.3.2. Organizational skills	
	1.3.3. Management skills 1.3.4. Monitoring/assessment skills 1.3.5. Negotiation skills 1.3.6. Analytical skills 1.3.7. Other skills Presentation and discussion: (1 hour) Leadership styles of politicians, CEO of large companies in Vietnam and foreign countries	
	B/ Homework assignment:: (21 hours) Self-studying and reviewing the questions in the first chapter	
2,3	Chapter 2: LEADERSHIP PHILOSOPHY AND TEAM BUILDING	CLO 2, 3, 5
	A/ Lecture on class: (6 hours in-class) Theories lecture: (5 hours)	

	<p>2.1. Common laws affecting the collective of employees</p> <p>2.1.1. The Law of Psychological Contagion</p> <p>2.1.2. The Law of Boredom</p> <p>2.1.3. Laws of movement</p> <p>2.1.4. Law of collective opinion</p> <p>2.1.5. Psychological atmosphere in the group</p> <p>2.2. Psychological characteristics of leaders</p> <p>2.2.1. Leader's Reputation</p> <p>2.2.2. Leadership Psychology</p> <p>2.3. Leadership style</p> <p>2.3.1. The concept</p> <p>2.3.2. Factors affecting</p> <p>2.3.3. Leadership styles</p> <p>2.3.4. Choose the right leadership style</p> <p>2.4. Leadership Team Building</p> <p>2.4.1. The concept of leadership team</p> <p>2.4.2. Characteristics of the leadership team</p> <p>2.4.3. Psychological structure of the leadership team</p> <p>2.4.4. Leader of the leadership team</p> <p>2.4.5. Conditions for establishing a leadership team</p> <p>Presentation and discussion: (1 hour)</p> <p>a. Discuss and analyze the laws affecting the collective</p> <p>b. Discuss leadership style characteristics</p> <p>c. Discuss the leadership team building process</p>	
	<p>B/ Homework assignment:: (18 hours)</p> <p>a. Tìm đọc các tài liệu liên quan</p>	
3,4	<p>Chương 3: PHƯƠNG PHÁP LÃNH ĐẠO, QUẢN LÝ</p>	CLO 3, 4, 5
	<p>A/ Lecture on class: (7 hours in-class)</p> <p>Theories lecture: (6 hours)</p> <p>3.1. Theories of leadership and management</p> <p>3.1.1. Classical school</p>	

	<p>3.1.2. Modern school</p> <p>3.2. General issues of leadership and management methods</p> <p>3.2.1. The concept of leadership and management methods</p> <p>3.2.2. Influence factor</p> <p>3.2.3. Characteristics of leadership and management methods</p> <p>3.3. The role of leadership and management methods</p> <p>3.4. Common leadership and management methods</p> <p>3.4.1. Three poles of leadership and management methods</p> <p>3.4.2. Common leadership and management methods</p> <p>3.4.3. Forms of implementing leadership and management methods</p> <p>3.5. Some problems arise in perfecting and improving leadership and management methods</p> <p>3.5.1. Completing mechanisms, regulations and regulations related to leadership and management methods</p> <p>3.5.2. Establish an equal and democratic relationship between leaders and managers and those being led and managed</p> <p>3.5.3. Raise the sense of responsibility, exemplary pioneering of leaders, managers and those being led and managed</p> <p>3.5.4. Improve qualifications, working capacity, and ethical qualities for the contingent of cadres, civil servants and public employees (including leaders and managers)..</p> <p>Presentation and discussion: (1 hour)</p> <p>a. Discuss and analyze the advantages and disadvantages of leadership methods.</p> <p>b. Discuss the factors that influence leadership methods and the role of each method.</p>	
	<p>B/ Homework assignment:: (21 hours)</p> <p>a. Read related documents</p>	
5	<p>Chương 4: RA QUYẾT ĐỊNH TRONG LÃNH ĐẠO</p> <p>A/ Lecture on class: (6 hours in-class)</p> <p>Theories lecture: (5 hours)</p> <p>4.1. The concept of decision</p> <p>4.2. Decision classification</p> <p>4.3. Basic requirements of the decision</p>	CLO 3, 4, 5

	<p>4.4. Decision making principles</p> <p>4.5. Decision making method</p> <p>4.6. Decision making process</p> <p>4.7. Judging decision</p> <p>4.8. Tips for making decisions</p> <p>Presentation and discussion: (1 hour)</p> <p>a. Discuss and analyze basic requirements in decision making and key principles in decision making</p> <p>b. Discuss the criteria for evaluating the decision-making process</p>	
	<p>B/ Homework assignment:: (18 hours)</p> <p>a. Read related documents</p>	
5,6	<p>Chương 5: HIỆU LỰC VÀ HIỆU QUẢ LÃNH ĐẠO, QUẢN LÝ</p> <p>A/ Lecture on class: (4 hours in-class)</p> <p>Theories lecture: (3 hours)</p> <p>5.1. The concept of effective leadership</p> <p>5.2. Criteria to reflect leadership effectiveness</p> <p>5.3. The concept of effective leadership</p> <p>5.4. Criteria to reflect leadership effectiveness</p> <p>5.5. Leadership assessment method</p> <p>Presentation and discussion: (1 hour)</p> <p>a. Discuss and analyze criteria for evaluating effectiveness and efficiency of leadership</p> <p>b. Discuss the criteria for assessing leadership capacity</p>	CLO 2, 3, 5
	<p>B/ Homework assignment:: (12 hours)</p> <p>a. Read related documents</p>	

Course - KT02001 (Microeconomics 1)

1. General information

- Term: 1
- Credits: **03 (Lecture: 3 – Practice: 0) - Self-study 9**
- Credit hours for teaching and learning activities:
 - + Lecture: 30 hrs

+ Presentation and Discussion: 15 hrs

- Self-study: 135 hrs.
- Department conducting the course:
 - Department of Economics
 - Faculty of Economics and Rural development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input checked="" type="checkbox"/>		Specialized <input type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>

- Course language: English ☐ Vietnamese ☒

2. Course objectives and Program learning outcomes

* *Course objectives:*

- Knowledge: Course provided for students with knowledge in Opportunity cost and comparative advantages; Demand and supply; Elasticity; Perfectly Competitive Supply; Monopoly, Oligopoly, and Monopolistic Competition; Public goods and Tax Policy.
- Skills: Course provide students with skills in
- Attitude: Course provide students with attitudes in lifelong learning pursuit and the spirit of innovation.

* *Course expected learning outcomes*

This course contributes to program expected learning outcomes as follows:

I – Introduction; P – Practice; R – Reinforce; M – Master

Code	Course name	Program learning outcome's performance criteria					
KT02001	Microeconomics 1	1.1	2.1	4.3	5.1	6.5	10.3
		P	I	I	I	I	I

Notation	Course expected learning outcomes	Program learning outcome's performance criteria
	After successfully completing this course, students are able to	
Knowledge		
CLO1	Apply correctly calculations in order to define market price and quantity as well as various costs, profit	1.1
CLO2	Apply knowledge of microeconomics in analyzing problems in the field of agriculture and rural development	2.1
Skills		

CLO3	Apply proficiently knowledge synthesis skills in solving problems in microeconomics	4.3
CLO4	Apply proficiently planning and time management skills in the process of teamwork.	5.1
CLO5	Have English skills meeting B1 level.	6.5
Ethics and Attitude		
CLO6	Open to different and creative ideas.	10.3

3. Course description

KT02001. Microeconomics I (3 credits: 3 – 0 – 9)

This course consists of 5 chapters about fundamental microeconomics concepts, the economic models to analyze the problems and issues: (1) Introduction to economics; (2) The theory of demand and supply; (3) The elasticity and the theory of consumer's behaviors; (4) The theory of production, cost and profits; (5) The markets of outputs.

4. Teaching and learning methods

1. Teaching methods

Table 1: Teaching methods

CELOs Teaching methods	CLO1	CLO2	CLO3	CLO4	CLO5	CLO6
Lecturing	x	x				x
Offline						
Online (MS Teams)						
Project			x	x	x	

2. Learning methods

- Acquiring knowledge in class
- Learning by project
- Self learning
- Using Ms Teams in online learning

5. Student tasks

- Attendance: All students enroll in this course must attend class at least 75% (for students taking 1 program) or 65% (for students taking two programs at the same time or taking a pass). Students arriving 15 minutes late from the start time will not be allowed to attend the class. For online learning, students must open webcams when requested by teachers, and must participate in all training activities interactively. Need to prepare student card for attendance at the beginning and at random (if any).

- Preparation for lectures: All students enroll in this course must read textbooks, lectures, reference materials prior to class time.

- All students must review the materials provided by the lecturer, do the project, discuss in groups requested by the lecturer

- Final exam: All students taking this course must take the final exam

6. Text books and references

* *Text Books/Lecture Notes:*

Vũ Kim Dũng & Nguyễn Văn Công (2018). Kinh tế học tập 1. NXB Đại học kinh tế quốc dân.

Lê Bảo Lâm, Nguyễn Như Ý, Trần Thị Bích Dung, Trần Bá Thọ (2017). Kinh tế vi mô. Nhà xuất bản Kinh tế thành phố Hồ Chí Minh.

* *Research and research results:*

Perloff, J. M. (2018). Microeconomics, global edition. Pearson Education Canada. Mankiw, N. G. (2019), Principles of Microeconomics. Cengage Learning. Boston, USA.

Mankiw, N. Gregory (2018). Principles of economics : Supplement. Cengage Learning

Lương Thị Dân, Đồng Thanh Mai, Thái Thị Nhung, Nguyễn Thị Huyền Châm, Trần Thị Minh Hòa (2022). Bài tập Kinh tế vi mô 1. NXB Học viện Nông nghiệp Việt nam.

7. Course outline

Week	Content	Course expected learning outcomes
1 + 2	Chapter 1: Introduction to economics	
	A/ Main contents: (7 hours) Theory: (5 hours) 1.1. Definitions 1.2. Firms and 3 economic issues 1.3 Theory of economic choices 1.4 Economic model Discussion: (2 hours) Guiding to develop project outline	CLO1, CLO2
	B/ Self- study contents: (21 hours) Designing project outline	CLO3, CLO4

Week	Content	Course expected learning outcomes
3 + 4 + 5	Chapter 2: The theory of demand and supply	
	A/ Main contents: (8 hours) Theory: (5 hours) 2.1 Demand 2.2 Supply 2.3 Equilibrium 2.4. Price controls Discussion: (2 hours) Guiding to develop project outline	CLO1, CLO2, CLO5
	B/ Self- study contents: (24 hours) Searching materials for project	CLO1, CLO2, CLO5
6+7+8+9+10	Chapter 3: The elasticity and the theory of consumer's behaviors	
	A/ Main contents: (16 hours) Theory: (6 hours) 3.1. Elasticity of demand, supply 3.2. Theory of consumer's behaviors Report Project result: (10 hours)	CLO1, CLO2, CLO4, CLO6
	B/ Self- study contents: (48 hours) Team-work and preparing for report and presentation	CLO1, CLO2, CLO4
11+12+13	Chapter 4: The theory of production, costs and profits	
	A/ Main contents: (7 hours) Theory: (7 hours) 4.1. Production 4.2. Costs 4.4. Profits	CLO1, CLO2
	B/ Self- study contents: (21 hours) Students are required to read materials and answer the questions of Chapter 4 in the textbook.	CLO1, CLO5
	Chapter 5: The markets of outputs	
14 + 15	A/ Main contents: (7 hours)	CLO1, CLO2

Week	Content	Course expected learning outcomes
	<p>Theory: (7 hours)</p> <p>5.1. Overview in markets</p> <p>5.2. Perfectly competitive markets</p> <p>5.3 Monopoly</p> <p>5.4 Monopolistic competition</p> <p>5.5 Oligopoly</p>	
	<p>B/ Self- study contents: (21 hours)</p> <p>Students are required to read materials and answer the questions of Chapter 5 in the textbook.</p>	CLO1, CLO2, CLO5

COURSE OUTLINE IMPROVEMENT TIME

- The First: 7/ 2018

Additional references

- The Second: 7/ 2019

Additional references

- The Third: 7/ 2020

Supplementing teaching and learning methods Ms teams

- The Fourth: 7/ 2021

Supplementing teaching and learning methods Ms teams

Course – KT02002 (Macroeconomics 1)

1. General information

- Term: 1
- Credits: **Total credits 3.0 (Lecture: 3.0 – Practice: 0 - Self-study: 9.0)**
- Credit hours for teaching and learning activities:
 - + Lecture: 45 hrs
- Self-study: 135 hrs. (*individual plan*)
- Department conducting the course:
 - Department: Economics
 - Faculty: Economics and Rural development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input checked="" type="checkbox"/>		Specialized <input type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>

- Course language: English ☐ Vietnamese ☒

2. Course objectives and expected learning outcomes

* *Course objectives:*

- The course aims to provide the knowledge about the basic principles of macroeconomics (gross domestic product and national income, macroeconomics policy, inflation, unemployment, growth rate...) for making decisions.
- The course aims to train skills of information gathering, information evaluation and selection, and knowledge synthesis in solving macroeconomic problems.

- The course aims to form an open-minded attitude, an interest in domestic and foreign economic policies, actively updating information on domestic and foreign macroeconomic issues, connecting theoretical knowledge and practical knowledge.

*** Course expected learning outcomes**

Notation	Course expected learning outcomes	PLOs
	After successfully completing this course, students are able to	
Knowledge		
CLO1	Assess the impact of macroeconomic objectives and policies, indicators of economic achievement on the agricultural economics and rural development	2.1
CLO2	Assess the influence of money market, unemployment and inflation on agricultural economics and rural development	2.1
Skills		
CLO3	Apply proficiently knowledge synthesis skills in solving problems in macroeconomics	4.3 and 6.5
CLO4	Combine masterfully individual performance appraisal skills and continuous improvement in research to assess the impact of macroeconomic factors on issues in the agricultural sector and rural development.	5.3
Attitude		
CLO5	Open to different and creative ideas in issues of macroeconomics	10.3

3. Course description

KT02002. Macroeconomics I. (3 credits: 3 – 0 – 9).

This course consists of 8 chapters about the fundamental macroeconomics concepts, the economics model to analyze the problems and issues in the daily life: (1) Introduction to macroeconomics; (2) Macroeconomics indicators; (3) Measures national income and output; (4) Aggregate expenditure; (5) Monetary system; (6) AD-AS model; (7) Unemployment; and (8) Inflation.

4. Teaching and learning methods

CELOs	CLO1	CLO2	CLO3	CLO4	CLO5
TEACHING-LEARNING METHODS					
Lecture	x	x	x	x	x
ASSESSMENT					
Rubric 1. Attendance					x
Rubric 2. Midterm exam	x		x		
Final exam	x	x	x	x	

5. Student tasks

- Attendance: All students enroll in this course must attend class at least 75% (for students taking 1 program) or 65% (for students taking two programs at the same time or taking a pass). Students arriving 15 minutes late from the start time will not be allowed to attend the class. For online learning, students must open webcams when requested by teachers, and must participate in all training activities interactively. Need to prepare student card for attendance at the beginning and at random (if any).
- Preparation for lectures: All students enroll in this course must read textbooks, lectures, reference materials prior to class time.
- Mis-term exam: All students taking this course must attend the midterm exam, the content of which is limited to Chapters 1,2,3 and 4. If students miss the midterm exam, they will be banned from taking the final exam.
- Final exam: All students enroll in this course must attend the final exam on exam period covering the entire contents of the course.

6. Text books and references

* Text book:

Nguyễn Tất Thắng & Trần Đức Trí (2022). *Giáo trình Kinh tế vĩ mô 1*. NXB Học viện Nông nghiệp. 123 tr.

* References:

Olivier Blanchard (2017). *Macroeconomics*. Harlow, UK: Pearson Education Limited.

Nguyễn Tất Thắng (2019). *Giáo trình Kinh tế vĩ mô 2*. NXB HV Nông nghiệp. 120 tr.

N.Gregory Mankiw (2019). *Macroeconomics*. New York: Worth publishers.

Huỳnh Thế Nguyễn, Vũ Thị Tươi (2020). *The impact of macro factors on inflation in Vietnam*. *Tạp chí Khoa học Đại học Mở Thành phố Hồ Chí Minh - Kinh tế và Quản trị kinh doanh*, Vol.11 (3), p.16-25

Nguyễn Văn Phúc (2021). *The Relationship between Inflation and Economic Development*. *Tạp chí Khoa học Đại học Mở Thành phố Hồ Chí Minh - Kinh tế và Quản trị kinh doanh*, Vol.4 (1), p.32-37.

7. Course outline

Week	Content	Course expected learning outcome
1-2	Chapter 1: Introduction to macroeconomics	
	A/ Main contents: (6 hrs) Theory: 1.1. Introduction to economics study 1.2. Introduction to macroeconomics 1.3 Macroeconomics components 1.4 Macroeconomics goals and policies	CLO1

Week	Content	Course expected learning outcome
	B/ Self- study contents: (18 hrs) Review materials and answer questions at the end of chapter 1	CLO1, CLO3
3-4	Chapter 2: Macroeconomics indicator	
	A/ Main contents: (6 hrs) Theory: 2.1 Indicator for measuring macroeconomics output 2.2 Indicator for measuring average price level 2.3 Indicator for measuring employment rate 2.4 Indicator for measuring international trade balance	CLO1
	B/ Self- study contents: (18 hrs) Review materials and answer questions at the end of chapter 2	CLO1, CLO3
5-6	Chapter 3: Measures national income and output	
	A/ Main contents: (6 hrs) Theory: (6 hrs) 3.1 National income accounting 3.2 Distribution of national income 3.3 Measuring economic well-being	CLO1, CLO3
	B/ Self- study contents: (18 hrs) Review materials and answer questions at the end of chapter 3	CLO1, CLO3, CLO5
7-8-9	Chapter 4: Agreegate Expenditure	
	A/ Main contents: (8 hrs) Theory: (8 hrs) 4.1 Definition 4.2 AE in simple economy 4.3 AE in close economy 4.4 AE in open economy	CLO1, CLO3
	B/ Self- study contents: (24 hrs) Review materials and answer questions at the end of chapter 4	CLO1, CLO3, CLO5
10-11	Chapter 5: Monetary system	
	A/ Main contents: (7 hrs) Theory: (7 hrs) 5.1 Moneytary	CLO2, CLO4

Week	Content	Course expected learning outcome
	5.2 Money market	
	B/ Self- study contents: (21 hrs) Review materials and answer questions at the end of chapter 5	CLO2, CLO4
12-13	Chapter 6: AD-AS model	
	A/ Main contents: (6 hrs) Theory: (6 hrs) 6.1 Aggregate demand 6.2 Aggregate supply 6.3 AD-AS model 6.4 Macroeconomics policies	CLO2
	B/ Self- study contents: (18 hrs) Review materials and answer questions at the end of chapter 6	CLO2, CLO4, CLO5
14	Chapter 7: Unemployment	
	A/ Main contents: (3 hrs) Theory: (3 hrs) 7.1 Definition and Classification 7.2 Causes of unemployment 7.3 Impact of unemployment 7.4 Policies affecting unemployment	CLO2, CLO4
	B/ Self- study contents: (9 hrs) Review materials and answer questions at the end of chapter 7	CLO2, CLO4, CLO5
	Chapter 8: Inflation (chapter 5 in textbook)	
15	A/ Main contents: (3 hrs) Theory: (3 hrs) 4.1 The Quantity theory of Money 4.2 Inflation and interest rate 4.3 Nominal interest rate and demand for money 4.4 Inflation cost 4.5 Hyperinflation	CLO2, CLO4

Week	Content	Course expected learning outcome
	B/ Self- study contents: (9 hrs) Review materials and answer questions at the end of chapter 5 in textbook	CLO2, CLO4, CLO5

KT02005: PRINCIPLE OF AGRICULTURAL ECONOMICS

1. General information

- Term: 2
- Credits: **Total credits 03 (Lecture: 03 – Practice: 0)**
- **Self-study: 09** credits
- Credit hours for teaching and learning activities: 45 hrs
- Self-study: 135 hrs.
- Department conducting the course:
 - Department: Agricultural Economics and Policies
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized	
Compulsory	Elective	Compulsory	Elective	Compulsory	Elective
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

- Prerequisite course(s): None

2. Course objectives and expected learning outcomes

* *Course objectives:*

Knowledge: The course provides for students with knowledge about the principles of production economics (economic organizations, resources, and decision-making skills), marketing, commerce, and development economics, which can be applied in the field of agricultural and rural economy in economic organizations, state management at all levels and economic research in order to sustainable develop agricultural and rural economy.

Skills: The course provides for students with some skills including: gathering and analyzing information to make decisions and solve problems related to agriculture and rural development. Analyze, write and present reports with contents related to agricultural economic development trends, visions and strategic goals of agribusiness in the context of globalization. Planning strategies and plans, organize, manage and implement socio-economic development programs in agriculture and rural areas according to specific requirements.

Attitude: The course provides for students with a positive, proactive and responsible learning attitude in order to apply the acquired knowledge and skills in conducting research and practical activities

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Analyze the trends of sustainable development of agricultural economy and the effect factors to these trends in the specific conte	2.3
CLO2	Apply principles of decision-making, effective marketing and resource characteristics in agriculture to define the vision and goals of sustainable agricultural development in different contexts.	3.2
Skills		
CLO3	Researching the situation and reviewing documents to identify issues, objectives, objects and research scope related to the development of production and business of economic organizations and state management at all levels in specific learning situations	7.1
CLO4	Formulate effective solutions for agricultural economic development in case of sustainable development and international economic intergration	7.3
CLO5	Formulate development plans for economic organization, rural economic development in the context of international economic integration and sustainable development in specific learning situations	8.2
CLO6	Formulate programs and projects for socio - economic development in agriculture sector and rural areas on the basis of resources and economic principles in specific learning situations	8.3
CLO7	Select the suitable form of educational programs for people in rural area about the advantages, disadvantages, trends of agricultural and rural development effectively in specific learning situations.	8.4
Attitude		
CLO8	Identify your own limitations clearly to the knowledge, skills required in analyzing and implementing programs, projects in agriculture and rural development.	10.1

3. Course description

KT02005: Principle of agricultural economics (03-0-09) The course consists of 8 chapters including: Introduction of agriculture and its characteristics, Economic organizations in agriculture; Resource in agriculture; Economic principles in agriculture; Supply and demand in agriculture; Marketing in agriculture; Trade in agriculture; Sustainable agricultural development.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5	CLO6	CLO7	CLO8
Teaching methods								
Lecturing	X	X	X				X	X
Teaching through discussion								
Assessment								
Rubric 1. Evaluate participation in discussion (10%)	X	X						X
Rubric 2: Mid-term exam (30%)		X	X	X			X	X
Final exam (60%)	X	X		X	X	X		

5. Student tasks

- Attendance: All students attending this module must attend lectures in class in accordance with university's regulations.

- Prepare for the lecture: All students attending this module must read reference books and do exercises before coming to class at the specific request of the lecturer in each class session.

- All students must review the materials provided by the lecturer, discuss with other students and lecture in the class

- Final exam: All students taking this course must take the final exam (the final exam is 75 minutes long)

- Students participate in scheduled online lessons

6. Text books and references

* Text books

- Do Caoim Chung (2018). Public Policy. Truth National Political Publishing House. Hanoi.
- Do Caoim Chung (2021). Agricultural Economics. Vietnam National University Publishing House. Hanoi.
- Nguyen Viet Dang et al (2021). Lectures on Rural Economics. Vietnam National University Publishing House. Hanoi.
- * References:**
 - Le Thi Thanh Loan, Pham Bao Duong, Nguyen Thi Thiem (2020). Promoting the application of high technology for agricultural cooperatives: Theory and practice. Vietnam Journal of Agricultural Science.
 - Nguyen Phuong Le (2021). Assessing Impacts of Payment for Forest Environmental Service Policy in Hoa Binh Province, Vietnam. International Journal of Current Science Research and Review.

3. Nguyen Phuong Le (2021). Effect of provincial competitiveness index on enterprise attraction in the Central Highlands, Vietnam. Plos One.
4. Pham Bao Duong, Phi Thi Diem Hong, Le Thi Thanh Loan, Nguyen Thi Thiem (2021). Renovating and developing a new type of cooperative in agriculture in the suburbs of Hanoi, Vietnam Journal of Agricultural Science.
5. Vietnam government website portal: <http://chinhphu.vn/portal/page/portal/chinhphu/trangchu>

7. Course outline

WeeCLO	Content	Course expected learning outcomes
1-2	Chapter 1 : The Introduction	
	A/ Main contents: (7 hours) <ul style="list-style-type: none"> ○ Theory (7 hours) <ul style="list-style-type: none"> 1.1 The role of agriculture for national economic 1.2 The characteristics of agriculture 1.3 The characteristics of Vietnam agriculture 1.4 The objects and taCLOs of course 1.5 Comparative advantage in agriculture of Vietnam's eco-economic regions ○ Class discussion: (0 hours) 	CLO1,2, 8
	B/Home worCLO (21 hours): Analyze the role of Vietnam agriculture and give an example in local area	
3-4	Chapter II: Oragnization economic in agriculture	
	A/ Main contents: (6 hours) <ul style="list-style-type: none"> ○ Theory (5 hours) <ul style="list-style-type: none"> 2.1 The concept and role of organization economic in agriculture 2.2 The development of economic organizations in agriculture 2.3. Farmer household 2.4. Family farm 2.5. Enterprise 2.6. Cooperative o Class discussion: (1 hours) <ul style="list-style-type: none"> Difficulties and advantages of economic organizations in agriculture 	CLO1,2,3,8
	B/Home worCLO (18 hours): Difficulties and advantages of economic organizations in agriculture and propose solutions	
5-7	Chapter 3: Resources Economic in agriculture	

WeeCLO	Content	Course expected learning outcomes
	<p><i>A/ Main content: (7 hours)</i></p> <ul style="list-style-type: none"> <i>Theory (5 hours)</i> <ul style="list-style-type: none"> 3.1. The concept and content of resource economics in agriculture 3.2. The main resources in agriculture 3.3. Improving the efficiency of resource using in agriculture <p><i>Class discussion: (2 hours)</i></p> <p>Current status of management and using of resources in agriculture</p>	CLO1, 2, 3, 8
	<i>B/Home worCLO (21 hours): Indicators of management and use of resources in agriculture</i>	
	Chapter 4: Economic principles in agriculture	
8-10	<p><i>A/ Main content: (08 hours)</i></p> <ul style="list-style-type: none"> <i>Theory (6 hours)</i> <ul style="list-style-type: none"> 4.1. Decision maCLOing and the role of decision maCLOing in agriculture 4.2. MaCLOe a decision to choose products/services for agricultural production 4.3. MaCLOe decisions to choose outputs to produce outputs 4.4. MaCLOe decisions to chose inputs 4.5 Intensive farming in agriculture 4.6 RisCLO management in agriculture Content of the seminar/discussion: (2 periods) Application of decision-maCLOing theory, risCLO management of a product in agriculture 	CLO3, 4, 5, 6
	<i>B/Home worCLO (24 hours): risCLO management of a product in Vietnam agriculture</i>	
	Chapter 5: Demand and supply in agriculture	
10-12	<p><i>A/ Main content: (07 hours)</i></p> <ul style="list-style-type: none"> <i>Theory (7 hours)</i> <ul style="list-style-type: none"> 5.1. Bridge in agriculture 5.2. Supply in agriculture 5.3. Price formation mechanism in agriculture 	CLO3, 4, 5, 6

WeeCLO	Content	Course expected learning outcomes
	B/Home worCLO (21 hours): Apply demand and supply theory in Vietnam agriculture	
13	Chapter 6: MarCLOeting in agriculture	
	<i>A/ Main content: (03 hours)</i> <ul style="list-style-type: none"> Theory (3 hours) <ul style="list-style-type: none"> 6.1. The concept and characteristics of marCLOeting in agriculture 6.2. MarCLOeting activities in agriculture 6.3. MarCLOeting channel and marCLOet share 6.4 MarCLOeting strategies in agriculture 6.5 MarCLOeting effectiveness in agriculture Content of the seminar/discussion: 	CLO3, 4, 5, 6, 7
	B/Home worCLO (9 hours): Apply marCLOeting theory in Vietnam agriculture	
14	Chapter 7: Trade in agriculture	
	<i>A/ Main content: (03 hours)</i> <ul style="list-style-type: none"> Theory (3 hours) <ul style="list-style-type: none"> 7.1. Trade concept 7.2. Comparative advantage in agriculture 7.3. Specialization and integrated development in agriculture 7.4 Theory of trade balance in agriculture 7.5 Scissors price 7.6 Government intervention in agricultural trade Content of the seminar/discussion: 	CLO3, 4, 5, 6, 7
	B/Home worCLO (9 hours): Apply trade theory in Vietnam agriculture	
15	Chapter 8: Sustainable development in agriculture	
	<i>A/ Main content: (03 hours)</i> <ul style="list-style-type: none"> Theory (3 hours) <ul style="list-style-type: none"> 8.1. Agricultural Development 8.2. Challenges in agricultural development 8.3. Sustainable agricultural development 8.4 Contents of sustainable agricultural development 	CLO3, 4, 5, 6, 7, 8

WeeCLO	Content	Course expected learning outcomes
	8.5 Development trends of agriculture in the region 8.6 Basic orientation for sustainable agricultural development 8.7 Sustainable Agricultural Development in Vietnam. Content of the seminar/discussion (1 hour) Review paper of Sustainable Agricultural Development in Vietnam	
	B/Home worCLO (12 hours): Apply Sustainable Agricultural Development in Vietnam	CLO3, 4, 5, 6, 7, 8

KT02006: Principles of Economic Statistics

1. General information

- Term: 03
- Credits: **Total credits 03 (Lecture: 03 – Practice: 0)**
- **Self-study: 9** credits
- Credit hours for teaching and learning activities: 45 hrs
- Self-study: 135 hrs.
- Department conducting the course:
 - Department: Department of Quantitative Analysis
 - Faculty: Faculty of economics and Rural development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): None

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: The course provided students with knowledge of the basic concepts of statistical theory, applying the statistic knowledge in collecting secondary data and primary data; synthesizing and presenting data; drawing conclusions about populations based only on sample information using methods of statistical inference; using statistical methods to describe and solve the social-economics problem; using correlation analysis in social and economics.

- Skills: The course provides students with skills in data collection, presenting data, and analyzing statistical documents.
- Attitude: The course performs students with responsibility and work ethic in research related to agricultural economics and rural.

*** Course expected learning outcomes**

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	<p>Apply basic concepts on statistic theories, calculation methods of statistical indicators in analyzing the degree level of socio-economic problems and the changes of these problems efficiently</p> <p>Assessment criteria:</p> <ul style="list-style-type: none"> - Individual homework enough and correctly - Group exercise in analyzing concepts and the course knowledge <p>Assessment method: Discussion in class; group discussion or midterm exam</p>	2.2
CLO 2	<p>Apply statistics in data collection, data processing, and data synthetics and presenting data correctly.</p> <p>Assessment criteria:</p> <ul style="list-style-type: none"> - Individual homework enough and correctly - Group exercise in data collection, data processing, and data synthetics and presenting data appropriately in analyzing socio-economic problems. <p>Assessment method: Discussion in class; group discussion or midterm exam</p>	3.1
Skills		
CLO 3	<p>Design questionnaire, data collection, present data and data analyzing proficiently</p> <p>Assessment criteria:</p> <ul style="list-style-type: none"> - Individual homework enough and correctly 	3.3

	<p>- Group exercise in apply the course knowledge in develop questionnaire, data collection and presenting data fully and correctly.</p> <p>Assessment method: Discussion in class; group discussion or midterm exam</p>	
CLO 4	<p>Analytical and critical thinking in using the statistical results in assessing socio-economic correctly.</p> <p>Assessment criteria:</p> <ul style="list-style-type: none"> - Individual homework enough and correctly - Group exercise in using, inferencing the statistical results in analyzing socio-economic problems. <p>Assessment method: Discussion in class; group discussion or midterm exam</p>	4.3
Attitude		
CLO 5	<p>Identify clearly, actively learning, update information, looking for and exploiting data, information and other source of information to approach modern seriously.</p> <p>Assessment criteria:</p> <ul style="list-style-type: none"> - Take part in all theory lesson and join in discussion in class - Take part in seriously group exercise to complete all tasks as requested <p>Assessment method: Discussion in class; group discussion or midterm exam</p>	10.2

3. Course description

KT02006: Principles of Economic Statistics (3:3-0-6, 135): This course consists 7 chapters with the content: Introduction; Data collection; Presenting and organizing data; Statistics on the level of socio-economic phenomenon; Sampling method; Statistics on changes in socio-economic phenomena; Correlation analysis

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods					
Lecturing	x	x			
Online lecturing	x	x			
Teaching through discussion	x	x	x	x	x
Teamwork			x	x	x
Assessment					
Rubric 1. Discussion in class (10%)	x	x			x
Rubric 2.1. Group exercise and presenting it (30%)	x	x			x
Rubric 2.2. Midterm exam (30%)					
Rubric 3. Final exam (60%)		x	x	x	x

5. Student tasks

- Attendance: All students take part in this course must attend classes at least 75% of design hours according to the regulations of the Ministry of Education and Training;
- Preparation for the lecture: All students attending this course are required to read the textbook and reference materials before joining in class as requested by the lecturers.
- Assignment: All students must do group exercises.
- Final exam: All students that meet the requirements of taking a final exam can take part in the final exam.

6. Text books and references

* *Text Books/Lecture Notes:*

Ngo Thi Thuan, Nguyen Huu Ngoan, Pham Van Hung (2006). Textbook of Principle of economic statistics; Publisher of Vietnam National University of Agriculture (in Vietnamese: Ngô Thị Thuận, Nguyễn Hữu Ngoan, Phạm Văn Hùng (2006): Giáo trình Nguyên lý thống kê kinh tế; Nhà xuất bản Nông nghiệp).

* *Additional references:*

1. Ha Van Son (2004). Textbook of statistical theory, Statistical publisher (in Vietnamese: Hà Văn Sơn (2004): Giáo trình lý thuyết thống kê; Nhà xuất bản thống kê)

2. Tran Thi Ky, Nguyen Van Phuc (2011): Statistical Principles, Publisher of Labour (in Vietnamese: Trần Thị Kỳ, Nguyễn Văn Phúc (2011): Nguyên lý thống kê; Nhà xuất bản lao động)
3. Nguyen Quyet (2010): Textbook of statistical principles, Vietnam National University Ho Chi Minh Press (in Vietnamese: Nguyễn Quyết (2010): Giáo trình nguyên lý thống kê; Nhà xuất bản Đại học Quốc Gia TP HCM)
4. James T. McClave, P George Benson and Terry T. Sincich (2017). Statistics for Business and Economics, 13th edition. Pearson.
5. Website of General Statistics Office of Vietnam: <http://www.gso.gov.vn/>

7. Course outline

Week	Content	Course expected learning outcomes
1	Chapter 1: Introduction	
	A/ Main contents: (3 hours) 1. Theories: (3 hours) 1.1 Concept of statistics 1.2 Objects of statistics 1.3 Statistical methods 1.4 Key statistical concepts	CLO1, CLO5
	B/ Self-study contents: (9 hours) Read a textbook and related materials related to chapter 1	
2,3	Chapter 2: Data collection	
	A/ Main contents: (5 hours) 1. Theories: (4 hours) 2.1 Types of data and their sources 2.2 Sampling method 2.3 Design of survey research 2.4 Types of survey error 2. Group discussion: 1 hour	CLO1, CLO2, CLO3, CLO4, CLO5

	<i>Practice in designing questionnaire on the requested topic</i>	
	<p>B/ Self-study contents: (15 hours)</p> <p>Read a textbook and related materials related to chapter 2</p> <p>Do homework of data collection</p>	
	Chapter 3: Presenting and organizing data	
3,4,5,6	<p>A/ Main contents: (8 hours)</p> <p>1. Theories: 6 (6 hours)</p> <p>3.1 Organizing data</p> <p>3.2 Classification</p> <p>3.3 Presenting data</p> <p>2. Do exercise in class: 1 hour</p> <p>- Do exercise of synthetics, classification and presenting data</p> <p>3. Group practice: 1 hour</p> <p>Practice in synthetics, classification and presenting data by using Excel</p>	CLO1, CLO2, CLO3, CLO4,
	<p>B/ Self-study contents: (24 hours)</p> <p>Read a textbook and related materials related to chapter 3</p> <p>Do homework of synthetics, classification and presenting data</p>	
6,7,8,9	Chapter 4: Statistics on the level of socio-economic phenomenon	
	<p>A/ Main contents: (9 hours)</p> <p>1. Theories: 8 hours</p> <p>4.1 Absolute number</p> <p>4.2 Relative number</p> <p>4.3 Measures of central tendency</p> <p>4.4 Measures of variation</p> <p>2. Do exercise in class: 1 hour</p> <p>Do exercise on calculation statistical indicators</p>	CLO1, CLO2, CLO3, CLO4,

	<p>B/ Self-study contents: (27 hours)</p> <p>Read a textbook and related materials related to chapter 4</p> <p>Do exercise on calculation statistical indications</p>	
9,10	<p>Chapter 5: Sampling methods</p>	CLO1, CLO2, CLO3, CLO4,
	<p>A/ Main contents: (4 hours)</p> <p>1. Theories: 3 hours</p> <p>5.1 Theory and meanings of sampling methods</p> <p>5.2 Order and the contents of sampling methods</p> <p>2. Do exercise in class: 1 hour</p> <p>Do exercise on sampling methods</p>	
	<p>B/ Self-study contents: (15 hours)</p> <p>Read a textbook and related materials related to chapter 5</p> <p>Do exercise on sampling methods</p>	
10,11,1 2,13,14	<p>Chapter 6: Statistics on changes in socio-economic phenomena</p>	CLO1, CLO2, CLO3, CLO4,
	<p>A/ Main contents: (11 hours)</p> <p>1. Theories: 9 hours</p> <p>6.1 Time series data</p> <p>6.2 Index</p> <p>2. Do exercise in class: 2 hour</p> <p>Do exercise related to time series data and index</p>	
	<p>B/ Self-study contents: (33 hours)</p> <p>Read a textbook and related materials related to chapter 6</p> <p>Do exercise related to time series data and index</p>	
14	<p>Chapter 7: Correlation analysis</p>	CLO1, CLO2, CLO3, CLO4,
	<p>A/ Main contents: (5 hours)</p> <p>1. Theories: 4 hours</p> <p>7.1 Concept of correlation</p> <p>7.2 Correlation of coefficient</p> <p>7.3 Rank correlation of coefficient</p>	

	<p>7.4 Hypothesis testing of correlation coefficient</p> <p>2. Do exercise in class: 1hour</p> <p>Excercise of caculating correlation coefficient and hypothesis testing of correlation coefficient</p>	
	<p>B/ Self-study contents: (15 hours)</p> <p>Read a textbook and related materials related to chapter 7</p> <p>Excercise of caculating correlation coefficient and hypothesis testing of correlation coefficient</p>	

KT02009: RESEARCH METHODS IN ECONOMICS

I. General information

- Term: 5
- Credits: 02 (**Lecture: 02 - Practice: 00 - Self-study: 06**)
- Credit hours for teaching and learning activities
 - Works at school: 20 hrs
 - Field work: 00 hrs
 - Presentation and Discussion: 10 hrs
- Self-study: 90 hrs (according to personal plan or supervisor's instructions)
- Department conducting the course:
 - Departments: Planning and Investment
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized <input type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>

- Course's language: English ☐ Vietnamese ☒

2. Course objectives and expected learning outcomes

* *Course objectives:*

- *On knowledge: The course aims to help learners knowledge about:*

- ☐ Utilize creatively the theories of research design, structure and process; methods of collecting, processing and analyzing information in doing research; Writing scientific report.

- *On skills: The course aims to train learners skills about:*

- Apply knowledge about formulating and developing research ideas, and making appropriate decisions in formulating strategies for sustainable agricultural production and business development.
- Apply proficiently creative thinking in choosing research methods, data sources, tools, models and software for socio-economic analysis in the field of agricultural economics and rural.
- Identify and select appropriate methods to detect and analyze problems arising in production and business practices of economic organizations and at local levels in the field of agriculture and rural development.
- Use methods to deliver research results that are relevant to the real-world context.
- Develop research outline and write scientific research reports and project reports on socio-economic related topics in the field of agricultural and rural economy.

- On Attitude: *The course form learners attitudes:*

- Identify clearly the learners' limitations in conducting scientific research in the field of agricultural economics.

*** Course expected learning outcomes**

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Apply creatively the knowledge about research design, structure and process; methods of collecting, processing and analyzing information in doing research in formulating strategies for sustainable agricultural production and business development in the context of globalization.	3.1
Skills		
CLO2	Apply creatively knowledge about formulating and developing research ideas, and making appropriate decisions in formulating strategies for sustainable agricultural production and business development	4.4
CLO3	Apply proficiently the creative thinking in choosing research methods, data sources, tools, models and software for socio-economic analysis in the field of agricultural economics and rural. Coordinate proficiently with planning and time management skills in proje implementation	5.1
CLO4	Researching the agricultural and rural economic situations arising in practice and reviewing documents to identify research problems, objectives, objects, scope for project implementation	7.1
CLO5	Develop research outlines and write scientific research reports, project reports on socio-economic related topics in the field of agricultural and rural economy.	7.2
CLO6	Implement research results on agricultural and rural development into practice	8.1

Ethics and Attitude		
CLO7	Identify clearly the learners' limitations in conducting scientific research the field of agricultural economics.	10.2

3. Course description

KT02009: Research Methods in Economics. (2: 2-0; 6).

The course consists of 5 chapters including the following contents: Basic structure of the study; Research process; Research design; Methods of collecting, processing and analyzing data and information; Basic qualitative and quantitative analytical methods in solving socio-economic related problems in the field of agricultural economics and rural; Writing research report and undergraduate thesis.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5	CLO6	CLO7
Lecturing	x	x					
Project-based learning	x	x	x	x	x	x	x
Group-based learning			x	x	x	x	x
Discussion through real-life situations		x	x	x	x		
Assessment							
Rubric 1. Evaluation of class discussion	x	x	x	x		x	
Rubric 2. Project	x	x	x	x	x	x	x
Final exam	x	x	x	x			

5. Student tasks

All students taking this course must:

- Attend at least 80% of total class hours.
- Read the relevant book chapter and handouts at home before going to the class.
- Group assignment, homeworks: do the project, prepare homeworks and group assignments assigned by lecturer.
- Participate actively on group discussion on class specified by in each chapter of the course profiles.
- Take final exam

6. Text books and references

** Textbook/Lecture note:*

1. Ho Ngoc Ninh (2021). Research methods in economics lecture note. Department of Planning and Investment, Faculty of Economics and Rural Development, Vietnam National University of Agriculture.

2. Ho Ngoc Ninh, Do Truong Lam, Tran Dinh Thao, Tran Huong Giang, Nguyen Van Huan and Nguyen Phung Quan (2022). Basic policies and solutions to sustainable poverty reduction in ethnic minority and mountainous areas of Vietnam: From theory to practice. Agricultural Publishing House, Hanoi, Vietnam
3. John W. Creswell and J. David Creswell (2017). Research Design: Qualitative, Quantitative, and Mixed Methods Approaches. SAGE Publication.
4. Alan Bryman (2016). Social Research Method. Oxford University Press.

*** Additional references:**

1. Kim Sun Ho, Nguyen Thi Minh Hien, Nguyen Tho Quang Anh, and **Ho Ngoc Ninh** (2017). **Developing corn value chains of minority ethnic households in Lao Cai province, Vietnam.** Vietnam Journal of Agriculture Science, Vol. 15, No. 9, pp 1288 - 1300.
2. **Truong Lam Do, Ho Ngoc Ninh, Tran Dinh Thao and Nguyen Xuan Trach (2020).** Does cattle production contribute to improving welfare of poor ethnic minority households in Central Vietnam?; 2020 Livestock Research for Rural Development. Volume 32, Article #161. <http://www.lrrd.org/lrrd32/10/thaok32161.html>?
3. Ho Ngoc Ninh, Do Truong Lam, Tran Dinh Thao & Trung Thanh Nguyen (2022). **Indigenous pig production and welfare of ultra-poor ethnic minority households in the Northern mountains of Vietnam.** Environ Dev Sustain 24, 156–179 (2022). <https://doi.org/10.1007/s10668-021-01348-6>.

7. Course outline

Week	Content	Course expected learning outcome
1	Chapter 1: Introduction to research and research methods in economics	
	<p>A/ Main contents: (3 hours)</p> <p>Theory: (3 hours)</p> <p>2.1 Basic concepts</p> <p>2.2 Type of scientific research</p> <p>1.2.1 Regarding Function</p> <p>1.2.2 Regarding purpose and application</p> <p>1.2.3 Quantitative, qualitative research</p> <p>1.3 Form of scientific research</p> <p>1.3.1 Title of research</p> <p>1.3.2 Project of research</p> <p>1.3.3 Research program</p> <p>1.3.4 Research scheme</p> <p>1.4 Structure of research</p> <p>1.5 The process of scientific research</p>	CELO1, CELO2,

	1.5.1 Concepts 1.5.2 The stages of scientific research 1.5.3 Requirement of scientific research	
	B/ Self- learning contents: (9 hours) Self-learning and reviewing the questions in the first chapter	CELO1, CELO2, CELO7
	Chapter 2: Research Process	
2, 3, 4	A/ Main contents: (8 hours) Theory: (6 hours) 2.1 Selection of research field 2.1.1 Concept 2.1.2 The necessity of research field 2.2.3 Basis and determining method 2.2 Research problems 2.2.1 Concept 2.2.2 Basis and determining method 2.3. Research topic 2.3.1 Concept 2.3.2 Purpose of research topic 2.3.3 Basis and determining method 2.4 Research objectives 2.4.1 Concept 2.4.2 Purpose 2.4.3 Basis and determining method 2.5 Research questions 2.5.1 Concept 2.5.2 Purpose 2.5.3 Basis and determining method 2.6 Research hypothesis 2.6.1 Concept 2.6.2 Purpose 2.6.3 Basis and determining method	CELO1, CELO2, CELO3, CELO4, CELO5, CELO6, CELO7

	<p>2.7 Research objects and scope</p> <p>2.7.1 Concept</p> <p>2.7.2 Purpose</p> <p>2.7.3 Basis and determining method</p> <p>2.7.4 Relationship between research objects and objectives</p> <p>2.8 Designing research outline</p> <p>2.8.1 Concept, meaning of types of outline</p> <p>2.8.2 Content and structure of research outline</p> <p>2.8.3 Research method</p> <p>2.8.4 Research content assumption</p> <p>2.8.5 Designing research plan</p> <p>Exercise/Discussion: (2 hours)</p> <p>Students work in group to accomplish assignment together</p>	
	<p>B/ Self-learning contents: (24 hours)</p> <p>Students read materials relating to research design</p> <p>Students work in group to accomplish assignment together</p> <p>Self-studying and reviewing content of the chapter, discussion topic and reviewing questions</p>	CELO1, CELO2, CELO3, CELO4, CELO5, CELO6, CELO7
4, 5, 6	<p>Chapter 3: Data Collection Methods in Conducting Research</p>	
	<p>A Main contents: (5 hours)</p> <p>Theory: (3 hours)</p> <p>3.1 Concept and types of data</p> <p>3.1.1 Basic concepts</p> <p>3.1.2 Categorizing data</p> <p>3.2 Primary data collection methods</p> <p>3.2.1 Observation</p> <p>3.2.2 Interviewing</p> <p>3.2.3 Workshop</p> <p>3.2.4 PRA</p> <p>3.2.5 Sample interviewing</p> <p>3.3 Questionnaire design for collecting primary data</p> <p>3.3.1 Types of questionnaire</p>	CELO1, CELO2, CELO3, CELO4, CELO5, CELO6, CELO7

	3.3.2 Forms of questionnaire 3.3.3 Technics of questionning 3.3.4 Checking and adjusting questionnaire 4.4 Errors in collecting data and information 4.4.1 Concepts, type of errors during collecting data 4.4.2 The causes and solutions Seminar/Discussion: (2 hour) Students in group discuss collecting data method and how to design questionnaire	
	B/ Self-learning contents: (15 hours) Students read materials relating to data collection and designing questionnaire Students work in group to accomplish assignment together Self-learning and reviewing content of the chapter, discussion topic and reviewing questions	CELO2, CELO3, CELO4, CELO5, CELO6, CELO7
6, 7, 8	Chapter 4: Data Processing and Analysis Methods in Conducting Research	
	A/ Main contents: (6 hours) Theory: (4 hours) 4.1 Data entry 4.1.1 Data arrangement in computer 4.1.2 Data entry 4.2 Data processing 4.2.1 Determining outstanding data 4.2.2 Arranging, distributing data 4.2.3 Determining data connection 4.3 Data analysis 4.3.1 Descriptive 4.3.2 Comparative 4.3.3 SWOT 4.3.4 Hypothesis mean test 4.3.5 Regression 4.3.6 Factor analysis	CELO1, CELO2, CELO3, CELO4, CELO5, CELO6, CELO7

	<p>4.4 Presenting research result</p> <p>Assignment/Discussion: (2 hour)</p> <p>Students practice on computer to design data entry form in Excel and spss</p>	
	<p>B/ Self-learning contents: (18 hours)</p> <p>Students read materials relating to data processing and analysis in economics</p> <p>Students work in group to accomplish assignment together</p> <p>Self-learning and reviewing contents of the chapter, discussion topic and reviewing questions</p>	CELO2, CELO3, CELO4, CELO5, CELO6, CELO7
8, 9, 10	<p>Chapter 5: Writing Research Report</p>	
	<p>A/ Lecture: (8 hours)</p> <p>Theory: (4 hours)</p> <p>5.1 Methods of quoting references</p> <p> 5.1.1 Principle</p> <p> 5.1.2 Quotation</p> <p> 5.1.3 Citation</p> <p>5.2 Presenting references</p> <p>5.3 Writing research report</p> <p> 5.3.1. General research report</p> <p> 5.3.2. Undergraduate thesis report</p> <p>5.4 Presenting tables, charts, figures in research report</p> <p>5.5. Explanation of research outcomes</p> <p>Discussion and presentation of the project: (4 hour)</p> <p>Students discuss and present the group assignment in class (giving comments, criticism)</p>	CELO1, CELO2, CELO3, CELO4, CELO5, CELO6, CELO7
	<p>B/ Self-learning contents: (24 hours)</p> <p>Students read undergraduate thesis (1-2 thesis/group) and design research outline guided by lecturers</p>	CELO1, CELO2, CELO3, CELO4, CELO5, CELO6, CELO7

KT02011: MATHEMATICAL ECONOMICS

1. General information

- Term: 3

- Credits: **Total credits 3 (Lecture: 3 – Practice: 0)**
- **Self-study: 9** credits
- Credit hours for teaching and learning activities: 45 hrs
- Self-study: 135 hrs.
- Department conducting the course:
 - Department: Department of Quantitative Analysis
 - Faculty: Faculty of economics and Rural development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input checked="" type="checkbox"/>		Specialized	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): Microeconomics – KT02001

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: The course aims to provide learners with in-depth knowledge about the difference between mathematical and econometric models, basic methods in analyzing econometric models, and agricultural economics.

- Skills: The course trains learners with basic mathematical knowledge and skills and optimal economic algorithms in analyzing, building plans and strategies for economic development by econometric models to clarify the principles of economic development, economic rules and regulations; Simulate micro-economic problems, macro-economic problems and problems arising in production using mathematical language. Building models and analyzing results of problems posed in the consumption and circulation of goods.

- Attitude: The module forms for learners the attitude of sense of responsibility, professional ethics and autonomy, creativity with different ideas in economic research, agricultural economics, management and business, accounting, ... have a high sense of self-discipline in self-study and apply the subject to practice.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Apply mathematical knowledge to simulate practical situations in agricultural economics and the precise implementation of computational algorithms to analyze mathematical economics models in the field of agricultural economics.	1.1

CLO2	Develop assessment methods and plans of strategies in production, consumption and circulation of goods for sustainable agricultural and rural development in the context of globalization.	3.4
Skills		
CLO3	Use information technology in simulating economic models in microeconomics, macroeconomics and agricultural economics analysis by mathematical language.	6.4
CLO4	Conduct research by using mathematical methods to analyze mathematical economics models in the field of production, consumption and circulation of goods in agriculture and rural areas appropriately.	7.2
Attitude		
CLO5	Always aiming to learn to innovate, looking for research ideas of mathematical models to approach science and different and creative ideas.	10.3

3. Course description

Brief description of the course: This course consists of 6 chapters with the content of introducing econometric models; Static balance analysis; Comparative analysis. The application of derivatives and differentials in the analysis of micro- and macro-economic problems; The problem of optimizing production and consumption; Linear programming problem; Transport problem.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Lecturing online and in person	x	x	x	x	x
Class discussion			x		x
Assessment					
Rubric 1. Attendance (5%)					X
Rubric 2. Discussing assignments in class (5%)			x		X
Rubric 3. Midterm exam (30%)	X	X			
Rubric 3. Final exam (60%)		x		x	

5. Student tasks

Submission of assignments: Request to submit on time or take midterm exams, late submission will not be scored

Taking the final exam : If you don't take the final exam, you will get 0

Ethical requirements: Attend school fully (at least 75% in class), not be rude to teachers, do not cause disorder in the class

6. Text books and references

* *Text Books/Lecture Notes:*

Textbook: Nguyen Tuan Son, Le Thi Long Vy, Do Truong Lam, Nguyen Anh Duc (2020), Textbook of Mathematical Economics, Publishing House of Agricultural Academy

* *Additional references:*

1. Hoang Dinh Tuan, Bui Duong Hai, Cao Xuan Hoa, Hoang Bich Phuong (2015). Textbook of econometric model theory, National Economics University Publishing House, Hanoi.

2. Bui Minh Tri (2013). Mathematical Economics, Hanoi Polytechnic Publishing House, Hanoi

7. Course outline

Week	Content	Course expected learning outcomes
1.2	Chapter 1: Introduction to econometric models	
	A/ The Main content in class: (4 hours) Contents of theoretical education: 1.1 Some concepts 1.2 Model structure 1.3 Some methods of analysis and use of models	CLO1, CLO5
	B/ Self- study contents: (12 hours) Students read materials related to chapter 1 by themselves	CLO1, CLO5
2.3	Chapter 2: Static balance analysis	
	A/ Main contents: (3 hours) Theory: 2.1. Microeconomic model 2.2. Macroeconomic model	CLO1, CLO5
	B/ Self- study contents: (9 hours)	CLO1, CLO5

Week	Content	Course expected learning outcomes
	Students read the material related to chapter 2 on their own and prepare a group discussion	
3,4,5	Chapter 3: Comparative analysis- Application of derivatives and differentials in economic analysis	
	<i>A/ Main contents: (6 hours)</i> Theory: 3.1 Application of derivatives in economic analysis 3.2 Application of total differential and total derivative in economic analysis	CLO1, CLO5
	<i>B/ Self- study contents: (18 hours)</i> Students read the material related to chapter 3 on their own and prepare for lesson i discussion groups	CLO1, CLO5
	Chapter 4: Optimizing production and consumption	
5,6,7,8,9	<i>A/ Main contents: (15 hours)</i> Theory: (9 hours) 4.1 Problem modeling 4.2 The problem of optimizing free production and consumption 4.3 Constrained production and consumption optimization problem Seminar/Discussion/Project/E-learning: (6 hours) Group discussion about the results of the individual preparation Organize midterm exam	CLO1, CLO2, CLO3, CLO4, CLO5
	<i>B/ Self- stusy contents: (45 hours)</i> Students read the material related to chapter 4 on their own and prepare a group discussion	CLO1, CLO2, CLO3, CLO4, CLO5
	Chapter 5: Linear Programming Problem	
10,11,12	<i>A/ The Main content in class: (9 hours)</i> Contents of theoretical education: 5.1 Problem modeling 5.2 Methods to solve the problem of OSS 5.3 The dual problem 5.4 Analysis of optimization results	CLO2, CLO4, CLO5

Week	Content	Course expected learning outcomes
	B/ Contents to be self-study at home: (27 hours) Students read the material related to chapter 4 on their own and prepare a group discussion	CLO2, CLO4, CLO5
13, 14,15	Chapter 6: Transport problem	
	A/ The Main content in class: (8 hours) Content of theoretical education: (6 hours) 6.1 Modeling the problem 6.2 Positional method to solve transport problem 6.3 Application of the work assignment model Content of the seminar/discussion: (2 hours) Group discussion about the results of the individual preparation	CLO2, CLO3, CLO4, CLO5
	B/ Contents to be self-study at home: (24 hours) Students read the material related to chapter 6 on their own and prepare a group discussion	CLO2, CLO4, CLO5

**MINISTRY OF AGRICULTURE
AND RURAL DEVELOPMENT
VIETNAM NATIONAL UNIVERSITY
OF AGRICULTURE**

SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness

PROGRAM FOR UNDERGRADUATE
MAJOR: AGRICULTURAL ECONOMICS
SPECIFICATION: AGRICULTURAL ECONOMICS

COURSE SPECIFICATION
(COURSE WITH PROJECT BASED LEARNING)
KT02015: BASIC ECONOMETRICS

I. General information

- Term: 4

- Credit: **2 (02–0-06)**
- Credit hours for teaching and learning activities:
 - + Lecture: 20 hours
 - + Exercises on class: 3 hours
 - + Presentation and discussion: 07 hours
- Self-study: 90 hours
- Department conduction the course:
 - Department: Quantitative Analysis
 - Faculty: Economics and Rural development
 - Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input checked="" type="checkbox"/>		Major <input type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>

- Parallel course: None/
- Prerequisite course: KT02001 – Microeconomics 1
- Course language: English ☐ Vietnamese ☒

II. Program learning outcomes:

* Program learning outcomes and program's performance criteria to which the course contributes:

Program learning outcomes After successfully completing this program, students are able to	Program Learning outcome's performance criteria
Knowledge	
PLO1. Apply knowledge of math, natural sciences, social sciences and understanding of contemporary issues to the agricultural economics field.	1.1. Apply mathematical knowledge to the mathematization of situations, choose the right and correctly implement the calculation methods to solve situations in agricultural economics.
General skills	
PLO3. Develop strategies for sustainable agribusiness development in the context of globalization.	3.1. Develop a process, select and apply a set of analytical tools (SWOT, PESTLE) to serve the development of sustainable agricultural production and business development strategies in the context of globalization.
PLO4. Apply critical thinking, creative thinking in solving problems of the agricultural economics	4.3. Apply proficiently problem-solving skills including: (i) identifying problems, (ii) knowing when and how to gather information, (iii) evaluating and selecting information needed for problem-solving.
Professional skills	
PLO6. Communicate effectively with multimedia, multiculturalism with academic and social stakeholders,	6.4. Use information technology competently.

Program learning outcomes After successfully completing this program, students are able to	Program Learning outcome's performance criteria
employing negotiation skills in professional situations; proficient use of IT; achieve B1 English proficiency as prescribed by the Ministry of Education and Training.	
PLO7. Research successfully issues in the agricultural economics of economic organizations and state management at all levels.	7.2. Implement research proposal by research methods, using data sources, tools, models, and software for socio-economic analysis in the field of agricultural and rural economy appropriately.
Attitudes	
PLO10. Demonstrate the lifelong learning pursuit and the spirit of innovation.	10.3. Be open to different and creative ideas.

III. Course objectives and Program learning outcomes

* *Course objectives:*

- Knowledge: Course provides for students with knowledge in concept, methods of regression analysis and quantitative tools for economic analysis.
- Skills: Course provides students with skills in quantitative analysis in economics research.
- Attitude: Course provides students with attitudes to be open to different and creative ideas in theoretical and practical research.

* *Course expected learning outcomes*

This course contributes to program expected learning outcomes as follows:

I – Introduction; P – Practice; R – Reinforce; M – Master

Code	Course name	Program learning outcome's performance criteria					
KT02015	Kinh tế lượng căn bản	1.1	3.1	4.3	6.4	7.2	10.3
		M	R	P	R	P	P

Notation	Course expected learning outcomes After successfully completing this course, students are able to	Program learning outcome's performance criteria
Knowledge		
CELO1	Apply method of Ordinary Least Square (OLS) in estimation and testing regression model in economics	1.1

	<p><i>Assessment criteria:</i></p> <p>CELO1.1: Apply exactly method of OLS in estimating regression model in economics</p> <p>CELO1.2: Apply exactly method of OLS in testing regression model in economics</p> <p><i>Assessment methods:</i></p> <p>+ Project</p> <p>+ Final exam</p>	
CELO2	<p>Employ economic knowledge in analyzing economic relationship basing on results of estimation and testing regression model</p> <p><i>Assessment criteria:</i></p> <p>CELO2.1: Employ exactly economic knowledge in analyzing economic relationship basing on results of estimating regression model</p> <p>CELO2.2: Employ exactly economic knowledge in analyzing economic relationship basing on results of testing regression model</p> <p><i>Assessment methods:</i></p> <p>+ Project</p> <p>+ Final exam</p>	3.1
Skills		
CELO3	<p>Effectively employ critical thinking to determine, compute and interpret economic indicators basing on results of regression model</p> <p><i>Assessment criteria:</i></p> <p>CELO3.1: Effectively employ critical thinking to determine, compute and interpret economic indicators basing on results of regression model</p> <p><i>Assessment methods:</i></p> <p>+ Project</p>	4.3
CELO4	<p>Proficiently use suitable types of economic data in regression model</p> <p><i>Assessment criteria:</i></p> <p>CELO4.1: Proficiently use suitable types of economic data in regression model</p> <p><i>Assessment methods:</i></p>	6.4

	+ Project	
CELO5	<p>Coordinate effectively team-work to construct regression model with realistic data</p> <p><i>Assessment criteria:</i></p> <p>CELO5.1: Coordinate effectively team-work to construct regression model with realistic data</p> <p><i>Assessment methods:</i></p> <p>+ Participation</p> <p>+ Project</p>	7.2
Ethics and Attitude		
CELO6	<p>Be active in study, research contents related to the course</p> <p><i>Assessment criteria:</i></p> <p>CELO6.1: Participate fully theoretical lecture in class and work on all assigned exercises</p> <p>CELO6.2: Participate fully all group activities to work on project</p> <p><i>Assessment methods:</i></p> <p>+ Participation</p> <p>+ Project</p>	10.3

IV. Course description

KT 02015. Basic Econometrics (Total credit: 1.5-0.5-6, 90).

The course consists of 5 chapters including: Introduction to Econometrics; Simple regression; Multiple regression; Regression with Binary variable; Economic model and applications.

Prerequisite course: Microeconomics 1

V. Teaching and learning methods

1. Teaching methods

Table 1: Teaching methods

CELO	CELO1	CELO2	CELO3	CELO4	CELO5	CELO6
Teaching methods						
Lecturing	x	x				x
Online lecturing	x	x				x

Teaching through discussion	x	x				
Project-based	x	x	x	x	x	x
Group-based			x	x	x	x

2. Learning methods

- Students participate in lecture, brain-storming and raising problems;
- Students fully participate in online classes;
- Lecturer guides students to knowledge through discussion in class and team-work;
- Lecturer prepares practice requirements related to course (data collection, running regression, presentation, ...), students work on exercise and practice by person or group working and presentation.

VI. Student tasks

- Participation: All students taking this course must participate at least 75% in-class hours according to regulation of MOET; participate all online classes.
- Preparation for lecture: All students taking this course have to read textbooks and references for lectures in advance under requirement of lecturer.
- Assignment: All students taking this course have to work on assignments including in-class exercises and online exercises;
- Project-based assignment: All students taking this course have to work in group for project-based assignment and discuss on topics assigned by lecturer. All students taking this course have to present the project-based assignment.
- Mid-term exam: None
- Final exam: All students taking this course must participate at least 75% in-class hours, working on assignments.

VII. Assessment methods

1. Grading: 10

2. Average score of course is the total points of rubrics multiplied by the respective weight of each rubric:

- Rubric 1 - Participation: 10%
- Rubric 2 – Project-based assignment: 30%
- Rubric 3 – Final exam: 60%

3. Assessment summary

Table 2: Matrix of Assessment methods and CELOs

CELOs	CELO1	CELO2	CELO3	CELO4	CELO5	CELO6	Week
Progress assessment (40%)							
Rubric 1. Participation (10%)					x	x	Week 1-10
Rubric 2. Project-based assignment (30%)	x	x	x	x	x	x	Week 1-10
Final assessment (60%)							
Rubric 3. Final exam (60%)	x	x					TBA

Rubric 1: Participation

Criteria	Weight (%)	Excellent 8,5-10p	Good 6,5-8,4p	Average 4-6,4p	Poor 0-3,9p
Participating with the group to construct a course's project, project report, and project presentation	50	Participating 75-100% total of group meetings to work on project	Participating 50- <75% total of group meetings to work on project	Participating 25- <50% total of group meetings to work on project	Participating <25% total of group meetings to work on project
Participating all lectures.	25	Participating 75-100% total of lectures	Participating 50- <75% total of lectures	Participating 25- <50% total of lectures	Participating <25% total of lectures
Working on all assignments	25	Working on 75-100% total of assignments	Working on 50- <75% total of assignments	Working on 25- <50% total of assignments	Working on <25% total of assignments

Rubric 2: Project-based assignment

Criteria	Weight (%)	Excellent 8,5-10p	Good 6,5-8,4p	Average 4-6,4p	Poor 0-3,9p
Applying OLS in regression model with	30	Solve 75-100% questions on OLS concepts	Solve 50- <75% questions on OLS concepts in	Solve 25- <50% questions on OLS concepts	Solve <25% questions on OLS concepts in

quantitative and qualitative variables		in regression model with quantitative and qualitative variables	regression model with quantitative and qualitative variables	in regression model with quantitative and qualitative variables	regression model with quantitative and qualitative variables
Analyzing regression results with quantitative and qualitative variables	30	Analyze 75-100% estimation results of regression model with quantitative and qualitative variables	Analyze 50-<75% estimation results of regression model with quantitative and qualitative variables	Analyze 25-<50% estimation results of regression model with quantitative and qualitative variables	Analyze <25% estimation results of regression model with quantitative and qualitative variables
Conduct computation and interpretation of economic indicators basing on regression results with quantitative and qualitative variables	30	Compute and interpret 75-100% economic indicators basing on results of regression with quantitative and qualitative	Compute and interpret 50-<75% economic indicators basing on results of regression with quantitative and qualitative	Compute and interpret 25-<50% economic indicators basing on results of regression with quantitative and qualitative	Compute and interpret <25% economic indicators basing on results of regression with quantitative and qualitative
Assessing results of individual work, group work and promoting innovation	10	Implement at excellent level in group coordination and individual capacity in answering questions.	Implement at good level in group coordination and individual capacity in answering questions.	Implement at medium level in group coordination and individual capacity in answering questions.	Implement at poor level in group coordination and individual capacity in answering questions.

Rubric 3: Final exam

Final exam: exam format: (1) combine multiple choice and problem sets or (2) problem sets

Tiêu chí	Trọng số (%)	Tốt 8,5-10đ	Khá 6,5-8,4đ	Trung bình 4-6,4đ	Kém 0-3,9đ
Applying OLS in regression model with	30	Solve 75-100% questions on OLS concepts	Solve 50-<75% questions on OLS concepts in	Solve 25-<50% questions on OLS concepts	Solve <25% questions on OLS concepts in

quantitative and qualitative variables		in regression model with quantitative and qualitative variables	regression model with quantitative and qualitative variables	in regression model with quantitative and qualitative variables	regression model with quantitative and qualitative variables
Analyzing regression results with quantitative and qualitative variables	30	Analyze 75-100% estimation results of regression model with quantitative and qualitative variables	Analyze 50-<75% estimation results of regression model with quantitative and qualitative variables	Analyze 25-<50% estimation results of regression model with quantitative and qualitative variables	Analyze <25% estimation results of regression model with quantitative and qualitative variables
Conduct computation and interpretation of economic indicators basing on regression results with quantitative and qualitative variables	30	Compute and interpret 75-100% economic indicators basing on results of regression with quantitative and qualitative	Compute and interpret 50-<75% economic indicators basing on results of regression with quantitative and qualitative	Compute and interpret 25-<50% economic indicators basing on results of regression with quantitative and qualitative	Compute and interpret <25% economic indicators basing on results of regression with quantitative and qualitative
Conduct determination suitable economic data for regression model	10	Conduct at excellent level in determination suitable economic data for regression model	Conduct at good level in determination suitable economic data for regression model	Conduct at medium level in determination suitable economic data for regression model	Conduct at poor level in determination suitable economic data for regression model

Instruction:

- Lecturer explains for all students before organizing students for group working
- Each student will be assessed by group in 1 Rubric form, all members sign and send to lecturer. The student who does not attend the assessment session will be accounted as no opinion in assessment result.
- Lectuer mark the group work and combine with group assessment for grading each student's mark.
Individual mark= Mark of group work + marke of individual assesed by group

Table 3. Performance indicators of Course expected learning outcomes

<i>Course expected learning outcomes</i>	<i>Indicators of Course expected learning outcomes</i>
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CELO1	Indicator 1: Apply method of Ordinary Least Square (OLS) in estimating regression model in economics Indicator 2: Apply method of Ordinary Least Square (OLS) in testing regression model in economics
CELO 2	Indicator 3: Employ economic knowledge in analyzing economic relationship basing on results of estimating regression model Indicator 4: Employ economic knowledge in analyzing economic relationship basing on results of testing regression model
CELO 3	Indicator 5: Effectively employ critical thinking to determine, compute and interpret economic indicators basing on results of regression model
CELO 4	Indicator 6: Proficiently use suitable types of economic data in regression model
CELO 5	Indicator 7: Coordinate effectively team-work to construct regression model with realistic data
CELO 6	Indicator 8: Be active in study, research contents related to the course

4. Course requirements and policies

Late submission: Minus 30% total mark for late submission

Exam and assignment participation: Marked 0 for not attending exam, project-based assignment

Ethic requirement: participate at least 75% lectures, do not be rude to the teacher, do not cause disorder in the class

VIII. Textbooks and references

Textbooks/Lecture notes

Phạm Văn Hùng, Nguyễn Thị Dương Nga, Dương Nam Hà and Trần Thế Cường (2021). Bài giảng Kinh tế lượng căn bản. Bộ môn Phân tích định lượng, Khoa Kinh tế & PTNT. Học viện Nông nghiệp Việt Nam.

Additional references

1. Wooldridge, Jeffrey M., Tran Thi Tuan Anh (translator) (2019). Introductory Econometrics: A modern approach, Part 1, Publishing House of Ho Chi Minh city Economics
2. Nguyễn Quang Dong (2006). Bài giảng Kinh tế lượng.
3. Phạm Trí Cao (2009). Kinh tế lượng ứng dụng. NXB Thống kê, Thành phố Hồ Chí Minh.

IX. Course outline

Week	Content	Course expected learning outcomes
1,2	<i>Chapter 1: Introduction to Econometrics</i>	

	<p><i>A/ Main content in class: (4 hours)</i></p> <p>Theoretical lecture:</p> <p>1.1 Basic concepts</p> <p>1.2 Purposes of Econometrics</p> <p>1.3 Econometrics and related courses</p> <p>1.4 Procedure for econometric research</p>	CELO4
	<p><i>B/ Self study content: (12 hours)</i></p> <p>Reading materials related to Chapter 1</p>	CELO 4
2,3,4	<p>Chapter 2: Simple regression</p>	
	<p><i>A/ Main content in class: (8 hours)</i></p> <p>Theoretical lecture (6 hours):</p> <p>2.1. Introduction to simple regression</p> <p>2.2. Data in regression analysis</p> <p>2.3. Population and sample regression function</p> <p>2.4. Parameter estimation</p> <p>2.5. Analysis of variance and statistical hypothesis testing</p> <p>Practical work for group: (2 hours)</p> <p>Practice running regression with data assigned by lecture or self collected by students</p>	CELO1, CELO2, CELO4
	<p><i>B/ Self study: (24 hours)</i></p> <p>Reading materials related to Chapter 2 and working on group assignment</p>	CELO1, CELO2, CELO4
5,6	<p>Chapter 3 : Multiple regression</p>	
	<p><i>A/ Main content in class: (6 hours)</i></p> <p>Theoretical lecture (4 hours):</p> <p>3.1. Construct the model</p> <p>3.2. Estimating parameters – OLS method</p> <p>3.3. Tests variance and paramters in the model</p> <p>Practical work for group: (2 hours)</p> <p>Practice running regression with data assigned by lecture or self collected by students</p>	CELO1, CELO2, CELO4

	<i>B/ Self study: (18 hours)</i> Reading materials related to Chapter 3 and working on group assignment	CELO1, CELO2, CELO4
7,8	<i>Chapter 4: Regression with qualitative variable</i>	
	<i>A/ Main content in class: (4 hours)</i> Theoretical lecture: (3 hours) 4.1. Nature of dummy 4.2. Regression with quantitative variable and 2-categoriy qualitative variable 4.3. Regression with quantitative variable and multi-category qualitative variable; 4.4. Interacting effect of variables Practical work for group: (1 hours) Practice running regression with data assigned by lecture or self collected by students	CELO1, CELO2, CELO4
	<i>B/ Self study: (12 hours)</i> Reading materials related to Chapter 4 and working on group assignment	CELO1, CELO2, CELO4
8,9	<i>Chapter 5: Construct model and application</i>	
	<i>A/ Main content in class: (4 hours)</i> Theoretical lecture: (3 hours) 5.1. Basic functional forms of model 5.2. Rationale of constructing a model 5.3. Practice Practical work for group: (1 hours) Practice running regression with data assigned by lecture or self collected by students	CELO1, CELO2, CELO3, CELO4, CELO5, CELO6
	<i>B/ Self study: (12 hours)</i> Reading materials related to Chapter 5 and working on group assignment	CELO1, CELO2, CELO3, CELO4, CELO5, CELO6
10	<i>Project presentation (3 hours)</i> <i>Review and discussion questions</i>	CELO1, CELO2, CELO3, CELO4, CELO5, CELO6

X. Facility and other requirements

Project is a compulsory part of the course. Project information as below:

1. General description:

- Topics: Analyzing factors affecting on economic activities of farm households, agricultural businesses, production and other sectors activities.
- Product and requirement: Each project group prepares a set of data, a report using the data and presentation of that work.
 - Data in MS Excel format (file format in .xls or .xlsx).
 - Project report in MS Word format with length of main content (without cover page, table of content and appendix) in 8-10 pages, Times New Roman font, text size 12, lining 1.5.
 - Presentation in MS Powerpoint format or other similar format with 8-10 slides.

2. Course expected learning outcome of the project

- Knowledge:
 - CELO1: **Apply** method of Ordinary Least Square (OLS) in estimation and testing regression model in economics
 - CELO2: **Employ** economic knowledge in analyzing economic relationship basing on results of estimation and testing regression model
- Skills:
 - CELO3: Effectively **employ** critical thinking to determine, compute and interpret economic indicators basing on results of regression model
 - CELO4: Proficiently **use** suitable types of economic data in regression model
 - CELO5: **Coordinate** effectively team-work to construct regression model with realistic data
- Attitudes:
 - CELO6: **Be active** in study, research contents related to the course

3. Project implementation:

- Number of student in a group: 4-6
- Time length: 5 weeks with 5 stages:
 - + Stage 1: Prepare outline (1 week)
 - + Stage 2: Collecting data (1 week)
 - + Stage 3: Data analysis (1 week)
 - + Stage 4: Writing report (1 week)
 - + Stage 5: Presentation (1 week)
- Location: stage 1 and 5 in class, stage 2-3-4 in library, class or selected suitable location.

4. Rubric for project implementation

Criteria	Weight (%)	Excellent 8,5-10p	Good 6,5-8,4p	Average 4-6,4p	Poor 0-3,9p
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Applying OLS in regression model with quantitative and qualitative variables	30	Solve 75-100% questions on OLS concepts in regression model with quantitative and qualitative variables	Solve 50-<75% questions on OLS concepts in regression model with quantitative and qualitative variables	Solve 25-<50% questions on OLS concepts in regression model with quantitative and qualitative variables	Solve <25% questions on OLS concepts in regression model with quantitative and qualitative variables
Analyzing regression results with quantitative and qualitative variables	30	Analyze 75-100% estimation results of regression model with quantitative and qualitative variables	Analyze 50-<75% estimation results of regression model with quantitative and qualitative variables	Analyze 25-<50% estimation results of regression model with quantitative and qualitative variables	Analyze <25% estimation results of regression model with quantitative and qualitative variables
Conduct computation and interpretation of economic indicators basing on regression results with quantitative and qualitative variables	30	Compute and interpret 75-100% economic indicators basing on results of regression with quantitative and qualitative	Compute and interpret 50-<75% economic indicators basing on results of regression with quantitative and qualitative	Compute and interpret 25-<50% economic indicators basing on results of regression with quantitative and qualitative	Compute and interpret <25% economic indicators basing on results of regression with quantitative and qualitative
Assessing results of individual work, group work and promoting innovation	10	Implement at excellent level in group coordination and individual capacity in answering questions.	Implement at good level in group coordination and individual capacity in answering questions.	Implement at medium level in group coordination and individual capacity in answering questions.	Implement at poor level in group coordination and individual capacity in answering questions.

5. Requirements of lecture for the course

- Class and practice: Lab with computers or students' computer installed application as MS Excel, EVIEWS, SPSS.
- Facilities for lecturing: Suitable projector and facilities
- Other facilities: Students' computer

- E- learning: Online lecturing applications (MS Teams...), computer, server with Internet connection meeting users' demand without overloading status. Online lecturing room with enough light, noise cancelling, and cleaned.

Hà Nội, date / /

HEAD OF DEPARTMENT

(Full name and signature)

LECTURER

(Full name and signature)

DEAN OF FACULTY

(Full name and signature)

PRESIDENT

(Full name and signature)

APPENDIX

LIST OF LECTURERS AND ASSISTANTS FOR THE COURSE

Lecturer

Full name: Phạm Văn Hùng	Title: Associate Professor, Dr.
Address: Faculty of Economics & Rural development	Phone:
Email: pvhung@vnua.edu.vn	Web: http://www.vnua.edu.vn/khoa/ktptnt/
Contact with lecturer	Face-to-face meeting or by email

Lecturer

Full name: Nguyễn Thị Dương Nga	Title: Associate Professor, Dr.
Address: Faculty of Economics & Rural development	Phone:
Email: ngantd@gmail.com	Web: http://www.vnua.edu.vn/khoa/ktptnt/
Contact with lecturer	Face-to-face meeting or by email

Lecturer

Full name: Trần Thế Cường	Title: Msc.
Address: Faculty of Economics & Rural development	Phone:
Email: cuongtranthe@gmail.com	Web: http://www.vnua.edu.vn/khoa/ktptnt/
Contact with lecturer	Face-to-face meeting or by email

Lecturer

Full name: Dương Nam Hà	Title: Dr.
Address: Faculty of Economics & Rural development	Phone:
Email: duongnamha@gmail.com	Web: http://www.vnua.edu.vn/khoa/ktptnt/
Contact with lecturer	Face-to-face meeting or by email

Lecturer

Full name: Vũ Khắc Xuân	Title: Msc.
Address: Faculty of Economics & Rural development	Phone:
Email: yukhacxuan@gmail.com	Web: http://www.vnua.edu.vn/khoa/ktptnt/
Contact with lecturer	Face-to-face meeting or by email

ALIGNMENT BETWEEN COURSE EXPECTED LEARNING OUTCOMES, TEACHING AND ASSESSMENT METHODS

CELOs	CELO1	CELO2	CELO3	CELO4	CELO5	CELO6
Teaching methods						
Lecturing	x	x				x
Online lecturing	x	x				x
Teaching through discussion	x	x				
Project-based	x		x	x	x	
Group-based	x		x	x	x	x
Assessment						
Rubric 1. Participation					x	x
Rubric 2. Project-based assignment	x	x	x	x	x	x
Rubric 3. Final exam	x	x				

Timeline for Adjustment of Course Specification:

- The First: 7/ 2017:

Review and update course and course expected learning outcomes, assessment methods according to new Program learning outcomes

- The second: 7/ 2018:

Review and update the contents and lecture notes according to agricultural economics trends.

- The third: 7/2019:

Review and update references

- The Fourth: 7/ 2020

Review and update teaching methods

- The Fifth: 7/ 2021

Update teaching methods Adding scientific research results of lecturers to lectures

- The sixth: 7/2022:

Review, update references

Course (KT02015): BASIC ECONOMETRICS

1. General information

- Term: 4
- Credit: **2 (02–0-06)**
- Credit hours for teaching and learning activities:
 - + Lecture: 20 hours
 - + Exercises on class: 3 hours
 - + Presentation and discussion: 07 hours
- Self-study: 90 hours
- Department conduction the course:
 - Department: Quantitative Analysis
 - Faculty: Economics and Rural development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input checked="" type="checkbox"/>		Major <input type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course: KT02001 – Microeconomics 1

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: Course provides for students with knowledge in concept, methods of regression analysis and quantitative tools for economic analysis.
- Skills: Course provides students with skills in quantitative analysis in economics research.
- Attitude: Course provides students with attitudes to be open to different and creative ideas in theoretical and practical research.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes After successfully completing this course, students are able to	Program learning outcome's performance criteria
Knowledge		

CLO1	<p>Apply method of Ordinary Least Square (OLS) in estimation and testing regression model in economics</p> <p><i>Assessment criteria:</i></p> <p>CLO1.1: Apply exactly method of OLS in estimating regression model in economics</p> <p>CLO1.2: Apply exactly method of OLS in testing regression model in economics</p> <p><i>Assessment methods:</i></p> <p>+ Project</p> <p>+ Final exam</p>	1.1
CLO2	<p>Employ economic knowledge in analyzing economic relationship basing on results of estimation and testing regression model</p> <p><i>Assessment criteria:</i></p> <p>CLO2.1: Employ exactly economic knowledge in analyzing economic relationship basing on results of estimating regression model</p> <p>CLO2.2: Employ exactly economic knowledge in analyzing economic relationship basing on results of testing regression model</p> <p><i>Assessment methods:</i></p> <p>+ Project</p> <p>+ Final exam</p>	3.1
Skills		
CLO3	<p>Effectively employ critical thinking to determine, compute and interpret economic indicators basing on results of regression model</p> <p><i>Assessment criteria:</i></p> <p>CLO3.1: Effectively employ critical thinking to determine, compute and interpret economic indicators basing on results of regression model</p> <p><i>Assessment methods:</i></p> <p>+ Project</p>	4.3
CLO4	<p>Proficiently use suitable types of economic data in regression model</p> <p><i>Assessment criteria:</i></p>	6.4

	<p>CLO4.1: Proficiently use suitable types of economic data in regression model</p> <p><i>Assessment methods:</i></p> <p>+ Project</p>	
CLO5	<p>Coordinate effectively team-work to construct regression model with realistic data</p> <p><i>Assessment criteria:</i></p> <p>CLO5.1: Coordinate effectively team-work to construct regression model with realistic data</p> <p><i>Assessment methods:</i></p> <p>+ Participation</p> <p>+ Project</p>	7.2
Ethics and Attitude		
CLO6	<p>Be active in study, research contents related to the course</p> <p><i>Assessment criteria:</i></p> <p>CLO6.1: Participate fully theoretical lecture in class and work on all assigned exercises</p> <p>CLO6.2: Participate fully all group activities to work on project</p> <p><i>Assessment methods:</i></p> <p>+ Participation</p> <p>+ Project</p>	10.3

3. Course description

Brief description of the course: KT 02015. Basic Econometrics. The course consists of 5 chapters including: Introduction to Econometrics; Simple regression; Multiple regression; Regression with Binary variable; Economic model and applications.

4. Teaching and learning & assessment methods

/CLO	CLO1	CLO2	CLO3	CLO4	CLO5	CLO6
Teaching methods						
Lecturing	x	x				x
Online lecturing	x	x				x
Teaching through discussion	x	x				

Project-based	x	x	x	x	x	x
Group-based			x	x	x	x

5. Student tasks

- Participation: All students taking this course must participate at least 75% in-class hours according to regulation of MOET; participate all online classes.
- Preparation for lecture: All students taking this course have to read textbooks and references for lectures in advance under requirement of lecturer.
- Assignment: All students taking this course have to work on assignments including in-class exercises and online exercises;
- Project-based assignment: All students taking this course have to work in group for project-based assignment and discuss on topics assigned by lecturer. All students taking this course have to present the project-based assignment.
- Mid-term exam: None
- Final exam: All students taking this course must participate at least 75% in-class hours, working on assignments.

6. Text books and references

* *Textbooks/Lecture Notes:*

Phạm Văn Hùng, Nguyễn Thị Dương Nga, Dương Nam Hà and Trần Thế Cường (2021). Bài giảng Kinh tế lượng căn bản. Bộ môn Phân tích định lượng, Khoa Kinh tế & PTNT. Học viện Nông nghiệp Việt Nam.

* *Additional references:*

4. Wooldridge, Jeffrey M., Tran Thi Tuan Anh (translator) (2019). Introductory Econometrics: A modern approach, Part 1, Publishing House of Ho Chi Minh city Economics
5. Nguyễn Quang Dong (2006). Bài giảng Kinh tế lượng.
6. Phạm Trí Cao (2009). Kinh tế lượng ứng dụng. NXB Thống kê, Thành phố Hồ Chí Minh.

7. Course outline

Week	Content	Course expected learning outcomes
1,2	Chapter 1: Introduction to Econometrics	
	A/ Main content in class: (4 hours) Theoretical lecture: 1.1 Basic concepts 1.2 Purposes of Econometrics 1.3 Econometrics and related courses	CLO4

	1.4 Procedure for econometric research	
	B/ Self study content: (12 hours) Reading materials related to Chapter 1	CLO 4
2,3,4	Chapter 2: Simple linear regression	
	A/ Main content in class: (8 hours) Theoretical lecture (6 hours): 2.1. Introduction to simple linear regression 2.2. Data in regression analysis 2.3. Population and sample regression function 2.4. Parameter estimation 2.5. Analysis of variance and statistical hypothesis testing Practical work for group: (2 hours) Practice running regression with data assigned by lecture or self collected by students	CLO1, CLO2, CLO4
	B/ Self study: (24 hours) Reading materials related to Chapter 2 and working on group assignment	CLO1, CLO2, CLO4
5,6	Chapter 3 : Multiple linear regression	
	A/ Main content in class: (6 hours) Theoretical lecture (4 hours): 3.1. Construct the model 3.2. Estimating parameters – OLS method 3.3. Tests variance and paramters in the model Practical work for group: (2 hours) Practice running regression with data assigned by lecture or self collected by students	CLO1, CLO2, CLO4
	B/ Self study: (18 hours) Reading materials related to Chapter 3 and working on group assignment	CLO1, CLO2, CLO4

7,8	Chapter 4: Regression with qualitative variables	
	A/ Main content in class: (4 hours) Theoretical lecture: (3 hours) 4.1. Nature of dummy 4.2. Regression with quantitative variables and 2-category qualitative variables 4.3. Regression with quantitative variable and multi-category qualitative variables; 4.4. Interacting effects of variables Practical work for group: (1 hours) Practice running regression with data assigned by lecture or self collected by students	CLO1, CLO2, CLO4
	B/ Self study: (12 hours) Reading materials related to Chapter 4 and working on group assignment	CLO1, CLO2, CLO4
8,9	Chapter 5: Model construction and application	
	A/ Main content in class: (4 hours) Theoretical lecture: (3 hours) 5.4. Basic functional forms of model 5.5. Rationale of constructing a model 5.6. Practice Practical work for group: (1 hours) Practice running regression with data assigned by lecture or self collected by students	CLO1, CLO2, CLO3, CLO4, CLO5, CLO6
	B/ Self study: (12 hours) Reading materials related to Chapter 5 and working on group assignment	CLO1, CLO2, CLO3, CLO4, CLO5, CLO6
10	Project presentation (3 hours) Review and discussion questions	CLO1, CLO2, CLO3, CLO4, CLO5, CLO6

1. General information

- Term: 2
- Credits: **Total credits 2 (Lecture: 1.5 – Practice: 0.5)**
- **Self-study: 6** credits
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 90 hrs.
- Department conducting the course:
 - Department: Econometric
 - Faculty: Economic and Rural Development
- Kind of the course:

Foundation <input checked="" type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized	
Compulsory <input type="checkbox"/>	Elective <input checked="" type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): TH01009- Introduction to Informatics

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: Course provided for students with knowledge in storing, synthesizing and analyzing data in the fields of: economics, accounting, business administration
- Skills: Course provide students with skills in enter and store data, calculate for different purposes, analyze data for specific purposes (variance, regression, correlation...), proficient in using computers for service study and scientific research.
- Attitude: Course provide students with attitudes in self-study, update knowledge to improve level.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO 1	Selection of functions, commands and procedures of popular computer software to calculate results and efficiency of agricultural production	2.2
CLO 2	Apply specialized computer software to support decision making related to agribusiness development strategy	3.1
Skills		
CLO 3	Vận dụng phần mềm Excel, SPSS trong tổng hợp, phân tích dữ liệu kinh tế nông nghiệp	6.4

CLO 4	Vận dụng phần mềm Excel, SPSS để hỗ trợ cho thực hiện đề cương nghiên cứu	7.2
Attitude		
CLO 5	Thể hiện trách nhiệm trong việc sử dụng các phần mềm và dữ liệu.	9.1

3. Course description

Brief description of the course: This course consist of 3 chapters with content: Introduction to Excel Program and SPSS Program, basic commands and tools for specialized applications. Collect and process survey data. Some commonly used tools (statistics, econometrics, econometrics) in the fields of economics, accounting and business administration.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods					
Lecturing	x	x	x	x	x
Teaching through practical work			x	x	x
Group-based learning			x	x	
Assessment					
Rubric 1. Assignments (10%)					x
Rubric 2. Practical (15%)			x	x	x
Mid-term exam (15%)	x	x			
Final exam (60%)	x	x	x	x	

5.

Student tasks

- Attendance: All students participating in this course must attend the class at least 75% according to the Academy's Regulations.
- Preparation for the lecture: All students participants in this course must read the textbook and reference materials before coming to class at the request of the instructor.
- Assignment: All students must participating in this course must do all the exercises assigned to each chapter.
- Mid-term exam: All students participants midterm exam in the form of computer exercises or multiple choice.
- Final exam: All students must achieve a minimum of 75%, do exercises and complete practice tests, have a score in the midterm exam.

6. Text books and references

* *Text Books/Lecture Notes:*

1. Lecture on Application of Informatics in Economics / Department of Quantitative Analysis, Faculty of Economics and Rural Development, Vietnam Academy of Agriculture, 2022
2. Textbook of Applied Informatics: Second edition, with additional corrections / Assoc.Prof.Dr. Han Viet Thuan: Editor. - H.: KTQD, 2018 . - 343 million; 20 cm
3. Textbook of financial statement analysis. Editor: Nguyen Van Cong; National Economics University Publishing House, 2019.

*** Additional references:**

4. Financial accounting in business: Theory and practice. Tran Manh Dung (c.b), Pham Duc Cuong, Dinh The Hung. Finance Publishing House, 2018.
5. Accounting in service business enterprises. Ha Thi Thuy Van, Vu Thi Kim Anh, Dam Bich Ha. Finance Publishing House, 2017.

7. Course outline

Week	Content	Course expected learning outcomes
1	Chapter 1: INTRODUCTION TO THE APPLIED INFORMATICS IN ECONOMIC Unit:	
	A/ Main contents: (3 hours) 1. Theories: (3 hours) 1.6. The role of information technology in economics 1.7. Objects and research scope of the subject 1.8. Overview of application software in economics 2. Practice: (0 hours)	CLO1, CLO2
	B/ Self-study contents: (9 hours)	
...	Chapter 2: EXCEL SOFTWARE APPLICATION IN ECONOMICS	
	Unit:	
	A/ Main contents: (16.5 hours) 1. Theories: (12 hours) 2.1. Data Management in EXCEL 2.2. Some financial functions 2.3. Some data analysis commands 2.4. Some other application commands 2. Practice: (4.5 hours)	CLO1, CLO2, CLO3, CLO4, CLO5

	B/ Self-study contents: (49.5 hours)	
	Chapter 3: SPSS SOFTWARE APPLICATION IN ECONOMICS	
	Unit:	
	A/ Main contents: (10.5 hours) 1. Theories: (7.5 hours) 3.1. Data Management in SPSS 3.2. Correlation analysis, regression 3.3. Exploratory factor analysis 2. Practice: (3 hours)	CLO1, CLO2, CLO3, CLO4, CLO5
	B/ Self-study contents: (31.5 hours)	

Course - KT03002 (Microeconomics 2)

1. General information

- Term: 2
- Credits: **Total credits 02 (Lecture: 2 – Practice: 0)**
- **Self-study: 6** credits
- Credit hours for teaching and learning activities: 30hrs for lecturing
- Self-study: 90 hrs.
- Department conducting the course:
 - Department: Economics
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized. <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: The course provides students with knowledge in market for factors of production, the influence of factors on the balance and reaction of the market, choice, decision making under conditions of risk and uncertainty; Pareto efficiency, the defects of the market economy and the role of government.

- Skills: The course provides students with skills of masterfully coordinate planning and time management skills in teamwork in research and evaluation of microeconomic issues; applying economic laws into practice; explain the behavior of actors in the economy and evaluate the role of government.

- Attitude: The course provides students with attitudes of learning to innovate, to seek different and creative ideas on microeconomic issues as the foundation for future work.

market for factors of production.

*** Course expected learning outcomes**

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	To assess the in-depth microeconomic knowledge of factor markets	2.1
CLO2	To assess the in-depth microeconomic knowledge to analyze the effects of some government policies	2.1
Skills		
CLO3	To Proficiently apply the skills of synthesis and systematization of issues in the overall relationship; skills to compare, analyze, comment, evaluate government policy issues in correcting market failures.	4.3
CLO4	To masterfully combine planning and time management skills in teamwork to provide possible solutions in analyzing labor and capital markets.	5.1
Attitude		
CLO5	To connect issues of political economy, culture, society, law, business environment, looking for different and creative ideas to improve knowledge and skills in solving business problems. microeconomics, as the foundation for future work.	10.3

3. Course description

KT03001 – Microeconomics 2 (2TC: 2 – 0 – 6).

This course provides students with with in-depth knowledge of factor markets, the application of microeconomics in policy analysis, market failures and the role of government in the market economy. , advanced theory of consumer and producer behavior.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods					
Lecturing - Offline - Online through MS Teams	x	x	x	x	x
Assessment					
Rubric. Group work in class (10%)					x
Mid-term Exam (30%)	x		x		
Final exam (60%)	x	x	x	x	

5. Student tasks

- Attendance: All students enroll in this course must attend all class sessions, discussions, do homeworks in class and at home.
- Preparation for lectures: All students enroll in this course must read textbooks, lectures, reference materials prior to class time.
- Final exam period: All students enroll in this course must attend the final exam on exam period covering the entire contents of the course.

6. Text books and references

** Text Books/Lecture Notes:*

Vũ Kim Dũng và Nguyễn Văn Công (2017). Giáo trình kinh tế học tập 1, Nhà xuất bản Đại học kinh tế quốc dân

** Additional references:*

- Robert H. Frank and Ben S. Bernanke. 2018. Principles of Microeconomics. Ninth Edition. McGraw-Hill/Irwin.
- Lê Bảo Lâm (2017). Kinh tế vi mô. Nhà xuất bản Kinh tế thành phố Hồ Chí Minh.
- Vũ Kim Dũng (2017). Kinh tế học tập I. Nhà xuất bản Đại học kinh tế quốc dân

7. Course outline

Week	Content	Course expected learning outcome
1,2	Chapter 1: Market for factors of production	
	<p><i>A/ Main contents: 8 hours)</i></p> <p>Theory: (8 hours)</p> <p>1. General problems in factor markets</p> <p>1.1 Concept of factors of production</p> <p>1.2 Characteristics of the market for factors of production</p> <p>1.3 Prices of factors of production</p> <p>1.4 Demand for factors of production</p> <p>1.5 Product, marginal revenue, and the rule for optimal selection of factors of production</p> <p>2. Labor market</p> <p>1.1 Labor demand</p> <p>1.2 Labor supply</p> <p>1.3 Labor market equilibrium</p> <p>3. Land market</p> <p>1.1 Characteristics of land and land market</p> <p>1.2 Supply and demand for land</p> <p>1.3 Land rent</p> <p>4. Capital Market</p> <p>1.1 Rent, interest and price of the property</p> <p>1.2 Demand for capital</p> <p>1.3 Supply of capital</p> <p>1.4 Equilibrium capital market.</p>	CLO1,4,5
	B/ Self- study contents: (24 hours)	CLO1,4,5

	Review materials and answer questions at the end of chapter 1	
	Chapter 2: Applying microeconomics in policy analysis	
3,4	<p>A/ Main contents: (8 hours)</p> <p>Theory: (8 hours)</p> <p>1. Concept and method of calculating consumer surplus and producer surplus</p> <p>1.1. The concept</p> <p>1.2. Efficiency of the market from the perspective of benefits</p> <p>2. Impact analysis of some policies</p> <p>2.1. Ceiling price</p> <p>2.2. Floor price</p> <p>2.3. Taxes (levied on producers)</p> <p>2.4 Subsidies</p> <p>2.5 Production Quota</p> <p>2.6 Import quota</p>	CLO2,4,5
	<p>B/ Self- study contents: (24 hours)</p> <p>Review materials and answer questions at the end of chapter 2</p>	CLO2,4,5
	Chapter 3: Market failure and the role of government in correcting market failure	
5,6	<p>A/ Main contents: (8 hours)</p> <p>Theory: (8 hours)</p> <p>1. Market Failure</p> <p>1.1. Concepts</p> <p>1.2 Exclusives</p> <p>1.3 Externalities</p> <p>1.4 Shortage of public goods</p> <p>1.5 Imperfect information</p> <p>2. The Government's Role in the Market Economy</p> <p>2.1. Main economic functions of government</p> <p>2.2. Main tools</p>	CLO3,4,5

	2.3. Government interventions 2.4. Social injustice 2.5. Promotional and non-promotional goods.	
	B/ Self- study contents: (24 hours) Review materials and answer questions at the end of chapter 3	CLO3,4,5
7-8	Chapter 4: Advanced theory of consumer and producer behavior	
	A/ Main contents: (6 hours) Theory: (5 hours) 1. Advanced Consumer Behavior Theory 1.1. Budget line 1.2. indifference line 1.3. Optimal consumption score 2. Advanced Producer Behavior Theory 2.1 In the short term 2.2 In the long term	CLO1,2,3,4,5
	B/ Self- study contents: (18 hours) 4.4 Review materials and answer questions at the end of chapter 4	CLO1,2,3,4,5

Course - KT03002 (Macroeconomics 2)

1. General information

- Term: 3
- Credits: **Total credits 02 (Lecture: 2 – Practice: 0)**
- **Self-study: 6** credits
- Credit hours for teaching and learning activities: 24hrs for lecturing, 6 hrs for group work in the class
- Self-study: 90 hrs.
- Department conducting the course:
 - Department: Economics
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized. <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): KT02002. Macroeconomics 1

- **2. Course objectives and expected learning outcomes**

*** Course objectives:**

- Knowledge: The course provides students with knowledge in of theoretical models in macroeconomics to assess the impact of issues on macroeconomic growth, savings, investment, import and export, and employing workers to develop sustainable agricultural production and business, and thereby help learners develop strategies and implementation plans to promote growth and to develop sustainable agricultural production and business in the global context.

- Skills: The course provides students with skills of assessing individual and group performance and continuous improvement in research and evaluation of the impact of growth, savings, and investment issues. , import-export and labor use to develop sustainable agricultural production and business in the context of globalization.

- Attitude: The course provides students with attitudes of willingness to learn and share to improve their knowledge and skills in solving macroeconomic problems toward serving the development of sustainable agricultural production and business in the future globalization context.

*** Course expected learning outcomes**

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	To assess the impact of issues of macroeconomic growth, savings, investment, import-export, and labor use on sustainable agricultural production and business development.	2.1
CLO2	To develop strategies and implementation plans to promote growth and develop sustainable agricultural production and business in the context of globalization.	3.3
Skills		
CLO3	To masterfully combine individual and team performance appraisal skills and continuous improvement in research and impact assessment on issues of growth, savings, investment, import and export, and employment. impact on sustainable agricultural production and business development in the context of globalization.	5.3

CLO4	To propose appropriate conclusions and possible solutions based on macroeconomic theories towards sustainable agricultural production and business development in the context of globalization.	7.3
Attitude		
CLO5	Willing to learn and share in order to improve knowledge and skills in solving macroeconomic problems towards the development of sustainable agricultural production and business in the context of globalization.	10.2

3. Course description

KT03002 – Macroeconomics 2 (2TC: 2 – 0 – 6).

This course provides students with theoretical foundations of economic growth models; the relationship between savings, investment, and the role of financial markets; the operation of open economies; the operation of the labor market; and policy positions to stabilize and promote macroeconomic growth of economies as well as its influence on sustainable agribusiness development in the context of globalization.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods					
Lecturing	x	x	x	x	X
- Offline - Online through MS Teams					
Teaching through practical work	x	x	x	x	X
Group-based learning	x	x	x	x	X
Assessment					
Rubric. Group work in class (20%)			x		x
Mid-term Exam (30%)	x	x		x	
Final exam (50%)	x	x		x	

5. Student tasks

- Attendance: All students enroll in this course must attend all class sessions, discussions, do homeworks in class and at home.
- Preparation for lectures: All students enroll in this course must read textbooks, lectures, reference materials prior to class time.
- Presentation and Discussion: All students enroll in this course must participate in group discussions, preparing presentations and presentations to share a class. Each group of 5-7 students, performed a presentation on a topic introduced by the lecturer in advance.
- Final exam period: All students enroll in this course must attend the final exam on exam period covering the entire contents of the course.

6. Text books and references

*** *Text Books/Lecture Notes:***

Nguyễn Tất Thắng (2019). *Giáo trình Kinh tế vĩ mô 2*. NXB Nông nghiệp.

*** *Additional references:***

- Nguyễn Tất Thắng & Trần Đức Trí (2022). *Giáo trình Kinh tế vĩ mô 1*. NXB Nông nghiệp.
- N. Gregory Mankiw (2021). *Macroeconomics*. Worth Publishers, 11th edition, 1976 p.
- Vũ Kim Dũng, Nguyễn Văn Công (2018). *Giáo trình Kinh tế học (Tập II)*. NXB Đại học Kinh tế quốc dân, 579 tr. (2013VN31539)TV LĐC.
- Trần Thị Minh Ngọc, Trương Văn Hiếu (2013). *1200 câu hỏi trắc nghiệm kinh tế vĩ mô*, NXB thời đại. (2014KTVV4470) TV LĐC.

7. Course outline

Week	Content	Course expected learning outcome
1,2	Chapter 1: Economics growth	
	<p>A/ Main contents: (6 hours)</p> <p>Theory: (5 hours)</p> <p>Chapter 1: Economic growth</p> <p>1. Show why a small difference in economic growth rates leads to a difference in living standards across countries</p> <p>1.1. The concept and measurement of growth</p> <p>1.2. Different economic growth picture of countries around the world</p> <p>1.3. What makes the difference in living standards across countries?</p> <p>2. Explain the origin of growth</p> <p>2.1. The concept of average labor productivity</p> <p>2.2. Origin of growth</p> <p>3. Discuss the factors affecting the average labor productivity of each country</p> <p>3.1. Human Resources</p> <p>3.2. Capital capital</p> <p>3.3. Land and natural resources</p> <p>3.4. Science Technology</p> <p>3.5. Business Administration and Management Degree</p> <p>3.6. Political and legal environment</p> <p>4. Mechanism of growth</p> <p>4.1 Production function</p> <p>4.2 Why do different countries have different growth rates?</p> <p>4.3 Why does the growth rate of a country change over time?</p> <p>4.4 What policymakers can do to regulate economic growth</p>	CLO1,2,3,4,5

	<p>5. Discussing the State's policies to promote economic growth</p> <p>6. Discussing sustainable growth</p> <p>Group work 1: (1 hours)</p> <p><i>Solve the assigned problems</i></p>	
	<p>B/ Self- study contents: (18 hours)</p> <p>Review materials and answer questions at the end of chapter 1,2 in textbook</p>	CLO3,4
3,4	Chapter 2: Savings, Investment, and financial market	
	<p>A/ Main contents: (4 hours)</p> <p>Theory: (3 hours)</p> <p>2.1. 1. Explain the relationship between savings and wealth per country</p> <p>2.2 Identify the factors that make up savings</p> <p>2.3. Find out why people save</p> <p>2.4. Study the relationship between saving, investment, financial market</p> <p>Group work 2: (1 hours)</p> <p><i>Solve the assigned problems</i></p>	CLO1,2,3,4,5
	<p>B/ Self- study contents: (12 hours)</p> <p>- Review materials and answer questions at the end of chapter 2 in textbook</p>	CLO3,4
5,6	Chapter 3: Open economy	
	<p>A/ Main contents: (9 hours)</p> <p>Theory: (6 hours)</p> <p>3.1. Learn about the open economy</p> <p>3.2. Trade balance and capital flows</p> <p>3.3. Analysis of determinants of capital flow and its impact on domestic savings and interest rates</p> <p>3.4. Explain why there is a link between domestic savings, balance of trade and balance of payments</p> <p>3.5. Learn the contents of the exchange rate, analyze the policies affecting the exchange rate and international trade balance</p> <p>Group work 3: (3 hours)</p>	CLO1,2,3,4,5

	<i>Solve the assigned problems</i>	
	B/ Self- study contents: (27 hours) 3.4. Review materials and answer questions at the end of chapter 3 3.5. Data collection and presentation design for group work 3.6. Mid-term preparation	CLO3,4
	Chapter 4: Labor market, unemployment and wage	
7-8	A/ Main contents: (6 hours) Theory: (5 hours) 4.1 Use the supply-demand model to understand the labor market 4.2. Trends in the world labor market 4.3. Contact the labor market in Vietnam 4.4. Learn about unemployment: concepts, harms, classifications, causes. 4.5. Discuss issues related to employment and wages in Vietnam Group work 4: (1 hours) <i>Solve the assigned problems</i>	CLO1,2,3,4,5
	B/ Self- study contents: (18 hours) 4.4 Review materials and answer questions at the end of chapter	CLO3,4
	Chapter 5: Government Debt and Policy Stabilization (Chapter 15,19)	
9-10	A/ Main contents: (6 hours) Theory: (3 hours) 5.1 Overview of government debt 5.2 Reasons and Consequences of government debt to economic growth 5.3. Economic stabilization policies Review: 3 hours	CLO1,2,3,4,5
	B/ Self- study contents: (18 hours) 5.4 Review materials and answer questions at the end of chapter	CLO3,4

I. General information

- Term: 4
- Credits: 2 (**Lecture: 2 - Practice: 0 - Self-study: 6**)
- Credit hours for teaching and learning activities
 - Works at school: 24 hrs
 - Presentation and Discussion: 6 hrs
- Self-study: 90 hrs (according to personal plan or supervisor's instructions)
- Department conducting the course:
 - Departments: All departments
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input checked="" type="checkbox"/>

- Prerequisite course: KT02001 – Micro Economics 1
- Course's language: English ☐ Vietnamese ☒

2. Course objectives and expected learning outcomes

* *Course objectives:*

- *Course provided for students with knowledge in:*

- Apply theories of investment, development investment, investment management and planning, investment project management, international investment in analyzing investment projects in the field of agriculture and rural areas.
- Applying knowledge of investment, development investment, management, investment planning, investment project management and international investment in analyzing agricultural production and business development strategies, environment and resources management for rural development.

- *Course provide students with skills in:*

- Proficiently applying specialized software in evaluating investment results and efficiency and making investment decisions.
- Proficiently apply information collecting and analyzing skills to solve problems in several specialized situations related to investment in agriculture and rural areas.

- *Course provide students with attitudes in:*

- Inspire the sense of honesty, discipline in investment management in public sector and responsibility for developing sustainable agriculture

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		

CLO1	Apply theories of investment, development investment, investment management and planning, investment project management, international investment in analyzing investment projects in the field of agriculture and rural areas	2.4
CLO2	Applying knowledge of investment, development investment, management investment planning, investment project management and international investment in analyzing agricultural production and business development strategies, environment and resources management for rural development.	3.4
Skills		
CLO3	Apply proficiently and flexibly information collection skills in conducting activities in the field	4.3
CLO4	Combine proficiently planning and time management skills in conducting research activities on agricultural and rural economics in the fieldwork.	4.3
Ethics and Attitude		
CLO5	Inspire the sense of honesty, discipline in investment management in public sector and responsibility for developing sustainable agriculture	9.2

3. Course description

KT03003. Investment Economics (02: 02 – 0 – 06). This course includes: the general knowledge about investment, development investment, investment capital and investment environment; Investment planning and management; Evaluation of investment results and efficiency; Investment project management; Public investment and international investment.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods					
Lecturing	x	x	x	x	x
Group-based learning	x	x	x	x	x
Assessment					
Rubric 1. Assessment on discussion in class	x	x			x
Rubric 2. Mid-term test	x	x	x	x	x
Rubric 3. Final exam	x	x	x	x	

5. Student tasks

- Attendance: Students fully attend theoretical classes and present group discussions
- Preparation before the lecture: All students attending this course have to read the course material before coming to class.
- Presentation and discussion: All students attending this course must do group exercises.
- Mid-term test: Students must take the mid-term test.
- Final exam: Students must take the final exam.

6. Text books and references

* *Text Books/Lecture Notes:*

Nguyễn Thị Minh Thu (2016), *Bài giảng Kinh tế đầu tư*. Bộ môn Kế hoạch và Đầu tư, Khoa Kinh tế và PTNT, Học viện Nông nghiệp Việt Nam

* *References*

- Jensen, Gerald R, Jones, Charles P. (2020). *Investments Analysis And Management 14th Ed* (-). Hoboken: Wiley.
- Bodie, Z., Kane, A., & Marcus, A. J. (2018). *Essentials of investments*. New York: McGraw-Hill/Irwin.
- Mayo, Herbert B. (2017). *Investment: An Introduction 12th Ed*. Cengage Learning

7. Course outline

Week	Content	Course expected learning outcomes
1, 2	Chapter 1: Overview of Investment	
	A/ Main content in class: (6 hrs) Lectures: (5 hrs) 1.1. Investment 1.1.2 Investment 1.1.2 Classification of investment 1.2. Development Investment 1.2.1. Development Investment 1.2.2. Impact of development investment on growth and development 1.3. Source of Investment Capital 1.3.1. Definition of capital investment sources 1.3.2. Investment capital mobilization sources 1.3.3. Conditions for mobilization 1.4. Investment Environment 1.4.1. Definition, classification, characteristics 1.4.2. Elements of the investment environment Discussion: (1 hrs) Mind Mapping for investment capitals	CLO1, CLO2, CLO3, CLO4, CLO5
	B/ Self-study: (12 hrs) Students read materials related to the content of the chapter, discussed topics, and study the end-of-chapter review questions in the textbooCLO.	
3, 4	Chương 2: Investment Management and Planning	
	A/ Main content in class:: (4 hrs) Lectures: (4 hrs) 2.1. Investment Management	CLO1, CLO2, CLO3, CLO4, CLO5

Week	Content	Course expected learning outcomes
	2.1.1. Definition, objectives and principles of investment management 2.1.2. Decentralization in investment management 2.1.3. Functions, methods, tools of investment management 2.1.4. Content of investment management 2.2. Investment Planning 2.2.1. The definition and functions of investment planning 2.2.2. Classification of investment planning 2.2.3. The indicators of investment planning 2.2.4. Principles of investment planning 2.2.5. Building Investment plan Discussion: (0 hrs)	
	B/ Self-study: (8 hrs) Approaches in investment planning Students read materials related to the content of the chapter and study the end-of-chapter review questions in the textbooCLO	
4, 5, 6	Chapter 3: Investment outcome and efficiency	
	A/ Main content in class: (6 hrs) Lectures: (5 hrs) 3.1. Outcome of Development Investment 3.1.1. Realized Capital Investment 3.1.2. Fixed assets mobilization and increase in production capacity 3.2. Efficiency of Development Investment 3.1.1. Definition, classification and principles of derermining investment efficiency 3.1.2. Indicators to evaluate investment efficiency 3.1.3. Investment efficiency of the enterprise 3.1.4. Investment efficiency of the industry, locality, region and the whole economy Discussion: (1 hrs) Using Excel program in calculating basic criteria to evaluate investment efficiency (FV, PV, NPV, IRR...)	CLO1, CLO2, CLO3, CLO4, CLO5
	B/ Self-study: (12 hrs) Students self-study the formula to calculate the criteria indicating investment results and efficiency	
6, 7, 8	Chapter 4: Management of investment project	
	A/ Main content in class: (7 hrs) Lectures: (5 hrs) 4.1. The basic concepts of investment project planning 4.1.1. Investment project 4.1.2. The cycle of an investment project	CLO1, CLO2, CLO3, CLO4, CLO5

Week	Content	Course expected learning outcomes
	<p>4.2. Management of establishment of investment projects</p> <p>4.2.1. Establishment of investment projects</p> <p>4.2.2. Levels of research in establishing investment project</p> <p>4.3. Management of appraisal of investment projects</p> <p>4.3.1. Appraisal of investment projects</p> <p>4.3.2. Appraisal content</p> <p>4.3.3. Appraisal method</p> <p>4.4. Management of implementation of investment projects</p> <p>4.4.1. Main stages of management of the project implementation</p> <p>4.4.2. Content of management of the project implementation</p> <p>4.4.3. Organizational structure of management of the project implementation</p> <p>Discussion: (2 hrs)</p> <p>Investment projects of Vietnam: Current status and recommendations</p>	
	<p>B/ Self-study: (14 hrs)</p> <p>Students read materials related to the content of the chapter, discuss topics, and study the end-of-chapter review questions in the textbooCLO.</p>	
	Chapter 5: Public investment, international investment	
8, 9, 10	<p>A/ Main content in class: (7 hrs)</p> <p>Lectures: (5 hrs)</p> <p>5.1. Public Investment</p> <p>5.1.1. Public investment and its purpose</p> <p>5.1.2. Principles, contents and participants in public investment</p> <p>5.1.3. Public debt</p> <p>5.2. International Investment</p> <p>5.2.1. International Investment</p> <p>5.2.2. The role of international investment</p> <p>5.2.3. Factors affecting international investment</p> <p>Discussion: (2 hrs)</p> <p>Foreign investment in Vietnam: Current status and recommendations</p>	CLO1, CLO2, CLO3, CLO4, CLO5
	<p>B/ Self-study: (14 hrs)</p> <p>Students read materials related to the content of the chapter, discuss topics, and study the end-of-chapter review questions in the textbooCLO.</p>	

Course (KT03007): (NATURAL RESOURCE ECONOMICS)

1. General information

- Term: 5
- Credits: **Total credits: 02 (Lecture: 02 – Practice: 0)**
- **Self-study: 6** credits
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 90 hrs.
- Department conducting the course:
 - Department: Resources and Environmental Economics
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation		Fundamental <input type="checkbox"/>		Specialized <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): None

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: The course aims to provide learners with basic knowledge in resource economics, and at the same time can apply knowledge and skills in resource economics in the field of agricultural economics associated with economic development sustainability in today's market economy.
- Skills: The course trains learners in teamwork skills, presentation skills through class presentations and discussions.
- Attitude: The course forms for learners a learning attitude, professional ethics, and a sense of responsibility for resource management issues from an economic perspective

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		

CLO1	Apply knowledge of resource economics in using, exploiting and managing natural resources effectively from an economic and resource perspective;	1.2
CLO2	Apply economic tools in resource management and evaluating programs and projects that exploit natural resources;	3.4
Skills		
CLO3	Implement report writing and presentation skills in analyzing and evaluating arguments on issues of resource exploitation, use and management proficiently;	4.2
CLO4	Invent conclusions and possible solutions based on scientific arguments and results of scientific research, practical surveys in exploitation, use and management of natural resources	7.3
Ethics and Attitude		
CLO5	Relate community and demonstrate responsibility for sustainable agriculture development, conservation, conservation and development of natural resources	9.2

3. Course description

The course deals with welfare economics and the contents of resource economics including resources and economic development, land resource economics and water resource economics, forest resource economics, and financial economics. fisheries, non-renewable resource economics, wildlife economics, and natural resource valuation

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods					
Lecturing	x	x	x	x	x
Group-based learning		x		x	
Assessment					
Rubric 1. Attendance and discussion (10%)	x	x	x	x	x
Rubric 2. Group presentation (30%)	x	x	x	x	

Final examination (60%)	x	x		x	
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5. Student tasks

- Attendance: All of the students, who attend this module, must fully attend all hours in the lecture hall, discuss, do exercises in lecture hall and at home.
- Prepare for lecture notes: All students must read curriculums, lectures, consulting documents before going to school.
- Presentation, discussion: All students must discuss in a team, prepare a presentation and present it with the whole class. Each group of student presents about different topic, that finalize by lecturer and students
- Final examination: All students must take part in the final examination with all contents (final examination duration is 60 minutes)

6. Text books and references

* Text Books/Lecture Notes:

Nguyen, V.S and Tran, T.T.T (2021). Resource Economics Text book. Vietnam National University of Agriculture Publishing House.

* Additional references:

1. Hartwick, John and Nancy Olewiler (1998). *The Economics of Natural Resource Use*, 2nd edition.
2. Howe, Charles W (1979). *Natural Resource Economics: Issues, Analysis and Policy*.
3. Pearce, D. W. and R. Kerry Turner. *Economics of Natural Resources and the Environment*, Harvester Wheatsheaf, Inc.1990.

7. Course outline

Week	Content	Course expected learning outcomes
3	Chapter I: Wealth economics and basic concepts of resource economics	
	A/ Main contents at lecturer hall: (3 hours)	
	Lectured contents: 1.1. The role and history of the formation of resource economics 1.2. Objects, tasks and basic research methods to approach the subject 1.3. Resource concepts, research issues and ownership	CLO1
	B/ Self-studying contents of student: (9 hours) Read books and do homework on microeconomics, macroeconomics and pareto efficiency, economic value of resources.	CLO1, CLO5

1-2	Chapter 2: Resources and economic development	
	A/ Main contents at lecturer hall: (3 hours) Lectured contents: 2.1. The relationship between economic development and natural resources 2.2. Sustainable Development	CLO1
	B/ Self-studying contents of student: (9 hours) Students self-read the material and answer review questions and exercises on practical assessment methods based on market prices and related commodities.	CLO1, CLO5
2-4	Chapter 3: Land resources and water resources economics	
	A/ Main contents at lecture hall: (6 hours) Lectured contents: (4 hours) 3.1. Characteristics and basic issues in renewable resource mining management 3.2. Land and water resource economics Contents of seminar/discussion: (2 hours)	CLO1, CLO2,CLO4
	B/ Self-studying contents of student: (18 hours) Students read the documents, answer review questions on land and water economics	CLO1, CLO2,CLO4 CLO5
4-5	Chapter 4: Forest Resource Economics	
	A/ Main contents at lecture hall: (3 hours) Lectured contents: (3 hours) 4.1. Some characteristics of forests affect the process of management, use and exploitation 4.2. The biological and economic model of logging (Tietenberg, Tom, 1988) 4.3. Effective forest harvesting model based on harvesting time period and opportunity cost 4.4. The mining cycle maximizes social benefits 4.5. Some government forest management policies related to optimal harvesting cycles 4.6. Policy to improve forest use	CLO1, CLO2,CLO4
	B/ Self-studying contents of student: (9 hours) Students read the documents themselves and answer review questions and exercises on forest economics and government forest management policies	CLO1, CLO2,CLO4 CLO5
5-7	Chapter 5: Fishery resource economics	

	A/ Main contents at lecture hall: (5 hours) Lectured contents (3 hours): 5.1. General Introduction 5.2. Model of fishery harvesting 5.3. Optimal tax base and economic tools of government for fishery resource management Contents of seminar/discussion: (2 hours)	CLO2,CLO4
	B/ Self-studying contents of student: (15 hours) Students self-read the material and answer review questions, exercises on fishery resource economics, and government fishery resource management tools.	CLO2, CLO4,CLO5
7-8	Chapter 6: Non-renewable resource economics	
	A/ Main contents at lecture hall: (4 hours) Lectured contents (3 hours) 6.1. General introduction to non-renewable resource economics 6.2. Issues of concern in the management, exploitation and use of non-renewable resources 6.3. Basic economic models in the management, exploitation and use of non-renewable resources 6.4. Some models and concepts on management, exploitation and use of non-renewable resources Content of exercises (1 hour)	CLO2,CLO4
	B/ Self-studying contents of student: (12 hours) Students read the material on their own and answer review questions and exercises on non-renewable resources	CLO2, CLO4,CLO5
9	Chapter 7: Economics of biodiversity	
	A/ Main contents at lecture hall: (3 hours) Lectured contents (3 hours) 7.1. An overview of biodiversity 7.2. Environmental economic value of biodiversity 7.3. Extinction of wild plants and animals 7.4. Biodiversity conservation strategy in Vietnam	CLO2, CLO4
	B/ Self-studying contents of student: (9 hours)	CLO2,CLO4,CLO5

	Students self-read the material and answer review questions about biodiversity, government policies on biodiversity resource management	
10	Chapter 8: Assessment of natural resource value A/ Main contents at lecture hall: (3 hours) Lectured contents: 8.1. The necessity of assessing the value of natural resources 8.2. Methods of valuing resources	CLO1,CLO2,CLO4
	B/ Self-studying contents of student: (9 hours) Learn methods to assess the value of natural resources	CLO1,CLO2, CLO4,CLO5

Course KT03008: ENVIRONMENTAL ECONOMICS

1. General information

- Term: 4
- Credits: **2.0 (Lecture: 2.0 – Practice: 0)**
- **Self-study: 6.0** credits
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 90 hrs.
- Department conducting the course:
 - Department: Natural Resources and Environmental Economics
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): Microeconomics 1 (KT02001)
- Course language: English ☐ Vietnamese ☒

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: Course provided for students with knowledge in pollution economics to optimize environmental pollution control associated with sustainable economic development in the current market economy.
- Skills: Course provide students with skills in teamwork skills, presentation skills through class discussion.

- Attitude: Course provide students with attitudes in environmental management from an economic perspective

*** *Course expected learning outcomes***

Notation	Course expected learning outcomes After successfully completing this course, students are able to	Program learning outcome's performance criteria
Knowledge		
CLO1	Apply theories of environment and sustainable development in environmental management effectively.	1.2
CLO2	Synthesis of economic tools in pollution control, environmental value assessment methods in research and evaluation of programs and projects with environmental impact factors.	3.4
Skills		
CLO3	Implement research proposal by selecting research methods, tools and data sources to analyze environmental economic issues.	7.2
CLO4	Apply proficiently skills in writing projects, reports and presenting research results on environmental economics.	4.3
CLO5	Coordinate competently skills in building and developing relationships through independent and team work; share, allocate tasks and monitor team members.	5.2
Ethics and Attitude		
CLO6	Willing to learn when there are opportunities to improve knowledge and capacity.	10.2

3. Course description

Brief description of the course: This course includes: the basic issues of environmental economic science; Environment and development; Overview of pollution, ecology and environmental standards; Environmental pollution economics; Basic contents of environmental management; Environmental impact assessment and environmental value assessment methods.

4. Teaching and learning & assessment methods

Teaching and learning methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5	CLO6
Teaching						

methods						
Lecturing	x	x	x	x		x
Project	x	x	x	x	x	x
Group-based			x	x	x	x

Teaching and learning & assessment

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5	CLO6	Week
Formative assessment (40%)							
Rubric 1. Class discussion assessment (10%)	x	x	x				1-10
Rubric 2. Project assessment (30%)		x	x	x	x	x	7-10
Summative assessment (vd 60%)							
Final exam (60%)	x	x		x			According to the exam schedule published by the VNUA

5. Student tasks

- Attendance: All students taking this course must must attend lectures in class in accordance with the VNUA's regulations.
- Preparation for the lecture: All students taking this course must read reference books and do exercises before coming to class at the specific request of the lecturer in each class session.
- All students must review the materials provided by the lecturer, do the project, discuss in groups requested by the lecturer.
- Final exam: All students taking this course must take the final exam (the final exam has a duration of 60 minutes).
- Students participate in scheduled online lessons

6. Text books and references

** Text Books/Lecture Notes:*

1. Nguyen Van Song, Tran Thi Thu Trang & et al., (2021). Textbook of Natural Resources. Vietnam National University Publishing House. Hanoi.

2. Cao Truong Son (2021). Textbook of Environmental audit. Vietnam National University Publishing House. Hanoi.
3. Trinh Quang Huy & Nguyen Thi Thu Ha (2021). Textbook of environmental monitoring. Vietnam National University Publishing House. Hanoi.

*** Additional references:**

1. Thomas, H. T., & Lynne, L. (2018). *Environmental and Natural Resource Economics (11th edition)*. Routledge.
2. Wolfgang, B., & Dirk, T. (2019). *Foundations of Environmental Economics*. Springer Texts in Business and Economics.

7. Course outline

Week	Content	Course expected learning outcomes
1	Chapter 1: INTRODUCTION	
	A/ Main contents: (2 hours) Theory: 1.1. CONCEPT AND ROLE OF ENVIRONMENTAL ECONOMICS 1.1.1. The concept of environmental economics 1.1.2. The role of environmental economics 1.1.3 History of the development of environmental economic science 1.2. ECONOMIC THEORETICAL BASIS OF ENVIRONMENTAL ECONOMIC SCIENCE 1.2.1. Scientific foundations of microeconomics applied to welfare and environmental economics 1.2.2. Ownership and environmental quality 1.2.3. Market failure and government failure 1.3. SUBJECTS, TASKS AND RESEARCH METHODS 1.3.1. Research subjects 1.3.2. Research tasks of the subject 1.3.3. Research Methods	CLO1
	B/ Self- study contents: (6 hours) Read books and do homework on microeconomics, macroeconomics and pareto efficiency, economic value of the environment	CLO1, CLO6
2	Chapter 2: ENVIRONMENT AND DEVELOPMENT	
	A/ Main contents: (3 hours) Theory: 2.1. THE LINK BETWEEN ENVIRONMENT AND ECONOMIC DEVELOPMENT	CLO1

Week	Content	Course expected learning outcomes
	2.1.1. Operation of the economic system 2.1.2. Waste from the economic system and its impact on the environment 2.1.3. The role of the environmental system 2.1.4. The relationship between environment and development 2.1.5. Environmental Kuznets Curve 2.2. SUSTAINABLE DEVELOPMENT 2.2.1. Basic perspectives that combine environment and development 2.2.2. The concept of sustainable development 2.2.3. Conditions for sustainable development 2.2.4. Principles of sustainable development 2.2.5. Measure of sustainable development	
	B/ Self- study contents: (9 hours) Students read the material and answer questions and exercises on the practice of assessment methods based on market prices and related goods.	CLO1, CLO6
3, 4	Chapter 3: EXTERNALITIES AND OPTIMIZED POLLUTION LEVEL	
	A/ Main contents: (5 hours) Theory: 3.1. EXTERNALITIES AND MARKET FAILURES 3.1.1. Externalities and classification of externalities 3.1.2. Externalities and market failure 3.2. OPTIMIZED POLLUTION LEVELS 3.2.1. The concept of optimal pollution level 3.2.2. Determine the optimal pollution level	CLO1
	B/ Self- study contents: (15 hours) Students read the material by themselves and answer review questions, exercises on externalities and optimal pollution levels	CLO1, CLO6
4, 5,6,7	Chapter 4: ENVIRONMENTAL POLLUTION CONTROL TOOLS	
	A/ Main contents: (5 hours)	CLO2

Week	Content	Course expected learning outcomes
	Theory: 4.1. RONALD COASE THEORY ON PROPERTY AND MARKETS 4.1.1. Property rights and theoretical basis 4.1.2. Ronald Coase theory and the possibility of bargaining through the market 4.1.3. Limitations of Ronald Coase's theory 4.2. ENVIRONMENTAL STANDARDS 4.2.1. The concept of environmental standards 4.2.2. Mechanism of action 4.2.3. Individual standards and uniform standards 4.2.4. Effect of enforcement costs on environmental standards 4.3. POLLUTION TAX 4.3.1. Optimal pollution tax (Pigou tax) 4.3.2. Efficient waste tax 4.4. WASTE REDUCTION SUBSIDIZE 4.4.1. Mechanism of action of waste reduction subsidize 4.4.2. Some disadvantages of pollution reduction subsidies 4.5. TRANSFERABLE DISCHARGE PERMIT SYSTEM 4.5.1. Mechanism of action 4.5.2. Benefits of using a transferable discharge permit 4.6. DEPOSIT – REFUND SYSTEM	
	B/ Self- study contents: (15 hours) Students doing the exercises the teacher instructed in class System of economic tools in environmental pollution control	CLO2, CLO6
	Chapter 5: COMPARISON OF POLICY TOOLS FOR ENVIRONMENTAL MANAGEMENT	
8	A/ Main contents: (2 hours) Theory: 5.1. ENVIRONMENTAL MANAGEMENT POLICY ASSESSMENT CRITERIA 5.1.1. Efficiency and cost effectiveness 5.1.2. Fairness	CLO2, CLO3

Week	Content	Course expected learning outcomes
	5.1.3. The ability to encourage innovation 5.1.4. Validity 5.1.5. Moral aspect 5.2. COMPARISON OF POLICY TOOLS FOR ENVIRONMENTAL MANAGEMENT 5.3. THE PROBLEM OF UNDERSTANDING IN CONTROL OF POLLUTION 5.4. DISCLOSURE OF INFORMATION WITH MANAGEMENT TOOLS 5.4.1. Motivation for disclosing information when there is a standard 5.4.2. The motive for disclosing information when there is tax 5.4.3. Motives for disclosing information when there is a transferable license system	
	B/ Self- study contents: (6 hours) System and comparison of economic tools in environmental pollution control	CLO2, CLO3, CLO6
8, 9	Chapter 6: ENVIRONMENTAL MANAGEMENT POLICIES OF VIETNAM AND COUNTRIES IN THE WORLD	
	A/ Main contents: (1 hours) Theory: 6.1. OVERVIEW OF POLICY FOR ENVIRONMENTAL MANAGEMENT 6.2. ENVIRONMENTAL MANAGEMENT POLICIES OF DEVELOPED COUNTRIES 6.2.1. Policy to reduce sulfur emissions 6.2.2. Policy to reduce nitrous oxide emissions 6.2.3. Green tax policy of Sweden and Germany 6.3. ENVIRONMENTAL MANAGEMENT POLICIES OF DEVELOPING COUNTRIES 6.3.1. Overview 6.3.2. Environmental management policies of developing countries 6.4. ENVIRONMENTAL MANAGEMENT POLICIES IN VIETNAM 6.4.1. Law on Environmental Protection 2005 6.4.2. Some economic tools are applied in environmental management in Vietnam Project: (10 hours)	CLO1, CLO2, CLO3, CLO4, CLO5, CLO6

Week	Content	Course expected learning outcomes
	Select an environmental problem, learn economic tools and policies to manage that environmental problem in a specific locality	
	B/ Self- study contents: (33 hours) Learn about economic tools and policies for environmental protection in the world and in Vietnam	CLO1, CLO2, CLO3, CLO4
	Chapter 7: ENVIRONMENTAL VALUE ASSESSMENT	
9,10	A/ Main contents: (2 hours) Theory: 7.1. CONCEPT AND ROLE OF ENVIRONMENTAL VALUE ASSESSMENT 7.1.1. The concept and basis of environmental value assessment 7.1.2. The role of environmental assessment 7.2. OVERVIEW OF METHODS OF EVALUATION OF ENVIRONMENTAL VALUE 7.2.1 Environmental issues 7.2.2. Selection of assessment methods 7.2.3. Combination of assessment methods 7.2.4. Select data source for evaluation 7.3. METHODS OF EVALUATION OF ENVIRONMENTAL VALUE 7.3.1. Direct method (using market prices) 7.3.2. Some methods of using cost 7.3.3. Willingness to pay method 7.3.4. Benefit transfer method 7.3.5. Meta Analysis Method 7.4. APPLICATION OF ENVIRONMENTAL VALUE ASSESSMENT METHODS IN VIETNAM 7.4.1. Some studies apply environmental value assessment method 7.4.2. Difficulties in applying environmental valuation methods in Vietnam.	CLO1, CLO2, CLO3
	B/ Self- study contents: (6 hours) Learn the methods of environmental value assessment	CLO1, CLO2, CLO3, CLO6

Course (KT03010): (HUMAN RESOURCE ECONOMICS)

1. General information

- Term: 7
- Credits: **Total credits: 02 (Lecture: 02 – Practice: 0)**
- **Self-study: 6 credits**
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 90 hrs.
- Department conducting the course:
 - Department: Resources and Environmental Economics
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): Microeconomics 1

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: This course aims to/ The purpose of the course is to improve the students' awareness about the values and human resources management, achieving the basic knowledge of labor management, market and productivity issues.
- Skills: skillful in the outline preparation, reports, and field work result presentation about the economics issues related to human resource economics; have the personal work, team work and team coordination.
- Attitude: The course forms for learners an active attitude in learning, researching and organizing work related to human resource economics.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Assessing the influence of micro- and macro-economic factors on practical issues related to the field of human resource economics in economic organizations and state management at all levels.	2.1
CLO2	Develop strategies and development plans on labor management, remuneration, labor productivity in economic organizations and economic research.	3.3
Skills		
CLO4	Coordinate skills to build and develop internal relationships, including teamwork; Share, allocate tasks and supervise team members expertly	5.2
CLO5	Propose appropriate conclusions and possible solutions related to the field of human resource economics	7.3
Ethics and Attitude		
CLO6	Towards innovative learning, looking for creative ideas	10.3

3. Course description

This course consists of contents relate to human resource economics and other issues in labor management in order to quantify the loss and benefits from policies, projects impact to human resources, labors which help the policy makers recommend the solutions for human development.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods					
Lecturing	X	X		X	X
Teaching through discussion	X	X	X		X
Group-based learning			X	X	X
Online learning	X	X	X	X	X
Assessment					
Rubric 1. Attendance and discussion (10%)					X
Rubric 2. Group presentation (30%)			X	X	X
Final examination (60%)	X	X		X	

5. Student tasks

- Attendance: All students taking this course must attend fully the lectures, discussions, exercises and homework.
- Preparation for the lecture: All students taking this course must read textbooks, lectures, reference materials before class.
- Presentations and Discussions: All students taking this course are required to participate in group discussions, prepare presentations, and give class presentations. Each group makes a presentation on a specific topic proposed by the lecturer.
- Final exams: All students taking this course must attend the final exam, all content studied before.

6. Text books and references

*** Text Books/Lecture Notes:**

Tran Kim Dung (2018) Human Resource Management. Financial Publisher

Vu Hoang Ngan, Vu Thi Uyen (2019). Labor relations course. National Economics University Publisher.

Nguyen Mau Dung (2011). Textbook of Human Resource Economics. Labor and Social Publisher.

*** Additional references:**

Quyen Dinh Ha, Do Thi Nhai & Nguyen Thi Phuong (2021) Management skills and teamwork. Vietnam University of Agriculture Publisher.

Labor Law (amended and supplemented) and guiding documents (2020) Hong Duc Publisher.

David W. Johnson, Frank P. Johnson (2017) Joining together group theory and group skills. Pearson.

Kelth Townsend et al (2019). Theories of Human Resources and Employment Relations. Edward Elgar Publishing.

7. Course outline

Week	Content	Course expected learning outcomes
1	Chapter 1: Introduction	

	<p>A/ Summarize the main content in class : (5 hours)</p> <p>1.1. Objects, content, and methods of subject research</p> <p>1.1.1. Subjects of study</p> <p>1.1.2. Subject research content</p> <p>1.1.3. Methods of studying</p> <p>1.2. The concept and role of human resources</p> <p>1.2.1. Human resource concepts</p> <p>1.2.2. The role of human resources</p> <p>1.2.3. Classification of human resources</p> <p>1.2.4. Human resource forecasting method</p> <p>1.3. Labor activities and the concept of human factors in production labor</p> <p>1.3.1. People and human activities</p> <p>1.3.2. Conceptions of human factors in production</p>	CLO1
	<p>B/ Contents to be self-study at home : (15 hours)</p> <p>Read books and do homework on microeconomics, macroeconomics</p>	CLO1, CLO5
2	Chapter 2: Labor market	
	<p>A/ Summarize the main content in class : (5 hours)</p> <p>Content of theoretical education</p> <p>2.1. The concept and characteristics of the labor market</p> <p>2.1.1. Labor market concept</p> <p>2.1.2. Labor market characteristics</p> <p>2.2. Labor Demand</p> <p>2.2.1. Concept</p> <p>2.2.2. Labor demand in the short run</p> <p>2.2.3. Labor demand in the long run</p> <p>2.2.4. Factors affecting the demand for labor</p> <p>2.3. Labor supply</p> <p>2.3.1. Concept</p> <p>2.3.2. Factors affecting the supply of labor</p> <p>2.3.3. Neoclassical model of labor supply</p> <p>2.4. Labor market equilibrium</p> <p>2.4.1. Equilibrium in a competitive labor market</p>	CLO1, CLO2, CLO4

	<p>2.4.2. Monopolistic labor market equilibrium</p> <p>Chapter 2 questions and exercises</p> <p>Content of the seminar /discussion: (1 hour)</p> <p>Labor market.</p>	
	<p>B/ Contents to be self-study at home : (15 hours)</p> <p>Students read the documents themselves and answer review questions and exercises on issues related to the labor market.</p>	CLO1, CLO2, CLO5
3	<p>Chapter 3: Human Resource Development</p>	
	<p>A/ Summary of the main content in class: (5 hours)</p> <p>Content of theoretical education: (5 hours)</p> <p>3.1. Human resource planning</p> <p>3.1.1. The role of human resource planning</p> <p>3.1.2. The process of human resource planning</p> <p>3.2. Human resource training</p> <p>3.2.1. The concept and role of training and human resource development</p> <p>3.2.2. Human capital and human resource training issues</p> <p>3.2.3. Methods of training and developing human resources</p> <p>3.2.4. Make a training plan</p> <p>Chapter 3 questions and exercises</p> <p>Content of seminar/discussion: (1 period)</p> <p>Learners will discuss, exchange and present topics on human resource development policies in socio-economic development.</p>	CLO1, CLO2, CLO3, CLO4
	<p>B/ Contents to be self-study at home : (15 hours)</p> <ul style="list-style-type: none"> - Students read the material by themselves and answer review questions and exercises - Practice making indirect assessments 	CLO1, CLO2, CLO4, CLO5
4	<p>Chapter 4: Labor productivity</p>	
	<p>A/ Summary of the main content in class: (5 hours)</p> <p>Content of theoretical education: (5 hours)</p> <p>4.1. Labor productivity</p> <p>4.1.1. Concept</p> <p>4.1.2. Labor productivity indicators</p> <p>4.1.3. Factors affecting labor productivity</p> <p>4.2. Increase labor productivity</p>	CLO1, CLO2, CLO3, CLO4

	<p>4.2.1. The concept of increasing labor productivity</p> <p>4.2.2. Meaning of increasing labor productivity</p> <p>4.2.3. Measures to increase labor productivity</p> <p>4.2.4. Effectively increase labor productivity</p> <p>4.3. Statistical analysis of labor productivity</p> <p>4.3.1. Simple labor productivity index</p> <p>4.3.2. Average labor productivity index</p> <p>4.4. Labor productivity management</p> <p>4.4.1. Contents of labor productivity management</p> <p>4.4.2. Labor productivity management activities</p> <p>4.4.3. Principle of calculating labor productivity rate</p> <p>4.4.4. Goals and steps in productivity planning</p> <p>Questions and exercises of chapter 4</p> <p>Content of seminar/discussion: (1 hour)</p> <p>Discussing land tax, the role of labor productivity</p>	
	<p>B/ Contents to be self-study at home : (15 hours)</p> <p>Students read the material by themselves and answer review questions and exercises at the end of chapter 4</p> <p>- Students read documents themselves, synthesize, prepare presentations</p>	CLO2, CLO4, CLO5
5	Chapter 5: Labor Remuneration	
	<p>A/ Summary of the main content in class: (5 hours)</p> <p>Content of theoretical education: (5 hours)</p> <p>5.1. Basic issues of labor remuneration</p> <p>5.1.1. The concept and structure of labor remuneration</p> <p>5.1.2. Objectives of the remuneration system</p> <p>5.1.3. Factors affecting the salary of employees</p> <p>5.1.4. Issues to choose when building a remuneration system</p> <p>5.2. Management of salaries and wages</p> <p>5.2.1. Meaning of salary and wage management</p> <p>5.2.2. Salary and wages system</p> <p>5.3. Forms of salary and remuneration</p> <p>5.3.1. Form of payment by product</p> <p>5.3.2. Form of payment salary over time</p>	CLO2, CLO3, CLO4

	<p>5.4. Financial incentives</p> <p>5.4.1. Purpose of financial incentives</p> <p>5.4.2. Types of financial incentives</p> <p>5.5. Welfare for employees</p> <p>5.5.1. Social welfare concept</p> <p>5.5.2. Classification of social welfare</p> <p>5.5.3. Building a social welfare program for employees</p> <p>Chapter 5 questions and exercises</p> <p>Content of seminar/discussion: (1 hour)</p> <p>Discussing land tax, the role of labor remuneration</p>	
	<p>B/ Contents to be self-study at home : (15 hours)</p> <p>Students read the material by themselves and answer review questions and exercises at the end of chapter 5</p> <p>- Students read documents themselves, synthesize, prepare presentations</p>	CLO2, CLO4, CLO5
6	Chapter 6: Some social issues for workers	
	<p>A/ Summary of the main content in class: (5 hours)</p> <p>6.1. Social Security</p> <p>6.1.1. The concept of social security</p> <p>6.1.2. Basic principles of social security</p> <p>6.1.3. Minimum regulations on social security</p> <p>6.1.4. Vietnam's social security system</p> <p>6.2. Social insurance</p> <p>6.2.1. The concept of social insurance</p> <p>6.2.2. The development process of social insurance</p> <p>6.2.3. Principles of social insurance</p> <p>6.2.4. Basic contents of social insurance</p> <p>6.3. Corporate Social Responsibility</p> <p>6.3.1. Concept</p> <p>6.3.2. Carroll's pyramid model of corporate responsibility</p> <p>6.3.3. Situation of social responsibility of Vietnamese enterprises</p>	CLO2,CLO3
	<p>B/ Contents to be self-study at home : (15 hours)</p> <p>Students read the material by themselves and answer the review questions at the end of chapter 5</p>	CLO2, CLO4, CLO5

	Students read documents themselves, synthesize, prepare presentations	
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Course (KT03012): (LABOR ECONOMICS AND MANAGEMENT)

1. General information

- Term: 6
- Credits: **Total credits: 02 (Lecture: 02 – Practice: 0)**
- **Self-study: 6** credits
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 90 hrs.
- Department conducting the course:
 - Department: Resources and Environmental Economics
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): Microeconomics 1

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: This course aims to/ The purpose of the course is to improve the students' awareness about the labor economics and management, achieving the basic knowledge of labor management, market and productivity issues.
- Skills: skillful in the outline preparation, reports, and field work result presentation about the economics issues related to labor economics and management; have the personal work, team work and team coordination.
- Attitude: The course forms for learners an active attitude in learning, researching and organizing work related to labor economics and management.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Develop strategies and implementation plans for sustainable agricultural production and business development in the context of globalization..	3.3
Skills		
CLO2	Use context-appropriate language: academic and social communication.	6.1
CLO3	Behave appropriately with stakeholders in a diverse environment, respecting multicultural differences.	6.3
Ethics and Attitude		
CLO4	Maintain professional ethics of people working in agricultural and rural development	9.1

3. Course description

This course consists of contents relate to labor economics and management and other issues in labor management in order to quantify the loss and benefits from policies, projects impact to labor economics and management, labors which help the policy makers recommend the solutions for human development.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4
Teaching methods				
Lecturing	X	X		X
Teaching through discussion	X	X	X	
Group-based learning			X	X
Online learning	X	X	X	X
Assessment				
Rubric 1. Attendance and discussion (10%)				
Rubric 2. Group presentation (30%)		X	X	X
Final examination (60%)	X	X	X	X

5. Student tasks

- Attendance: All students taking this course must attend fully the lectures, discussions, exercises and homework.
- Preparation for the lecture: All students taking this course must read textbooks, lectures, reference materials before class.
- Presentations and Discussions: All students taking this course are required to participate in group discussions, prepare presentations, and give class presentations. Each group makes a presentation on a specific topic proposed by the lecturer.
- Final exams: All students taking this course must attend the final exam, all content studied before.

6. Text books and references

** Text Books/Lecture Notes:*

Ravin Jesuthasan, John Boudreau (2017). Human Resource in 4.0. National University of Economics Publisher
Vu Hoang Ngan, Vu Thi Uyen (2019). Labor relations course. National Economics University Publisher.

7. Course outline

Week	Content	CLO
1	Chapter 1: INTRODUCTION	CLO1
	<i>A/ Summarize the main content in class : (5 hours)</i>	
	1.1. Objects, content, and methods of subject research	
	1.1.1. Subjects of study	
	1.1.2. Subject research content	
	1.1.3. Methods of studying	
	1.2. The concept and role of labor economics and management	
	1.2.1. Classical school (scientific labor organization)	
	1.2.2. School of psychology-sociology (human relationships)	

	1.2.3. Modernism (exploiting human potentials)	
	B/ Contents to be self-study at home : (15 hours) Read books and do homework on microeconomics, macroeconomics	CLO1, CLO2, CLO3, CLO4
2, 3	Chapter 2: BASIC PRINCIPLES OF ECONOMY AND LABOR MANAGEMENT	
	A/ Summarize the main content in class : (5 hours) Content of theoretical education 2.1. Micro-basis of labor economics 2.1.1. Demand 2.1.2. Supply 2.1.3. Market 2.1.4. Marginal Theory 2.2. Labor and economic growth 2.2.1. The labor factor in economic growth models 2.2.2. The effect of labor factor on economic growth 2.3. Labor demand and factors affecting labor demand 2.3.1. Labor demand 2.3.2 Factors affect to labor demand 2.4. Labor supply and factors affecting labor supply 2.4.1. The concept of labor supply 2.5. Labor market 2.5.1. The concept and characteristics of the labor market 2.5.2. Labor market equilibrium Chapter 2 questions and exercises Content of the seminar /discussion: (1 hour) Labor market.	CLO1, CLO2, CLO3, CLO4
	B/ Contents to be self-study at home : (15 hours) Students read the documents themselves and answer review questions and exercises on issues related to the Chapter 2.	CLO1, CLO2, CLO3, CLO4
4, 5, 6	Chapter 3: DISCRIMINATION IN LABOR MARKET	
	A/ Summary of the main content in class: (5 hours) Content of theoretical education: (5 hours) 3.1. The relationship between population and labor 3.1.1. The concept of population 3.1.2. The relationship between population and labor 3.2. Concept, contents and role of population development management 3.2.1. Concept 3.2.2. Contents of population development management 3.3.2. The role of population development management 3.3. Tools to manage population growth 3.2.1. Population size adjustment tools 3.2.2. Tools to adjust population structure	CLO1, CLO2, CLO3, CLO4

	<p>3.2.3. Population quality management tools</p> <p>3.4. Experience in managing population growth of some countries in the world</p> <p>3.4.1. Japanese experience</p> <p>3.4.2. China's experience</p> <p>3.4.3. Experiences of some other countries</p> <p>3.5. Vietnam's population development management policy</p> <p>3.5.1. Policy on management of population growth over time</p> <p>3.5.2. Contents of population development policy</p> <p>3.5.3. Results of the implementation of the population development policy</p> <p>3.5.3. Analysis and evaluation of Vietnam's population development policy</p> <p>3.6. Impact of population development policy on labor resources</p> <p>3.6.1. Impact on the workforce</p> <p>3.6.2. Impact on the quality of labor</p> <p>3.6.3. Impact on labor structure</p> <p>Chapter 3 questions and exercises</p> <p>Content of seminar/discussion: (1 period)</p> <p>Learners will discuss, exchange and present topics on Chapter 3.</p>	
	<p>B/ Contents to be self-study at home : (15 hours)</p> <ul style="list-style-type: none"> - Students read the material by themselves and answer review questions and exercises - Practice making indirect assessments 	CLO1, CLO2, CLO3, CLO4
6, 7, 8	<p>Chapter 4: LABOR MIGRATION</p>	
	<p>A/ Summary of the main content in class: (5 hours)</p> <p>Content of theoretical education: (5 hours)</p> <p>4.1. The concept of labor migration</p> <p>4.2. Classification of labor migration</p> <p>4.3. Causes of labor migration?</p> <p>4.3.1. Group of causes related to economy</p> <p>4.3.2. Causes related to conflict and war</p> <p>4.3.3. Migrate to reunite family</p> <p>4.3.4. Migration for environmental issues</p> <p>4.3.5. Causes related to ethnicity and culture</p> <p>4.4. Labor migration patterns</p> <p>4.4.1. General economic model of labor migration</p> <p>4.4.2. Harris-Todaro . Migration Model</p> <p>4.4.3. STARK's labor migration model</p> <p>4.4.4. The Roy-Borjas . Migration Model</p> <p>4.5. Impact of labor migration</p> <p>4.5.1. For the country of origin (place of origin)</p> <p>4.5.2. For the country of immigration</p> <p>4.6. The situation of labor migration in Vietnam</p> <p>4.6.1. Migration of labor abroad in Vietnam</p> <p>4.6.2. Internal migration</p> <p>Questions and exercises of chapter 4</p>	CLO1, CLO2, CLO3, CLO4

	Content of seminar/discussion: (1 hour)	
	B/ Contents to be self-study at home : (15 hours) Students read the material by themselves and answer review questions and exercises at the end of chapter 4 - Students read documents by themselves, synthesize, prepare presentations	CLO1, CLO2, CLO3, CLO4
8, 9, 10	Chapter 5: MINIMUM WAGE and LABOR MARKET IMPACT	
	A/ Summary of the main content in class: (5 hours) Content of theoretical education: (5 hours) 5.1. The concept and role of the minimum wage 5.1.1. The concept of wages and minimum wages 5.1.2. The role of the minimum wage 5.2. Types of Minimum Wages 5.3. Mechanism for determining minimum wages 5.4. The effect of the minimum wage on the labor market 5.4.1. Impact of minimum wages on competitive labor market 5.4.2. Effects of minimum wages on different industries 5.4.3. The effect of minimum wages on a fully discriminatory labor market 5.4.4. The effect of the minimum wage on the oligopolistic labor market 5.4.5. Minimum wages and migrant workers Chapter 5 questions and exercises Content of seminar/discussion: (1 hour) Discussing	CLO1, CLO2, CLO3, CLO4
	B/ Contents to be self-study at home : (15 hours) Students read the material by themselves and answer review questions and exercises at the end of chapter 5 - Students read documents by themselves, synthesize, prepare presentations	CLO2, CLO4, CLO5

KT03014: FARM HOUSEHOLD ECONOMICS

1. General information

- Term: 6
- Credits: **2 (2 -0- 6)**
- Credit hours for teaching and learning activities:
 - + Lecture: 22.5 hrs
 - + Presentation and Discussion: 7.5 hrs
- Self-study: 90 hrs (According to individual's plan or lecturer's guideline)
- Department conducting the course:
 - Departmet: Agricultural Economics and Policies
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Speciliazed <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>

- Parallel course(s): None
- Prerequisite course(s): Principles of Agricultural Economics

2. Course objectives and Program learning outcomes

* *Course objectives:*

Knowledge: The course provides for students with knowledge about the definition, the roles and the characteristics of farm household economics, and behavior of farm household in socio-economic activities. In doing so, the students can apply the knowledge of farm household economics in analyzing and evaluating the real farm household in term of agricultural economics and rural development.

Skills: The course provides for students with skills in gathering and analyzing information for decision making and problem solving in several common professional situations related to farm household economics and rural development.

Attitude: The course provides for students with active attitude in studying, researching related to farm household economics. Students would have responsibility, professional ethics, obey the law and love the profession, and are close in the field of agriculture and rural development.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Evaluate effectively the farm household economics models.	2.4
CLO2	Develop effectively strategies and implementation plans for development of farm household economics in the context of globalization.	3.3
Skills		
CLO3	Apply proficiently critical thinking in analyzing farm household economics models.	4.1
CLO4	Apply proficiently critical thinking in analyzing the behaviors of farmers in economic decision making.	4.1
Attitude		
CLO5	Be open to different and creative ideas in studying, researching, and organising the activities related to farm household economics.	10.3

3. Course description

KT03014: Farm household economics (02: 02-0-04; 90).

This course consists of four chapters including: Introduction to farmers and farm household characteristics and farm household economics; Political economy of farm household, resources in farm household economics, behavior of household farmers with the optimization of economic benefits, risk management, dealing with hardship, development of farm household economics. Students are guided to design household questionnaires and conduct surveys, collect data on household resources, household socio-economic relationships and household behavior.

4. Teaching and learning & assessment methods

Teaching methods	CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Lecturing		X	X	X		
- Off-line on the class						
- Online via MS Teams						
Group based			X	X	X	

5. Student tasks

- Attendance: All students attending this course must participate lectures and group discussion in the class.
- Preparation for the lecture: All students attending this course must read reference books and design household survey questionnaires, collect information on the model of good farmers.
- All students must complete group discussion requested by the lecturer
- Final exam: All students take the mid-term exam
- Final exam: All students take the final exam
- Students participate in scheduled online lessons on MS Teams

6. Text books and references

* *Text books*

- Nguyễn Viết Đăng, 2019, Kinh tế nông hộ, Bài giảng.
- Đỗ Kim Chung, 2021, Giáo trình Kinh tế nông nghiệp. Nhà xuất bản Đại học nông nghiệp.
- Frank Ellis, 1993, Peasant Economics: Farm Households and Agrarian Development, Cambridge University Press, Cambridge

* *References:*

- Đào Thế Anh, 2019, Phát triển nông nghiệp ven đô bền vững ở Việt Nam, Nhà xuất bản Nông nghiệp.
- Adam Pain and Kjell Hansen, 2019, Rural Development, Routledge, London.
- N. Gregory Mankiw, 2018, Principles of economics, Cengage technology edition.

- John B. Penson, Oral Capps, C.Parr Rosson, Richard T. Woodward (2017). Introduction to Agricultural Economics, 7th edition, Pearson.
- Nguyễn Viết Đăng, Lưu Văn Duy, Nguyễn Phụng Lê, Lê Thị Thanh Loan, Hà Thị Thanh Mai, Nguyễn Thanh Phong, Đặng Xuân Phi, Nguyễn Thị Thiêm, Phạm Thị Thanh Thúy, 2021, Bài giảng Kinh tế Nông thôn. Nhà xuất bản Đại học nông nghiệp.

7. Course outline

Week	Content	Course expected learning outcomes
1, 2	Lesson 1 - Introduction to Farm Household Economics	
	<i>A/At the class: (4hours)</i> Theory contents: 03 hours 1.1 Farmers in farm household economics 1.1.1 Why study farmers, farm household economics 1.1.2 Characteristics of farmers 1.2 Households in farm household economics 1.2.1 Basic concepts in farm household economics 1.2.2 Distinguish between households and farm households 1.2.3 Distinguish between households and business entities 1.3 Characteristics of farm household economics 1.4 Characteristics of market in farm household economics 1.5 Factors affecting economic development of the farmers 1.6 Areas of study in farm household economics 1.7 Issues with the farmers in the rural areas today Practice/Experiment: 0 Seminar/Discussion: (1 hour) <i>Characteristics of Vietnamese farmers</i>	CLO1, 2, 3, 4
	<i>B/ Self-study at home: (12 hours)</i> 1.5. Characteristics of farmers in specific models in Vietnam	CLO2, 3,4
2, 3	Chapter 2 - The neoclassical economic theory in farm household economics	
	<i>A/At the class: (3hours)</i> Theory contents: 03 hours 2.1 Production function 2.1.1 Introduction to the production function 2.1.2 Determining the optimal production level 2.1.3 The relationship between the production function with the supply curve	CLO1, 2

	2.2 The economics of input substitution 2.3 Enterprise choice Practice/Experiment: 0 Seminar/Discussion: (0 hour)	
	<i>B/ Self-study at home:</i> (09 hours) Decision making theory in agriculture	CLO3,4
	Chapter 3 – Political economy of farm household economics	
4, 5	<i>A/At the class:</i> (5,5hours) Theory contents: 3,5 hours 3.1 Marxist theory of farm household economics 3.1.1 Basic concepts 3.1.2 Marxist perspective on farm household economics 3.1.3 Distinguishing approach neoclassical economics and the Marxist approach 3.2 Chayanov theory on farm household economics 3.3 Farmers and relations with the state and society 3.3.1 Farmers and surplus 3.3.2 Farmers and the state Practice/Experiment: 0 Seminar/Discussion: (2 hours) Trends of existence and development of farm household in Vietnam	CLO1, 4, 5
	<i>B/ Self-study at home:</i> (16.5 hours) Mechanism of added value sharing of farm households	CLO1, 4, 5
	Chapter 4 – The main contents of Farm Household Economics	
5, 6	<i>A/At the class:</i> (7 hours) Theory contents: 4 hours 4.1 Farmers and their families 4.2 Distribution and use of resources in the farm household 4.2.1 Land 4.2.2 Labor 4.2.3 Capital and Assets 4.2.4 Other resources 4.3 The economic and social relations of the farm households 4.3.1 Intra-household economic relations 4.3.1 Relations of the farm households with the outside Practice/Experiment: 0 Seminar/Discussion: (3 hours) Questionnaire design for household survey	CLO2, 3, 4, 5
	<i>B/ Self-study at home:</i> (14 hours) Household survey	CLO1, 2, 3, 4
	Chapter 5: The theory of economic and social behavior of the farm households	

7, 8	<p><i>A/At the class: (6,5 hours)</i></p> <p>Theory contents: 5 hours</p> <p>5.1. Farmers and profit maximization</p> <p> 5.1.1 Profit maximization and economic efficiency</p> <p> 5.1.2 Technical efficiency and allocative efficiency</p> <p> 5.1.3 Measures to improve economic efficiency in the household economy</p> <p>5.2 Farmers and the risks</p> <p> 5.2.1 Uncertainty and risks</p> <p> 5.2.2 Farmers' behavior with risks</p> <p> 5.2.3 Expected utility theory and decision theory</p> <p> 5.2.4 Risk Management Measures</p> <p>5.3. The drudgery averse farm household</p> <p> 5.3.1 The relationship between income and leisure</p> <p> 5.3.2 The Chayanov farm household model</p> <p> 5.3.3 The Barnum-Squire farm household model</p> <p> 5.3.4 The Low farm household model</p> <p> 5.3.5 Policy aspects in farm households</p> <p>Practice/Experiment: 0</p> <p>B/Seminar/Discussion: (1,5 hours)</p> <p>Household questionnaire design</p> <p>C/ Self-study at home: (19.5 hours)</p> <p><i>Decision making theory</i></p>	CLO1, 2, 3, 4, 5
	<p>Chapter 6: Economic Analysis of the Farm Households</p>	
9, 10	<p><i>A/At the class: (04 hours)</i></p> <p>Theory contents: 04 hours</p> <p>6.1 The need for economic analysis of the farm households</p> <p>6.2 Bases and contents of analysis evaluation of the farm households</p> <p>6.3 Types of economic analysis of the farm households</p> <p> 6.3.1 Sectoral analysis</p> <p> 6.3.2 Cash flow analysis</p> <p> 6.3.3 Net income and earning analysis</p> <p>6.4 Household Economic Development</p> <p> 6.4.1 Factors affecting the economic development of the farm households</p> <p> 6.4.2 Economic status of the farm households</p> <p> 6.4.3 Measures and economic development strategies for the farm households</p> <p>Practice/Experiment: 0</p> <p>B/Seminar/Discussion: 0</p> <p>C/ Self-study at home: (12 hours)</p>	CLO2, 3, 4, 5

	<i>Surveyed household analysis</i>	
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Course: **KT03015: AGRICULTURAL EXTENSION METHODS**

1. General information

- Term: 5
- Credits: **3 (Lecture: 3 – Practice: 0)**
- **Self-study: 9** credits
- Credit hours for teaching and learning activities: 45 hrs
- Self-study: 135 hrs.
- Department conducting the course:
 - Department: Agricultural Economics and Policies
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): None

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: Course provided for students with knowledge in appropriate agricultural extension methods in each working condition with each specific target group.
- Skills: Course provide students with skills in teamworks, presentations, writing articles, organizing agricultural extension work.
- Attitude: Course provide students with attitudes in learning, develops knowledge and skills on agricultural extension methods, improves the ability to work in groups and work with the farmer community as well as to do research and organize work related to agricultural extension and rural development. Having a sense of responsibility, professional ethics, complying with the law and loving the profession, being close in the field of agricultural extension, agricultural and rural development.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		

CLO1	Evaluate the effectiveness of implementing agricultural extension models in agricultural and rural development	2.4
CLO2	Evaluate the effectiveness of agricultural extension methods suitable for each individual and organization in agricultural and rural development	2.4
Skills		
CLO3	Flexible application of soft skills in communication and teamwork in agricultural extension activities	5.3
CLO4	Apply PRA tools and appropriate transfer methods in the context of agricultural extension activities	8.1, 8.2
CLO5	Implement and operate agricultural extension programs in agricultural and rural development	8.4
Attitude		
CLO6	Actively in learning, researching, and organizing work related to extension, agriculture and rural areas.	9.2

3. Course description

The course provides the basis for developing and applying appropriate agricultural extension methods in each working condition with each specific target group, skills of teamwork, presentation, writing, organization of work. The basic content of the course includes Basic issues of agricultural extension; Basic issues of agricultural extension methods; Knowledge and skills on specific agricultural extension methods: Introduction and practice of individual methods, group methods and extension methods through mass media.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5	CLO6
Teaching methods						
Lecturing	x	x				x
Group-based learning			x	x	x	x
Assessment						

Rubric 1. Discussion in the class (10%)	x	x				
Rubric 2. Team work (30%)			x	x	x	x
Final exam (60%)	x	x				

5. Student tasks

- Attendance: Students fully attend theoretical classes and present group discussions
 - Lesson preparation: All students attending this course must read reference books.
 - Exercise: All students attending this course must complete the group discussions in class
- Final Exam: Students are required to take the final exam.
- Install, access and fully attend theoretical lectures and group discussions online via MS Teams application.

6. Text books and references

* *Text Books/Lecture Notes:*

Đỗ Kim Chung (2021). Giáo trình Phương pháp khuyến nông. Nhà xuất bản Học viện Nông nghiệp. Hà Nội

Đỗ Kim Chung (2021). Giáo trình Tổ chức công tác khuyến nông. Nhà xuất bản Học viện Nông nghiệp. Hà Nội

* *Additional references:*

Le Thi Thanh loan, Yoshifumi Takahashi, Hisako Nomura, Mitsuyasu Yabe (2019). Modeling home composting behavior toward sustainable municipal organic waste management at the source in developing countries. Resource, Conservation and Recycling. Vol 140, Page 65-71.

Le Thi Thanh Loan, Bui Hong Quy, Vu Thi Hai, Tran Thi Thu Trang (2019). Good Agricultural Practice in Lychee Industry in Bac Giang province, Vietnam. Science and Technics Publishing House. Hanoi.

Lưu Văn Duy, Nguyễn Phương Lê, Đặng Xuân Phi, Nguyễn Thanh Phong, Nguyễn Doãn Lâm (2021). Báo cáo tóm tắt chính sách lồng ghép giới trong khuyến nông. Trung tâm Khuyến nông quốc gia. Hà Nội

Dale Caregie (2017). The Art of Public Speaking. Clydesdale Press.

Đỗ Kim Chung (2021). Giáo trình Kinh tế nông nghiệp. Nhà xuất bản Học viện Nông nghiệp. Hà Nội.

7. Course outline

Week	Content	Course expected learning outcomes
1	Chapter 1: Basic issues of agricultural extension	

	<p>A/ Main content in class: (5 hours)</p> <p>Content of theoretical education: (4 hours)</p> <p>1.1 Concept and function of agricultural extension</p> <p>1.2 The role of agricultural extension</p> <p>1.3 Requirements of agricultural extension</p> <p>1.4 Agricultural extension approach</p> <p>Content of practical/experimental teaching: (0 hours)</p> <p>Content of the seminar/discussion: (1 hour)</p> <p>Why did the agricultural extension program fail?</p> <p>Practical and practical content: (0 hours)</p>	<i>CLO1,2</i>
	<p>B/ Self-study contents: (15 hours)</p> <p>Comparison of agricultural extension approaches, history of development of extension approaches</p>	CLO1,2,6
	Unit 2: Basic issues of agricultural extension methods	
...	<p>A/ Summarize the main content in class: (5 hours)</p> <p>Content of theoretical education: (4 hours)</p> <p>2.1 The concept and role of agricultural extension methods</p> <p>2.2 Characteristics and classification of agricultural extension methods</p> <p>2.3 Scientific basis of agricultural extension methods</p> <p>Content of practical/experimental teaching: (0 hours)</p> <p>Content of the seminar/discussion: (1 hour)</p> <p>Why not put on TV the good example of our people in the Central Highlands?</p> <p>Practical and practical content: (0 hours)</p>	<i>CLO1,2</i>
	<p>B/ Self-study contents: (20 hours)</p> <p>Agricultural extension methods have been and are being applied in practice in Vietnam</p>	CLO1,2,6
	Unit 3: Individual method	

	<p>A/ Summary of the main content in class: (9 periods)</p> <p>Content of theoretical education: (6 periods)</p> <p>3.1 Concept and characteristics of the individual method</p> <p>3.2 Some major personal methods</p> <ul style="list-style-type: none"> - Visiting and consulting - Instructions by mail - Guide by phone <p>Content of practical/experimental teaching: (3 periods)</p> <p>Practical exercise:</p> <ul style="list-style-type: none"> - Practice writing method - Practice visiting and consulting methods for farmers - Practice the method of listening and calling farmers <p>Content of the seminar/discussion: (0 periods)</p> <p>Practical and practical content: (0 hours)</p>	CLO3,4,5
	<p><i>B/ Self-study contents: (30 hours)</i></p> <ul style="list-style-type: none"> - Practice writing method to advise farmers - Practice visiting and consulting methods for farmers - Practice the method of listening and calling farmers 	CLO3,4,5, 6
	<i>Unit 4: Group method</i>	
	<p>A/ Summary of the main content in class: (14 hours)</p> <p>Content of theoretical education: (10 hours)</p> <p>4.1 Concept and characteristics of group method</p> <p>4.2 Some basic grouping methods</p> <ul style="list-style-type: none"> - Training - Demonstration model - Head-to-head conference - Visiting, surveying 	CLO3,4,5

	<ul style="list-style-type: none"> - Contests - Expo <p>Content of practical/experimental teaching: (3 hours)</p> <p>Practical exercise:</p> <ul style="list-style-type: none"> - Practice training methods - Practice the head-to-head conference method - Practice demonstration model method - Practice the exhibition method <p>Content of the seminar/discussion: (1 hour)</p> <p>Advantages, disadvantages and application of group methods in practice.</p> <p>Practical and practical content: (0 hours)</p>	
	<p><i>B/ Self-study contents: (40 hours)</i></p> <ul style="list-style-type: none"> - Practice training methods - Practice the head-to-head conference method - Practice demonstration model method - Practice the exhibition method 	CLO3,4,5,6
	<p><i>Unit 5: Methods of agricultural extension through mass media</i></p>	
	<p>A/ Summary of the main content in class: (12 hours)</p> <p>Content of theoretical education: (6 hours)</p> <p>5.1 Agricultural extension through mass media</p> <p>5.2 Agricultural extension through listening media</p> <p>5.3 Agricultural extension through reading media</p> <p>5.4 Agricultural extension through visual means</p> <p>5.5 Agricultural extension through audio-visual means</p> <p>5.6 Agricultural extension via website</p> <p>Content of practical/experimental teaching: (3 hours)</p> <p>Practical exercise:</p>	CLO3,4,5

	Agricultural extension through listening media Agricultural extension through reading media Agricultural extension through visual means Agricultural extension through the website Content of the seminar/discussion: (3 hours) Agricultural extension through audio-visual means Practical and practical content: (0 hours)	
	B/ Self-study contents: (30 hours) Practice: Agricultural extension through listening media Agricultural extension through reading media Agricultural extension through visual means Agricultural extension through audio-visual means Agricultural extension through the website	CLO3,4,5,6

KT03017: RURAL ECONOMICS

1. General information

- Term: 7
- Credits: **Total credits 03 (Lecture: 03 – Practice: 0)**
- **Self-study: 09** credits
- Credit hours for teaching and learning activities: 45 hrs
- Self-study: 135 hrs.
- Department conducting the course:
 - Department: Agricultural Economics and Policies
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input checked="" type="checkbox"/>

- Prerequisite course(s): None

2. Course objectives and expected learning outcomes

*** Course objectives:**

Knowledge: The course provides for students with knowledge about the basic issues of rural economy, growth and development in rural areas, business organization in rural areas; allocation and use of resources in rural areas, rural market, migration and rural in relation to urban area and rural social security.

Skills: The course trains the students in skills of making strategies, plannings and implementing programs in economic fields and economic business, especially in rural economy

Attitude: The course provides for students with active attitude in studying, researching and organizing work related to rural economy as well as good responsibility and compliance with the law, inspiring the community to sustainable agricultural development.

*** Course expected learning outcomes**

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Apply the knowledge of rural economy to analyze issues related to growth, development of economic organizations in rural development	2.1
CLO2	Illustrating rural economic development in terms of: trends in production and business organization, rural market, migration, rural-urban relationship	3.2
Skills		
CLO3	Apply the knowledge of growth, economic development, rural market to implement development socio – economic programs in rural area	8.4
CLO4	Apply the knowledge of migration, resources using in rural area to implement development socio – economic programs in rural area	8.4
Attitude		
CLO5	Love the job, have a sense of responsibility and comply with the law, inspiring the community to develop sustainable agriculture and rural areas.	9.2

3. Course description

KT03017: Rural Economics (03: 03-0-9). This module includes 8 chapter including: Agriculture and non-agricultural industries in rural areas; Rural economic growth and development; Organization of production and business according to space, rural economic

organization; Rural land use; Rural market; Migrate; The rural areas in relation to the urban areas; Social security in rural areas.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods					
Lecturing	X	X			X
Teaching through discussion	X	X	X	X	X
Assessment					
Rubric 1. Evaluate participation in discussion (10%)	X	X			X
Rubric 2: Mid term exam (30%)	X	X	X		X
Final exam (60%)	X	X		X	

5. Student tasks

- Attendance: All students attending this module must attend lectures in class in accordance with university's regulations.

- o Prepare for the lecture: All students attending this module must read reference books and do exercises before coming to class at the specific request of the lecturer in each class session.

- o All students must review the materials provided by the lecturer, discussion in class requested by the lecturer

- o Final exam: All students taking this course must take the final exam (the final exam is 75 minutes long)

- o Students participate in scheduled online lessons

6. Text books and references

* *Text books*

9. Nguyen Viet Dang et al (2019). Lectures of rural economics. Vietnam National University of Agriculture
10. Do Kim Chung (2018). Public Policy. Truth National Political Publishing House. Hanoi.
11. Do Kim Chung (2021). Agricultural Economics. Vietnam National University Publishing House. Hanoi.

* *References:*

6. Adam Pain, Kjell Hansen (2019). Rural Development, Routledge
7. V.T Raju and D.V.S Ra (2017). Economics of Farm Production and Management. OXFORD & IBH
8. Website Chính phủ: <http://chinhphu.vn/portal/page/portal/chinhphu/trangchu>
9. Le Thi Thanh Loan, Pham Bao Duong, Nguyen Thi Thiem (2020). Promoting the application of high technology for agricultural cooperatives: Theory and practice. Vietnam Journal of Agricultural Science.
10. Nguyen Thi Thiem et al (2017). Implementing policies to support agricultural development in poverty reduction: Some theoretical and practical issues, Journal of Economic Research. No 11, 11/2017, p.61-69

7. Course outline

Week	Content	Course expected learning outcomes
1-2	Chapter 1: Agriculture and non-agricultural industries in the rural area	
	A/ The main content: (5 hours) Theory: 04 hours 1.1. Agriculture 1.2. Industry, handicrafts 1.3 Trade and services Class discussion: (1 hours) <i>Analyze the percentage of rural economic in 1 province or 1 region or Vietnam</i>	CLO1, CLO2, CLO3
	B/ Home work : (15 hours) 1.1.2. Characteristics of agriculture	CLO1, CLO2, CLO3
2-3	Chapter 2: Economic growth and development in rural area	
	A/ Main content : (5 hours) Theory: 04 hours 2.1. Economic growth in rural area 2.2. Economic development in rural area Class discussion: (1 hours) <i>Analysis of rural economic growth indicators in a specific locality</i>	CLO1, CLO2, CLO3
	B/ Home work: (15 hours) 2.2.3. The effect factor of economic development	CLO2, CLO3
4-5	Chapter 3: Organization of production and business according to space, rural economic organization	
	A/ Main content: (5 hours) Theory: 4 hours 3.1. Organization of production and business according to space 3.2. Rural economic organization in rural area Class discussion: (01 hours) <i>Analyze the current situation of economic organization development in rural area</i>	CLO1, CLO2, CLO3
	B/ Home work: (15 hours) Principles of organizing production and business according to space	CLO1, CLO2, CLO3
	Chapter 4: Rural land use	

6-7	A/ Main content: (5 hours) Theory : 4 hours 4.1. Role and classification of land 4.2 Land allocation and use Class discussion: (3 hours) Analysis the case of land allocation decision making in rural areas.	CLO1, CLO2, CLO4
	B/ Home work: (15 hours) Land allocation and land use in rural areas	CLO1, CLO2, CLO4
8-9	Chapter 5: Rural market	
	A/ Main content: (7 hours) Theory: 06 hours 5.1. Input market 5.2. Output market 5.3. Consumer goods market Class discussion: (1 hours) Analysis the case of supply and demand in rural areas.	CLO1, CLO2, CLO4
	B/ Self-study content: (21 hours) The Consumer goods market in rural area	CLO1, CLO2, CLO4
10-11	Chapter 6: Migration	
	A/ Main content: (6 hours) Theory: 05 hours 6.1 Migration define and Classification 6.2 The role of migration 6.3 Influencing factors (Motivation for migration, characteristics of migrants..) 6.4 Impact of Migration 6.5 Government intervention in migration Class discussion: (1 hours) Analysis the case of labor migration in rural area.	CLO1, CLO2, CLO4
	B/ Self-study content: (18 hours) The Consumer goods market in rural area	CLO1, CLO2, CLO4
12-13	Chapter 7: Rural in relation with urban area	
	A/ Main content: (6 hours) Theory: 05 hours 7.1 Spatial relationship 7.2 Industry Relationships 7.3 Regional relationship (regional linkage) Class discussion: (1 hours)	CLO1, CLO2, CLO4, CLO5

	Analysis the case of relation between rural and urban areas	
	B/ Self-study content: (18 hours) The Consumer goods market in rural area	CLO1, CLO2, CLO4, CLO5
14-15	Chapter 8: Social security in the countryside	
	A/ Main content: (6 hours) Theory: 05 hours 8.1 Income, job opportunities 8.2 Access to food 8.3 Access to education, health services and health care 8.4 Access to culture and information 8.4 Social protection policies for vulnerable groups Class discussion: (1 hours) Analysis the case of results of supporting policies for vulnerable groups in rural areas	CLO1, CLO2, CLO4, CLO5
	B/ Self-study content: (18 hours) 8.1 Income, job opportunities 8.2 Access to food	CLO1, CLO2, CLO4, CLO5

KT03020: AGRICULTURAL POLICIES

1. General information

- Term: 7
- Credits: **Total credits 03 (Lecture: 03 – Practice: 0)**
- **Self-study: 09** credits
- Credit hours for teaching and learning activities: 45 hrs
- Self-study: 135 hrs.
- Department conducting the course:
 - Department: Agricultural Economics and Policies
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): None

2. Course objectives and expected learning outcomes

*** Course objectives:**

Knowledge: The course provides for students with knowledge about agricultural policy, including the basic issues of the concept, structure, classification of agricultural policy; agricultural policy making; the policy cycle as well as specific policies.

Skills: The course provides for students with reasoning skills based on scientific arguments to determine which agricultural policies are urgent as well as arguments to see if an agricultural policy is feasible.

Attitude: The course provides for students with active attitude in studying, researching and organizing work related to agricultural policy of students. Students form responsibility, professional ethics, obey the law and love the profession, and are close in the field of agriculture and rural areas

*** Course expected learning outcomes**

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Apply understanding of policy issues in practice to plan and implement agricultural policy.	1.4
CLO2	Develop goals, solutions to implement policies and strategies for sustainable socio-economic development.	3.2
SCLOills		
CLO3	Apply creative thinking proficiently in solving issues related to agricultural policy to ensure the interests of stakeholders and sustainable development.	4.4
CLO4	Propose conclusions on the urgency, necessity, and feasibility of agricultural policies.	7.3
Attitude		
CLO5	Identify your own limitations clearly to the knowledge and competencies required in agricultural policy making and implementation.	10.1

3. Course description

KT03020: Agricultural Policy (03-0-09) The course consists of 4 chapters related to: concept, rationale for policy intervention, agricultural policy classification, agricultural policy making, agricultural policy analysis; and a number of agricultural policies including: policy on development of economic sectors and organizations, land policy, price policy in agriculture, input policy in agriculture; agricultural marketing policy; trade policy in agriculture; policy on research and development in agriculture; food policy.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods					
Lecturing	x	x			
Project	x		x	x	x
Assessment					
Rubric 1. Project assessment (50%)	x		x	x	x
Final exam (50%)	x	x			

5. Student tasks

- Attendance: All students attending this module must attend lectures in class in accordance with university's regulations.

o Prepare for the lecture: All students attending this module must read reference books and do exercises before coming to class at the specific request of the lecturer in each class session.

o All students must review the materials provided by the lecturer, do the project requested by the lecturer

o Final exam: All students taking this course must take the final exam (the final exam is 75 minutes long)

o Students participate in scheduled online lessons

6. Text books and references

* *Text books*

12. Do Kim Chung (2018). Public Policy. Truth National Political Publishing House. Hanoi.
13. Do Kim Chung (2021). Agricultural Economics. Vietnam National University Publishing House. Hanoi.

* *References:*

11. Le Thi Thanh Loan, Pham Bao Duong, Nguyen Thi Thiem (2020). Promoting the application of high technology for agricultural cooperatives: Theory and practice. Vietnam Journal of Agricultural Science.
12. Nguyen Phuong Le (2021). Assessing Impacts of Payment for Forest Environmental Service Policy in Hoa Binh Province, Vietnam. International Journal of Current Science Research and Review.
13. Nguyen Phuong Le (2021). Effect of provincial competitiveness index on enterprise attraction in the Central Highlands, Vietnam. Plos One.

14. Phạm Bảo Dương, Phí Thị Diễm Hồng, Lê Thị Thanh Loan, Nguyễn Thị Thiêm (2021). Đổi mới, phát triển hợp tác xã kiểu mới trong nông nghiệp ở ngoại thành Hà Nội. Nhà xuất bản Học viện Nông nghiệp. Hà Nội.

15. Vietnam government website portal: <http://chinhphu.vn/portal/page/portal/chinhphu/trangchu>

7. Course outline

Week	Content	Course expected learning outcomes
1-3	Chapter 1 : The basics of agricultural policy	
	A/ Main contents: (11 hours) <ul style="list-style-type: none"> ○ Theory (9 hours) <ul style="list-style-type: none"> 1.1 The need for government intervention to develop agriculture 1.2 The concept and structure of agricultural policy <ul style="list-style-type: none"> 1.2.1 The concept of agricultural policy 1.2.2. The structure of agricultural policy 1.3 Agricultural policy classification 1.4 The life cycle of agricultural policy ○ Class discussion: (2 hours) Project outline guide 	CLO1,2
	B/Home work (33 hours): Develop a project outline	
4	Chapter II: Agricultural policy making	
	A/ Main contents: (6 hours) <ul style="list-style-type: none"> ○ Theory (3 hours) <ul style="list-style-type: none"> 2.1 The concept of policy making 2.2 The objective necessity of agricultural policy making 2.3 The requirements to be achieved of agricultural policy making 2.4 Tools for agricultural policy making ○ 2.5 The agricultural policy making cycle ○ o Class discussion: (3 hours) Contributing to the development of the project outline 	CLO1,2
	B/Home work (18 hours): Find documents for the project	
5-9	Chapter 3: Agricultural policy analysis	
	A/ Main content: (9 hours) <ul style="list-style-type: none"> ○ Theory (9 hours) <ul style="list-style-type: none"> 3.1 Reasons to analyze agricultural policy 	CLO3

Week	Content	Course expected learning outcomes
	3.2 Objective of agricultural policy analysis 3.3 Contents of agricultural policy analysis 3.4 Tools for agricultural policy analysis 3.5 Agricultural Policy Analysis Cycle 3.6 Economic models in agricultural policy analysis 3.7 Agricultural policy analysis method	
	B/ Home work (27 hours): Find documents and analyze the project	
	Chapter 4: Some agricultural policies	
10-15	A/ Main content: (19 hours) <ul style="list-style-type: none"> ○ Theory (9 hours) <ul style="list-style-type: none"> 4.1 Land policy 4.2 Policy on development of economic sectors 4.3 Price policy in agriculture 4.4 Input policy in agriculture 4.5 Agricultural Marketing Policy 4.6 Trade policy in agriculture 4.7 R&D policy in agriculture 4.8 Food policy ○ Report project results: (10 hours) 	CLO4
	B/ Home work (57 hours): Edit the project report according to your comments and resubmit it	

KT03024: ECONOMICS OF TRADE AND SERVICES

1. General information

- Term: 4
- Credits: Total credits 02 (Lecture: 02 – Practice: 0)
- Self-study: 04 credits
- Credit hours for teaching and learning activities: 22 hrs

- Self-study: 90 hrs.
- Department conducting the course:
 - Department: Agricultural Economics and Policies
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): None

2. Course objectives and expected learning outcomes

* *Course objectives:*

Knowledge: The course provides for students with knowledge about the concept, role and characteristics of Economics of Trade and Services in analyzing economic issues. Apply the principles of production economics; trade and service economics to make decisions, analyze economic efficiency of production and business sectors of economic organizations in the trade and service industry then propose solutions to mobilize and use resources for economic development.

Skills: The course trains the students in skills of collecting and analyzing information to make decisions and solve problems in the field of trade and services of the economy.

Attitude: The course provides for students with active attitude in studying, researching and organizing work related to the effects of economy, society, environment, supply - demand on production and business activities in the field of trade, services and economic development.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Point out the concept, role and characteristics of Economics of Trade and Services, the contents related to Economics of Trade and Services in economic development.	2.1
CLO2	Apply scientific knowledge on Economics of Trade and Services to analyze and evaluate economic efficiency of economic organizations in the Trade and Services industry in practice.	3.4
SCLOills		
CLO3	Improve skills in collecting and analyzing information to make decisions and solve problems related to the field of Trade and Services	6.1

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
CLO4	Realize the presentation of issues in Economics of Trade and Services and social life	8.2
Attitude		
CLO5	Be able to adapt to economic, social, environmental to trade and service impacts for economic development.	10.3

3. Course description

KT03024: Economics of Trade and Services (02:02-0-0). This module includes overview information on Trade and Services, goods distribution system, e-commerce, service economics as well such as economic and service issues in the integration period. Students understand the role, characteristics, nature of production and business forms, distribution channel system as well as contents in developing trade and services for economic development.

This course includes the following main topics:

- General introduction of trade and services
- Goods and service distribution system
- E-commerce
- Service economics
- Trade and Services business and Integration

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teachching methods					
Lecturing	X	X	X		
Teaching through discussion	X	X	X	X	X
Group discusion		X	X	X	X
Assessment					
Rubric 1. Evaluate participation in discussion (10%)	X	X			
Rubric 2: Group presentation (30%)		X	X	X	X
Final exam (60%)	X	X	X	X	

5. Student tasks

- Attendance: All students attending this module must attend lectures in class in accordance with university's regulations.

o Prepare for the lecture: All students attending this module must read reference books and do exercises before coming to class at the specific request of the lecturer in each class session.

o All students must review the materials provided by the lecturer, do the group presentation requested by the lecturer

o Final exam: All students taking this course must take the final exam (the final exam is 60 minutes long)

o Students participate in scheduled online lessons

6. Text books and references

* *Text books*

14. Dang Dinh Dao (2019). Commercial Economics Textbook. National Economic University Publishing House.
15. Nguyen Viet Dang (2016). Lectures on trade and service economics. Vietnam National University of Agriculture
16. Dinh Van Dan, Nguyen Viet Dang, Quyen Dinh Ha (2009). Textbook of Economics of Trade and Services , Agricultural Publishing House, Hanoi.
17. Tran Van Hoe (2007), E-commerce textbook, National Economics University Publishing House, Hanoi.

* *References:*

16. Fitzsimmons, J. A. and M. J. Fitzsimmons (2006). Service Management: Operations, Strategy, and Information Technology, 5th ed. McGraw Hill.
17. Krugman, Paul R.; Obstfeld, Maurice,; Melitz, Marc J. (2018). International Trade : Theory & Policy. New York : Pearson Education
18. Dang Xuan Phi (2016) Attracting tourists to the Hung Temple historical relic area. Economics and Forecasting 2016, Special Issue 3 p.3-5. 2016.

7. Course outline

Week	Content	Course expected learning outcomes
1-2	Chapter 1: General introduction to trade and services	
	A/ The main content: (4 hours) Theory: 04 hours 1.1. Trade and services industry 1.2. Basic concepts of trade and services 1.3. The role and characteristics of the trade and service industry 1.4 Some major theories of commerce 1.5 Trade and services business environment Class discussion: (0 hours)	CLO1, CLO2, CLO3, CLO4

	B/ Home work : (08 hours) 1.5. Characteristics of trade in services and trade in goods	CLO1, CLO2, CLO3, CLO4
2-4	Chapter 2: Goods and service distribution system	
	A/ Main content : (7 hours) Theory: 05 hours 2.1. Source of goods for commercial and services business 2.2. Distribution channels of goods and services 2.3. Stocking of goods in commercial and services business Class discussion: (2 hours) Main channels of consumption of agricultural products of Vietnam	CLO1, CLO2, CLO3, CLO4
	B/ Home work: (14 hours) Theory of distribution channels of goods and services	CLO1, CLO2, CLO3, CLO4
4-6	Chapter 3: E-commerce	
	A/ Main content: (7 hours) Theory: 4 hours 3.1. Overview of e-commerce 3.2. E-commerce development facility 3.3. Major e-commerce models 3.4. E-commerce application Class discussion: (03 hours) Trends in the existence and development of e-commerce in Vietnam and in the world	CLO1, CLO2, CLO3, CLO4
	B/ Home work: (14 hours) Collecting information on e-commerce models in Vietnam	CLO1, CLO2, CLO3, CLO4 , CLO5
6-8	Chapter 4: Service Economics	
	A/ Main content: (7 hours) Theory : 4 hours 4.1. Economic issues in service business 4.2. Cost of production and cost of service delivery 4.3. Queuing theory 4.4. Service pricing 4.5. Service quality rating Class discussion: (3 hours) Criteria for evaluating service quality	CLO1, CLO2, CLO3, CLO4
	B/ Home work: (14 hours)	CLO1, CLO2, CLO3, CLO4 , CLO5

	Collect information on service business models and lessons learned from success/failure	
8-10	Chapter 5: Trade and Services business and Integration	
	A/ Main content: (5 hours) Theory: 05 hours 5.1. Import and export markets and prices 5.2. WTO and trade and services business 5.3. Economic and social effects of trade barriers 5.4. Trade and services business development strategies Discussion content: 0 hours B/ Self-study content: (10 hours) The theory of trade barriers in economic integration	CLO1, CLO2, CLO3, CLO4 CLO1, CLO2, CLO3, CLO4 , CLO5

Course (KT03028): (DEVELOPMENT ECONOMICS)

1. General information

- Term: 2
- Credits: **Total credits: 3 (Lecture: 3 – Practice: 0)**
- **Self-study: 9** credits
- Credit hours for teaching and learning activities: 45 hrs
- Self-study: 135 hrs.
- Department conducting the course:
 - Department: Rural Development
 - Faculty: Agricultural Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized x	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective x

- Prerequisite course(s): None

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: Course provided for students with knowledge in economic growth and development, theories of economic development, national resources and development, international economic relations and development, The issues of economic development facing by developing countries
- Skills: Course provide students with skills in: Applying measurement methods and theories in assessing economic and development issues; Analyzing the development of a region, a country

- Attitude: Course provide students with attitudes in the initiative, consciousness, civic responsibility by actions that contribute to the sustainable development of the country

*** Course expected learning outcomes**

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Analyze the socio-economic development trends of a country and a locality through theories and development strategies and evaluate factors affecting socio-economic development trends in general, trends agricultural development in particular	2.3
CLO2	To develop goals for the national and local socio-economic development strategies that are suitable to the domestic and world contexts.	3.2
Skills		
CLO3	Implement a project outline related to the socio-economic development of a locality based on available resources.	8.3
Attitude		
CLO4	Maintain active learning, positive searching for documents and discussing with others	10.2

3. Course description

Brief description of the course: This course consist of 6 chapters with main contents followings: Basic problems of development economics; Theories of economic growth and development; National resources of economic development, International economic relations and development, Socio-economic and environmental issues in the development process, and Development strategies

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4
Teaching methods				
Lecturing	x	x	x	x
- In class				
- Online via MS Teams				

Teaching through practical work	x	x	x	x
Assessment				
Rubric 1. Class attendance (10%)	x	x		x
Rubric 2. Group assignments and seminars (30%)			x	x
Final exam (60%).	x	x		

5.

Student tasks

- Attendance: All students taking this course must attend all classes, discussions, and assignments.
- Preparation for the lecture: All students taking this course must read textbooks, lectures, reference materials before going to class.
- Assignment: All students taking this course must complete class assignments, write research papers in group.
- Presentation and Discussion: All students taking this course must prepare presentations in groups, each group of 3-5 students. Each group make a presentation on a specific topic that introduced by the teacher on the first time of course.
- Final exam: All students participating in this course must take the final exam, the content of all the knowledge learned.

6. Text books and references

* Text Books/Lecture Notes:

1. Nguyen Thi Minh Hien, Nguyen Trong Dac, Nguyen Minh Duc, Tran Manh Hai, Do Thi Thanh Huyen (2019). Development Economics. Publishing House of Agricultural National University, Ha Noi.
2. Nguyen Minh Duc & Quyen Dinh Ha (2020). Development Theory. Publishing House of Agricultural National University.
3. N. Gregory Mankiw (2018). *Principles of economics*. Cengage technology edition.

* Online References:

1. Website of Ministries:
 - Ministry of Industry and Trade: www.moit.gov.vn
 - Ministry of Planning and Investment: www.mpi.gov.vn
 - Ministry of Agriculture and Rural Development: www.mard.gov.vn
2. UNDP (2019). *Human Development Report 2019: Beyond income, beyond averages, beyond today: Inequalities in human development in the 21st century*. At: <http://hdr.undp.org/sites/default/files/hdr2019.pdf>

7. Course outline

Week	Content	Course expected learning outcomes
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1-4	Chapter 1: Basic problems of development economics (10 hrs)	
	1.1 Key terms: economic growth and development, and sustainable development 1.2 The historical view points of economic development 1.3 Economic growth and development facets 1.4 Measuring national economic growth and development	CLO1,4
	B/ Self- study contents: (30 hrs) Students prepare their lessons at home	CLO1,4
5-6	Chapter 2: Theories of economic growth and development (7 hrs)	
	2.1 General overview 2.2 The theory of linear economic development 2.3 The theory of economic structural change 2.4 The theory of international dependence 2.5 Neoclassical development theory 2.6 Modern economic development theory	CLO1,4
	B/ Self- study contents: (21 hrs) Students prepare their lessons at home	CLO1,4
7	Chapter 3 - National resources of economic development (4 hrs)	
	3.1 General overview 3.2 Human capital and development 3.3 Natural capital and development 3.4 Technology and development 3.5 Financial capital and development	CLO2,4
	B/ Self- study contents: (12 hrs) Students prepare their lessons at home	CLO2,4
8	Seminar on National resources of economic development (3hrs)	CLO2,3,4
	B/ Self- study contents: (9 hrs) Students prepare their lessons at home	CLO2,3,4
9	Chapter 4 - International economic relations and development (4 hrs)	
	4.1 The context of economic development in a globalized environment 4.2 International Trade and Development	CLO2,4

	4.3 International investment and development 4.3 ODA and development 4.4 Vietnam's international integration process	
	B/ Self- study contents: (12 hrs) Students prepare their lessons at home	CLO2,4
10	Seminar on International economic relations and development (3 hrs)	CLO2,3,4
	B/ Self- study contents (9 hrs) Students prepare their lessons at home	CLO2,3,4
11-12	Chapter 5 - Socio-economic and environmental issues in the development process (5 hrs)	
	5.1 Identify problems in development 5.2 Poverty and inequality in development 5.3 Employment and unemployment 5.4 Rural-urban migration Population and development 5.5 Industrialization and urbanization Environment and development	CLO2,4
	B/ Self- study contents (15 hrs) Students prepare their lessons at home	CLO2,4
13-14	Seminar on Economic, social and environmental issues in the development process (4 hrs)	CLO2,3,4
	B/ Self- study contents (15 hrs) Students prepare their lessons at home	CLO2,3,4
15	Chapter 6 - Development strategies (4 hrs)	
	6.1 Development Strategies 6.2 Agriculture, rural and development 6.3 Industry and development 6.4 Globalization and Development 6.5 Vietnam's development strategy	CLO2,4
	B/ Self- study contents (12 hrs) Students prepare their lessons at home	CLO2,4

Course (KT03030): GENDER IN RURAL DEVELOPMENT

1. General information

- Semester: 3
- Credit: **Total credits 02 (Lecturing: 02 – Practicing: 0 – Seft learning: 06)**
- Credit hours for teaching and learning activities
 - Lectures: 22 hrs
 - Presentation and Discussion: 8 hrs
- Seft learning: 90 hrs
- Department conducting the course:
 - Department of Rural Development
 - Faculty of Agricultural Economics and Rural Development

- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input checked="" type="checkbox"/>

- Prerequisite course(s): None

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: Course provided for students with knowledge in gender in rural development, applying gender knowledge, gender research tools in the design of gender studies in rural development
- Skills: Course provide students with skills in critical analytical thinking skills on gender issues in rural development, gender benefits and sustainable development
- Attitude: Course provide students with a positive attitude in learning and development.

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Analyze gender issues in rural development trends and assessment factors affecting gender equality in rural development	2.3

CLO 2	Develop objectives, and methods to implement a PRA tool to serve gender analysis in sustainable agricultural production and business development in the context of globalization	3.1
Skills		
CLO 3	Apply a combination of analytical and critical thinking in debating gender issues in rural development towards ensuring gender benefits and sustainable development	4.4
CLO 4	Implement proposed research on gender in rural development	8.3
Attitude		
CLO 5	Be open to different and creative ideas on gender issues in rural development	10.3

3. Course description

Brief description of the course: This course provides basic concepts of gender, gender benefits and the relationship between gender issues in agricultural and rural development. Gender research tools and ways of implementing gender research in rural development.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods					
Lecturing	x	X	x	x	x
Teaching through discussion	x	x	x	x	x
Group-based learning	x		x	x	X
Assessment					
Rubric 1. Assignments (10%)					x
Rubric 2. Group presentation (30%)	x		x	x	
Final exam (60%)	x	x	x		

5. Student tasks

- Attendance: All students must attend minimum 75% of theory hours
- Preparation for the lecture: All students read the material in advance before coming to class
- Assignment: All students must complete the assignment as required

- Presentation and Discussion: All students must have a group presentation, each group of 3-7 students
- Final exam: All students who are eligible to take the exam must take the final exam according to the exam schedule of VNUA

6. Text books and references

* *Text Books/Lecture Notes:*

- *Lectures:* Nguyen Thi Minh Hien, Mai Lan Phuong, Nguyen Thi Phuong, Bach Van Thuy (2020). Gender in rural development
- *Textbooks:* Nguyen Thi Minh Hien, Mai Lan Phuong, Nguyen Thi Thu Phuong, Bach Van Thuy Nguyen Thi Phuong (2022). Gender and development. Publishing Vietnam national university of agriculture.

* *Additional references:*

- Adam Pain and Kjell Hansen (2019). Rural Development. Routledge, London
- Mai Thanh Cuc, Quyen Dinh Ha, Do Thi Nhai, Do Thi Thanh Huyen (2019). Community development. Publishing Vietnam national university of agriculture.
- Nguyen Phuong Le (2021). Qualitative research methods in agricultural research and rural development. Publishing Vietnam national university of agriculture.
- Quyen Dinh Ha, Mai Thanh Cuc, Nguyen Trong Dac, Nguyen Thi Thu Phuong, Nguyen Thi Tuyet Lan (2020). Rural Development. Publishing Vietnam national university of agriculture.

7. Course outline

Week	Content	Course expected learning outcomes
1	Chapter 1: Introduction (3 hrs)	
	A/ Main contents: (3 hours)	CLO1, 5
	1.1 Gender in rural development and the emergence of gender science in rural development:	
	1.2 Objectives, and tasks of the subject	
	B/ Self-study contents: (9 hours)	

	<i>Students read documents about the necessity of gender in rural development, rural problems in Vietnam</i>	
2,3,4	Chapter 2: Theoretical overview of gender	
	A/ Main contents (9 hours) 2.1 Basic concepts of gender 2.2 Gender roles 2.3 Gender needs 2.4 Factors affecting gender	CLO1, 3, 5
	B/ Self-study contents: (27 hours) Students do pre-study at home: theories about gender, gender needs, gender responsibility, gender inequality, gender equality, factors affecting gender	
5,6,7,8	Chapter 3: Contents of gender research in rural development A/ Main contents (10 hours) 3.1 The role of gender in rural development 3.2 Gender content in rural development 3.3 Issues and orientations for gender development in rural areas	CLO3, 4, 5
	B/ Self-study contents: (30 hours) Students prepare at home the following contents: Read documents, scientific reports, journals on the status of gender inequality in rural development	
8,9,10	Chapter 4: Research and analysis of gender in rural development A/ Main contents (8 hours) 4.1 Areas of research on gender 4.2 Approaches to gender research 4.3 Gender analysis 4.4 Gender and development indicators 4.5 Organizing the implementation of the proposed gender study in rural development	CLO 2,4, 5

	B/ Self-study contents: (24 hours)	
	Students prepare their own content related to gender research approaches, gender research tools and research outlines	

Course KT03031: Project Management

1 General information

- Term: 8
- Credits: **3**
(Lecture 03 – Practical – Self-Learning 9)
- Credit hours for teaching and learning activities:
 - + Lecture: 20
 - + Exercises on class: 10
 - + Presentation and Discussion: 15
 - + Self-Learning: 135
- Department conducting the course:
 - Department: Rural development
 - Faculty : Economic and rural development
- Kind of the course:

Foundation <input type="checkbox"/>		Professionals X			
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Fundamental <input type="checkbox"/>		Specialized X	
		Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory X	Elective <input type="checkbox"/>

- Prerequisite course:
- Level: For master student
- \Course language: English Vietnamese X

2. Program learning outcomes

Program learning outcomes and program's performance criteria to which the course contributes:

Program learning outcomes After successfully completing this program, students are able to	Program Learning outcome's performance criteria
Professional Knowledge	
PLO2. Evaluate solutions for agricultural economic development based on requirements for sustainable development and harmonization of interests of stakeholders	2.3. Analyze agricultural economic development trends and evaluate the factors affecting each of these development trends.
PLO3. Develop strategies for sustainable agribusiness development in the context of globalization.	3.4. Develop methods and plans to evaluate strategies for agricultural production and business development, natural resource and environmental management for sustainable rural development in the context of globalization.
Generic Skills	
PLO4. Apply critical thinking, creative thinking in solving problems of the agricultural economics	4.4. Apply proficiently creative thinking in solving problems towards ensuring the interests of stakeholders and sustainable development.
PLO5. Collaborate effectively as a team member or leader, create a collaborative and inclusive environment, and create and implement work plans that meet goals.	5.1. Coordinate skills of planning and time management effectively during teamwork
Professional Skills	
PLO8. Implement Effectively the community education programs on policies, solutions for socio-economic development, science and technology in the agricultural and rural areas.	8.3. Implement projects and solutions for socio-economic development in agriculture and rural areas to meet the set goals.
	8.4. Effectively implement community education programs on agriculture and rural development.
PLO10. Demonstrate the lifelong learning pursuit and the spirit of innovation.	10.2. Be willing to learn when there are opportunities to improve knowledge and capacity.

3. Course objectives and Expected learning outcomes

* **Course objectives:** This course aims to provide students with the basic understanding of how organizations plan and execute projects. The objective of this course is to teach the methodology which is internationally adopted for the conception and evaluation of development projects. After completing the course the student is expected to use the tools of conception and evaluation of projects Apply the principles of PCM Define indicators of follow-up of project Criticize specific studies.

4. Teaching and learning & assessment methods

CELO	CLO1	CLO2	CLO3	CLO4	CLO5	CLO6	CLO7
Teaching methods							
Lecturing	x	x	x	x	x	x	x
Project	x	x	x	x	x	x	x
Assessment							
Rubric 1. Project assessment in group	x	x	x	x	x	x	x
Rubric 2. Group discussion and presentation	x	x	x	x	x	x	x
Rubric Final exam (60%)	x	x	x				

5. Student tasks

- Attendance: All students taking this course must....
- Preparation for the lecture: All students taking this course must read the relevant book chapter
- Assignment: All students taking this course must work in group
- Presentation and Discussion: All students taking this course must do and present group work
- Mid-term exam
- Final exam

6. Text books and references

1. Nguyen Thi Minh Hien, Mai Lan Phuong et al. (2020). Project Management. VNUA Publish house
2. Nguyen Phuong Le (2021). Lecture on qualitative methods in agricultural and rural development. VNUA Publish house
3. Kanshahu, Audace I (2000). Planning and implementing sustainable projects in developing countries. USA
4. John J. Wild (2010). Financial accounting fundamentals. New York : McGraw-Hill/Irwin, 2013.

7. Course outline

Week	Content	Course expected learning outcomes
1,2,3	Chapter 1 An Overview of Project Management	CLO1

	<p>A/ Main contents (8 hours)</p> <p>Theory:</p> <p>1.1. Project concepts (concepts, characteristics, classification...)</p> <p>1.2. Project management (concepts, function, contents)</p> <p>1.3. Project life cycle</p> <p>Discussion content</p> <p>Discuss the main contents of the project: the intervention logic of the project and the project cycle</p>	
	<p>B/Home work:</p> <p>Reading the documents for understanding the different concept of projects management (24 tiết)</p>	
4,5,6,7,8	Chapter 2: Project Design management (20 hours)	CLO2, CLO3
	<p>. Theory (5 hours)</p> <p>2.1. Project idea management</p> <p>2.2. Project design</p> <p>2.3. Project Feasibility Study Management</p> <p>2.4. Project Appraisal Management</p> <p>Project (15 Hours)</p> <ul style="list-style-type: none"> - - Students survey the field to identify ideas for agricultural production/business projects - - Write a proposal for an agricultural production/business project/form a logical framework - Evaluate the feasibility of the project proposal 	
	<p>B/Home work:</p> <p>Sinh viên tự chuẩn bị bài (60 hours)</p>
9,10,11,12	Chapter 3. Implementation Management (12 hours)	CLO 4, CLO5, CLO 6
	<p>Theory (5 hours)</p> <p>3.1. Project planning</p> <p>3.2. Project management organization</p> <p>3.3. Monitor/Evaluate project implementation</p> <p>Project / seminar (7 hours)</p> <ul style="list-style-type: none"> - Develop project execution plan - Developing budget and cost plans - Develop project monitoring criteria 	
	B/ Homework
13,14,15	Chapter 4: Project closure (5hours)	CLO3, CLO5

	Theory (2 hours) 4.1. Transfer of project results 4.2. Post-Project Assessment (Project Impact Assessment) Project (3 hours) Develop criteria and indicators for the evaluation of the project's completion and impact assessment	
	B/ Homework: (15 hours)	

KT03040: Production Economics

1. General information

- Term: 7
- Credits: **Total credits 2 (Main contents: 2 – Practice: 0)**
- **Self-study: 6** credits
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 90 hrs.
- Department conducting the course:
 - Department: Department of Quantitative Analysis
 - Faculty: Faculty of Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input checked="" type="checkbox"/>

- Prerequisite course(s): None

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: The course provided for students with knowledge in concepts, basic principles on economics in production in general, agricultural economics in specific and apply some common production functions in estimation, production efficiency analysis and economic efficiency; Argue and solve problems, research and discover knowledge in agricultural production economics.
- Skills: The course practices students with skills in applying some basic production economics analyzing software to estimate, analyze some production functions that help to make decision making in production.

- Attitude: The course performs students with attitudes in working responsibility, professional ethnicity, and active in economic research, management, business, accounting, etc., responsible for common activities such as those discussed in class, and have a high sense of self-study and apply the subject to practice.

*** *Course expected learning outcomes***

This course contributes to program expected learning outcomes as follows:

I – Introduction; P – Practice; R – Reinforce; M – Master

Course code	Course name	Program learning outcome's performance criteria			
KT3040	Production economics	2.4	3.1	4.3	10.1
		M	M	M	R

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Evaluated the usage of inputs of a production and types of production costs and profit of enterprises and types of production risks.	2.4
CLO 2	Developed a production function model to analyze the using efficiency of production inputs.	3.1
General skills		
CLO 3	Apply proficiently production functions, cost function and profit functions to help producers make right production decisions.	4.3
Autonomy and Responsibility		
CLO 4	Identify clearly limitations in using functions to analyze production procedures.	10.1

3. Course description

KT03040: Production Economics (02: 02-0-06): This course consists 04 chapters that aims to equip economic theories of production, basic production functions used in economic efficiency analysis, cost and profit analysis, decision making under conditions of risk and uncertainty.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4
Teaching methods				
Lecturing <ul style="list-style-type: none"> - In class - Online via MS Teams 	x	x	x	x
Teaching through group discussion		x		
Assessment				

Rubric 1. Attendance (10%)				x
Process Evaluation (30%)				
Indicator table-Midterm exam (50%)	x			
Rubric 2. Group exercise (50%)		x	x	
Final Evaluation				
Indicator table- Final exam (60%)	x	x	x	x

5. Student tasks

- Attendance: All students take part in this course must attend classes at least 75% of design hours according to the regulations of the Ministry of Education and Training; Participating in online lessons: students must open webcams when requested by teachers, and must participate in all training activities interactively. Need to prepare student card for attendance at the beginning and at random (if any).
- Preparation for the Main contents: All students attending this course are required to read the textbook and reference materials before joining in class as requested by the Main contentsr. If students study online, students must be online 2 minutes before class starts.
- Mid-term exam: All students must attend the midterm exam that the content limited to Chapter 1,2. If students miss the midterm exam, students will be banned from taking the final exam.
- Final exam: All students who participated in this course must take the final exam, the content of the final exam is the whole knowledge have learned.

6. Text books and references

* *Text Books/Main contents Notes:*

Main contents note of production economics in PPT, Department of Quantitative Analysis, Faculty of Economics and Rural Development, Vietnam National University of Agriculture.

* *Additional references:*

1. Pham Van Hung, Tran Dinh Thao, Nguyen Thi Duong Nga, Duong Nam Ha (2011). Textbook of Econometrics, Labour and Social Publisher company limited, Hanoi (in Vietnamese: Phạm Văn Hùng, Trần Đình Thao, Nguyễn Thị Dương Nga, Dương Nam Hà (2011). Giáo trình Kinh tế lượng, Nhà xuất bản Lao động – Xã Hội, Hà Nội).
2. Nguyen Hai Thanh (2005). Applied Informatics in Agriculture, Science and Technics Publishing House, Hanoi (in Vietnamese: Nguyễn Hải Thanh và cộng sự (2005). Tin học ứng dụng trong ngành nông nghiệp, Nhà xuất bản Khoa học và Kỹ thuật, Hà Nội).

3. Yoe, Charles E (2019). Principles of Risk Analysis : decision making under uncertainty, Boca Raton : CRC Press/Taylor & Francis Group Publisher.
4. Do Kim Chung (2020). Textbook of agricultural economics. Publisher of Vietnam National University of Agriculture (in Vietnamese: Đỗ Kim Chung (2020). Giáo trình kinh tế nông nghiệp. Nhà xuất bản Học viện Nông nghiệp, 2021).

7. Course outline

Week	Content	Course expected learning outcomes
4	Chapter 1: The subjects, contents and approaches to the course	
	A/Main contents: (3 hours) Theories: (3 hours) 1.1. Some issues in economics and production economics 1.2. The research subject 1.3. The research contents 1.4. Research methodology	
	B/Self-study contents (9 hours) 1.5. Preparing the content of chapter 1	
2,3,4,5	Chapter 2: Production analysis	
	A/Main contents:: (14 hours) Theories: (9 hours) 2.1.The concepts of production functions 2.2. Utilization of production functions 2.3. Production with one variable input 2.4 Production with two variable inputs 2.5. Some popular production functions The content of group project and presentation: (5 hours) Exercises on chapter 2	CLO1, CLO2, CLO3, CLO 4
	B/Self-study contents (52 hours) Preparing the content of chapter 2 and doing exercise of chapter 2	CLO1, CLO2, CLO3, CLO 4
5,6,7	Chapter 3: Production cost analysis	
	A/Main contents: (5 hours) Theories: (4 hours) 3.1. The concept of production cost 3.2. Classification of production cost 3.3. Production cost classification in short-term 3.4. Production cost classification in long-term 3.5 Production cost function and cost minimization The content of group project and presentation: (1 hour) Exercises on chapter 3	CLO1, CLO3

	B/Self-study contents(15 hours) Preparing the content of chapter 3 and doing exercise of chapter 3	CLO1, CLO3
8,9	Chapter 4: Profit analysis	
	A/Main contents: (4 hours) Theories:(3 hours) 4.1. Basic issues related to profit 4.2. Profit maximization 4.3. Pricing toward profit The content of group project and presentation: (1 hour) Exercises on chapter 4	CLO1, CLO33
	B/Self-study contents(12 hours) Preparing the content of chapter 4 and doing exercise of chapter 4	CLO1, CLO3
	Chapter 5: Decision making in the risk and uncertainty condition	
9,10	A/Main contents: (4 hours) Theory concepts: (3 hours) 5.1 The concepts of risk and uncertainty 5.2 Analysing risk and uncertainty 5.3 Utilizing theory 5.4 The method of reducing the risk and uncertainty The content of group project and presentation: (1 hour) Exercises on chapter 5	CLO1, CLO3
	B/Self-study contents(12 hours) Preparing the content of chapter 5 and doing exercise of chapter 5	CLO1, CLO3

KT03058: RISK MANAGEMENT IN AGRICULTURE

I. General information

- Term: 5
- Credits: 02 (**Lecture: 02 - Practice: 00 - Self-study: 06**)
- Credit hours for teaching and learning activities
 - Works at school: 25 hrs
 - Field work: 00 hrs
 - Presentation and Discussion: 05 hrs
- Self-study: 90 hrs (according to personal plan or supervisor's instructions)
- Department conducting the course:
 - Departments: Planning and Investment
 - Faculty: Economics and Rural Development

○ Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized <input type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input checked="" type="checkbox"/>

○ Course's language: English ☐ Vietnamese ☒

2. Course objectives and expected learning outcomes

* *Course objectives:*

- *Course provided for students with knowledge in:*

- Apply theories in building visions and strategic goals for sustainable agricultural production and business development in the context of globalization.
- Apply knowledge of risk management in determining the cause, extent of damage and impact of risks for agricultural production and business activities to develop risk management strategies in agriculture from micro to macro levels

- *Course provide students with skills in:*

- Apply proficiently creative thinking in problem solving on risk management in agriculture towards ensuring the interests of stakeholders and sustainable development.
- Implement effectively the contents of risk management in agriculture in the community education program and the socio-economic development policies in agriculture and rural areas.

- *Course provide students with attitudes in:*

- Forming the initiative, creativity, responsibility and initiative to seize opportunities to improve knowledge and capacity

* *Course expected learning outcomes*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Apply theories in building visions and strategic goals for sustainable agricultural production and business development in the context globalization.	3.2
CLO2	Apply knowledge of risk management in determining the cause, extent damage and impact of risks for agricultural production and business activities to develop risk management strategies in agriculture from micro to macro levels	3.2
Skills		

CLO3	Apply proficiently creative thinking in problem solving on risk management in agriculture towards ensuring the interests of stakeholders and sustainable development.	4.4
CLO4	Implement effectively the contents of risk management in agriculture in the community education program and the socio-economic development policies in agriculture and rural areas.	8.4
Ethics and Attitude		
CLO6	Forming the initiative, creativity, responsibility and initiative to seek opportunities to improve knowledge and capacity	10.2

3. Course description

KT03058. Risk Management in Agriculture (02: 02 – 0 – 06). This course includes: Basic of risk and risk management in agriculture; Approaches and strategies for risk management in agriculture; Risk management cycle and practical application in agriculture.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5
Teaching methods	x	x			
Lecturing	x	x	x	x	x
Group-based learning	x		x	x	x
Teaching through practical work	x		x	x	
Assessment					
Rubric 1. Evaluation of class discussion	x	x			
Rubric 2. Report and presentation	x	x	x	x	x
Mid-term exam	x	x	x	x	
Final exam	x	x	x	x	

5. Student tasks

- Attend all theory and discussion sessions.
- Read documents and learn, choose topics to do group exercises.
- Self-study before and after attending class.
- E-learning: Students participate in online learning by means of personal transceivers.

6. Text books and references

*** Text Books/Lecture Notes:**

Lecture on Risk Management in Agriculture, Department of Planning and Investment, Faculty of Economics and Rural Development, Vietnam National University of Agriculture.

- Charles Yeo (2019). Principles of Risk Analysis: Decision Making Under Uncertainty. CRC Press.
- George E. Rejda, Michael McNamara (2019). Principles of Risk Management and Insurance 14th Edition. Person Press.
- Paul Hopkin (2018). Fundamentals of Risk Management: Understanding, Evaluating and Implementing Effective Risk Management 5th Edition. Kogan Page Press
- Roman Marco Hohl (2019). Agricultural Risk Transfer. Wiley Press.

Course outline

Week	Content	Hours	Course expected learning outcomes
1, 2, 3	Chapter 1: Risk basics and risk management in agriculture	10	CLO1, CLO2, CLO4
1, 2, 3	A/ Main content in class: (10 hours) Content of theoretical education: (8 hours) 1.1 Overview of risks in agriculture 1.1.1. The concept of risk and risk in agriculture 1.1.2. Classification of risks in agriculture 1.1.3. Sources of risk in agriculture 1.2 Overview of risk management in agriculture 1.2.1. The concept of risk management in agriculture 1.2.2. Features of risk management in agriculture 1.2.3. The need for risk management in agriculture 1.2.4. Risk management process in agriculture 1.2.4.1. Make a risk management plan 1.2.4.2. Risk identification 1.2.4.3. Measure and assess risk 1.2.4.4. Risk handling 1.2.4.5. Risk control Discussion content: (2 hours) 1.3. Students divide into groups to discuss and present about the types of risks in agriculture and their causes		
1, 2, 3	B/ Contents that need to be studied at home: (30 periods)	30	CLO1, CLO2, CLO4

	1.4. Students read the material related to chapter 1 by themselves and answer the review questions at the end of chapter 1.		
4, 5, 6, 7, 8	Chapter 2: Approach and strategy for risk management in agriculture	15	CLO1, CLO2, CLO3, CLO4, CLO5
4, 5, 6, 7, 8	<p>A/ Summary of the main content in class: (12 hours)</p> <p>Content of theoretical education (9 hours):</p> <p>2.1 Approach to risk management</p> <p>2.1.1. By management level</p> <p>2.1.1.1. Farm supplies</p> <p>2.1.1.2. Community level outreach</p> <p>2.1.1.3. State management</p> <p>2.1.2. By manufacturing sector</p> <p>2.2. Strategies for risk management in agriculture</p> <p>2.2.1. Risk avoidance strategy</p> <p>2.2.2. Risk response strategy</p> <p>2.2.3. Risk reduction strategy</p> <p>Contents of group exercises: (3 hours)</p> <ul style="list-style-type: none"> - 2.3. Students divide into groups to discuss and do group exercises on assigned topics (application of risk analysis methods in agriculture and decision making). 	15	CLO1, CLO2, CLO3, CLO4, CLO5
4, 5, 6, 7, 8	<p>B/ Contents to be self-study at home: (45 hours)</p> <p>1. Students read documents related to methods of analysis, evaluation and investment decision making in terms of risk</p> <p>2. Students in group meetings continue to complete the required content of the group exercise according to the assigned topics.</p> <p>3. Students review and answer the questions at the end of chapter 2</p>	45	CLO1, CLO2, CLO3, CLO4, CLO5
8, 9 và 10	Chapter 3: The cycle of risk management and practical application in agriculture	5	CLO1, CLO2, CLO3, CLO4, CLO5
8, 9 và 10	<p>A/ Summary of the main content in class: (5 hours)</p> <p>Content of theoretical education: (2 hours)</p> <p>3.1. Risk management cycle in agricultural production</p>	5	CLO1, CLO2, CLO3, CLO4, CLO5

	<p>3.2. Practical application of risk management in agriculture</p> <p>3.2.1. Agricultural insurance</p> <p>3.2.2. Contract production</p> <p>3.2.3. Policies to support risk prevention and overcoming</p> <p>Content of the seminar/discussion: (3 periods)</p> <p>1.3. Students divide into groups to discuss the process and steps of risk management in agriculture according to the topics of the group exercise.</p>		
	<p>B/ Contents that need to be studied at home: (15 periods)</p> <p>1. Students read materials related to risk management in investment.</p> <p>2. Students in group meetings continue to complete the required content of the group exercise according to the assigned topics.</p> <p>3. Students review and answer questions at the end of chapter 3</p>	15	CLO1, CLO2, CLO3, CLO4, CLO5

Course (KT03067): AGRICULTURAL PRODUCT VALUE CHAIN

1. General information

- Term: 5
- Credits: Total credits 2 (Lecture: 2 – Practice: 0)
- Self-study: 9 credits
- Credit hours for teaching and learning activities: 30 hrs.
- Self-study: 60 hrs.
- Department conducting the course:
 - Department: Quantitative Analysis
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>	Fundamental <input type="checkbox"/>	Specialized <input checked="" type="checkbox"/>
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Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input checked="" type="checkbox"/>
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- Prerequisite course(s): None

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: The courses aims to provide learners with knowledge about the structure and operation of the agricultural product value chain and support activities of the public sector for the development of the agricultural value chain.
- Skills: The course trains learners in mapping, analyzing agricultural value chains and group workings
- Attitude: The course forms for learners a positive, proactive and creative attitude in socio-economic development from the perspective of the value chain.

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* *Course expected learning outcomes*

Notation	Course expected learning outcomes After successfully completing this course, students are able to	PLO performance criteria
Knowledge		
CLO1	Analyze agricultural value chain concepts which are associated with the structure, characteristics, linkages, and finance of the value chain	2.3
Skills		
CLO2	Apply creative thinking in mapping agricultural product value chains, the relationships between components of the agricultural value chain and analyzing the current situation and development trends of the value chain of some key agricultural products in the country.	4.4
CLO3	Apply communication skills in collecting information, teamwork to make decisions in upgrading agricultural value chains	6.2
CLO4	Implement action planning for agricultural value chain development to contribute to agriculture-rural development in local.	8.3
Attitude		

CLO5	Maintain honesty in data collection and assessment of agricultural product value chains.	9.1
CLO 6	Ready to raise creative ideas in agricultural value chain analysis	10.3

3. Course description

Brief description of the course: This course consists of 4 chapters including: Introduction to the subject, mapping and financial analysis in the agricultural value chain, public sector activities affecting the agricultural value chain and some key agricultural product value chains in our country.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5	CLO6
Teaching and Learning						
Lecturing	x	x				x
Project-based	x	x	x	x	x	x
Teamwork			x	x	x	x
Assessment						
Rubric 1. Study in class (10%)	x	x	x			x
Rubric 2. Group project evaluation (30%)	x	x	x	x	x	x
Final exam (written) (60%)	x	x				

5.

Student tasks

- Attendance: All students taking this course must attend at least 80% of the class hours of the course.
- Preparation for the lectures: All students taking this course must read books and lectures before coming to class (following the instructions in Section IX "Course outline").
- Individual assignments: All students taking this course must complete the homework assigned by the lecturer.
- Presentation and Discussion: All students taking this course must participate in group discussions and group presentations on selected projects.
- Course project: Every student taking this course must implement a project in groups of 3-5 students/group.

6. Text books and references

* *Textbooks/Lecture Notes:*

Nguyen Thi Duong Nga (2021). Lecture on Agricultural product value chain. Faculty of Economics and Rural Development.

* *Additional references:*

1. Võ Thị Thanh Lộc, Nguyễn Phú Sơn (2013) Giáo trình phân tích chuỗi giá trị sản phẩm, NXB Đại học Cần Thơ
2. Kỹ yếu hội thảo phát triển chuỗi giá trị nông sản phục vụ tái cơ cấu nền nông nghiệp NXB Đại học Nông nghiệp, 2017
3. Quản trị chuỗi cung ứng : Sách chuyên khảo / Nguyễn Thành Hiếu (Ch.b.) . - H. : Đại học kinh tế quốc dân, 2015 .
4. Quản trị chuỗi cung ứng. Những trải nghiệm tuyệt vời. Supply chain Management best practices / David Blanchard . - Tái bản lần thứ 2. - H.: NXB LD-XH, 2013
5. Cẩm nang ValueLinks: Phương pháp luận để thúc đẩy chuỗi giá trị
6. Cẩm nang GTZ (2007). Cẩm nang ValueLinks: Phương pháp luận để thúc đẩy chuỗi giá trị. http://valuelinks.org/wp-content/uploads/2015/09/valuelinks_manual_vn.pdf.
7. M4P. (2008). Để chuỗi giá trị hiệu quả hơn cho người nghèo. Sổ tay thực hành phân tích chuỗi giá trị. http://agro.gov.vn/vn/tID4754_De-chuoi-gia-tri-hieu-qua-hon-cho-nguoi-ngheo-So-tay-thuc-hanh-phan-tich-chuoi-gia-tri.html
8. Phương pháp phân tích chuỗi giá trị hàng nông sản. https://www.academia.edu/19797547/7._C%E1%BA%A9m_nang_ph%C6%B0%C6%A1ng_ph%C3%A1p_ph%C3%A2n_t%C3%ADch_chu%E1%BB%97i_gi%C3%A1_tr%E1%BB%8B_h%C3%A0ng_n%C3%B4ng_s%E1%BA%A3n

7. Course outline

Week	Content	Course expected learning outcomes
1-2	<i>Chapter 1: Introduction</i>	
	A/ Main content: (7 hours) Theory: (7 hours) 1.1 Main concepts 1.2 Value chain 1.3 Supply chain 1.4 Differentiate value chain and supply chain Content of exercises and discussion: (1 hours) Characteristics of upgrading of some local agricultural products	CLO1,6
	B/ Self-study contents: (14 hours) Students read Chapter 1's materials	CLO1,6
2-4	<i>Chapter 2: Mapping and financial analysis agricultural product value chain</i>	

Week	Content	Course expected learning outcomes
	<p>A/ Main content: (8 hours)</p> <p>Theory: (7 hours)</p> <p>2.1 Select a value chain for analysis</p> <p>2.2 Main tools for value chain analysis</p> <p>2.3. Mapping a value chain</p> <p>2.4. Financial analysis of agricultural product value chain</p> <p>2.5. Practice</p> <p>Content of exercises and discussion: (1hours)</p> <p>Mapping and do financial analysis for a simple value chain</p>	CLO1,2,6
	<p>B/ Self-study contents: (16 hours)</p> <p>Students read Chapter 2's materials and do group/individual exercises.</p>	CLO1,2,5
5-6	<p><i>Chapter 3: Public sector's activities influencing agricultural product value chain</i></p>	
	<p>A/ Main content: (8 hours)</p> <p>Theory: (6 hours)</p> <p>3.1 Improving private linkages</p> <p>3.2 Participation in public – private partnerships</p> <p>3.3 Introduction of product quality, ecology and social</p> <p>3.4. Improving environment for agricultural product value chain</p> <p>Content of practical teaching and exercises: (2 hours)</p> <p>- 2 hours: practice in exploring supporting activities of public sectors in some agricultural product value chain in Vietnam.</p>	CLO 2, 3,4,5,6
	<p>B/ Self-study contents: (16 hours)</p> <p>Students read Chapter 3's materials and do individual/group exercises.</p>	CLO1 2,3,4,5
6-7	<p><i>Chapter 4: Value chain of selected key agricultural products in Vietnam</i></p>	
	<p>A/ Main content: (7 hours)</p> <p>Theory: (5 hours)</p> <p>4.1 Rice</p> <p>4.2. Fruits and vegetables</p> <p>4.3 Meat</p> <p>4.4 Fishery</p> <p>Content of exercises and discussion: (2hour)</p> <p>- Understanding about agricultural product value chain in some provinces/districts/communes</p>	CLO1,2,6
	<p>B/ Self-study contents: (14 hours)</p> <p>Students read Chapter 4's materials and do individual/group exercises.</p>	CLO1,2,6

Week	Content	Course expected learning outcomes
8-10	<p><i>Project</i></p> <p>A/ Summary of the main content in class/field: (8 hours)</p> <p>+ Stage 1: Prepare project outline (1 hour)</p> <p>+ Phase 2 (fieldwork): Collecting data, analyzing data for the project (2 hours)</p> <p>+ Stage 3 : Write a project report and presentation (5 hours)</p> <p><i>B/Self-study contents: (45 hours)</i></p> <p>Students read the chapter material by themselves and do group projects.</p>	CLO1,2,3,4,5,6

KT03069: PRINCIPLES OF COMMUNITY DEVELOPMENT

1. General information

- Term: 2
- Credits: **Total credits 02 (Lecture: 02 – Practice: 0)**
- **Self-study: 6** credits
- Credit hours for teaching and learning activities: 30 hrs
- Self-study: 60 hrs.
- Department conducting the course:
 - Department: Rural Development
 - Faculty: Economics and Rural Development
- Kind of the course:

Foundation <input checked="" type="checkbox"/>		Fundamental <input type="checkbox"/>		Specialized	
Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>

- Prerequisite course(s): No

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: Course provided for students with knowledge in theory of community, theory of community development.
- Skills: Course provide students with skills to apply community development methods and community development tools, roles and skills of community facilitators in development programs
- Attitude: Course provide students with good attitudes in learning process.

*** Course expected learning outcomes**

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program performance criteria (PPC)
Knowledge		
CLO1	Building the target community based on the theory of community and community development	3.1
CLO2	Building the steps of organizing and developing community	3.3
Skills		
CLO3	Proficiently applying PRA tools to collect and analyze community situation.	4.4
CLO4	Competently incorporating roles and skills of community facilitators in development projects	5.2
CLO5	Proficiently applying group working skills to design and implement community development projects	8.1
CLO6	Proficiently applying communication skills to work with rural people	8.2
Attitude		
CLO7	Inspiring positivity in study and group work	9.2

3. Course description

KT03069 – Principles of community development. (02:02 - 00 - 06). The course consists of 6 chapters with main contents: History and progress of community development; Theory of community, theory of community development; community methods in development; PRA tools and community facilitator.

4. Teaching and learning & assessment methods

CLOs	CLO1	CLO2	CLO3	CLO4	CLO5	CLO6	CLO7
Teaching methods							
Lecturing	x	x	x	x			
Teaching through discussion	x	x					x
Group-based learning		x	x	x	x	x	
Assessment							

Rubric 1. Class attendance (10%)	x						x
Rubric 2. Group work (30%)		x	x	x	x	x	
Final exam (60%)	x	x	x	x	x	x	

5.

Student tasks

- Attendance: All students taking this course must attend all classes, discussions, and assignments.
- Preparation for the lecture: All students taking this course must read textbooks, lectures, reference materials before going to class.
- Assignment: All students must taking this course must complete class assignments
- Group work: All students taking this course must take part in working groups, each group of 6-8 students.
- Final exam: All students taking this course must take the final exam, the content of all the knowledge learned by Essay test

6. Text books and references

* *Text Books/Lecture Notes:*

1. Mai Thanh Cuc, Quyen Dinh Ha, Do Thi Nhai, Do Thi Thanh Huyen (2019). *Community Development*. Textbook, Vietnam National University of Agriculture Publishing House, Hanoi

* *Additional references:*

2. Nguyen Phuong Le (2021). *Qualitative methods in agricultural research and rural development*. Textbook, Vietnam National University of Agriculture, Hanoi.
3. Quyen Dinh Ha, Mai Thanh Cuc, Nguyen Trong Dac, Nguyen Thi Thu Phuong, Nguyen Thi Tuyet Lan (2020). *Rural Development*. Textbook, Vietnam National University of Agriculture Publishing House, Hanoi.

7. Course outline

Week	Contents	Expected Learning Outcomes
5	<i>Chapter 1: Introduction</i>	

	A/ Class lectures : (3) Theoretical content:(2) 1.1 History and progress of Community Development 1.2. Content and methodology of the subject 1.3. Objectives of the subject Content of seminar/discussion: (1) 1.4 Experience in community development in the world	CLO1, CLO7
	B/Self learning: (5) 1.5. Students read materials about history and progress of community development	CLO1, CLO7
2	Chapter 2: Some basics of community development	
	A/Class lectures: (6) Theoretical content: 2.1 Theory of Community 2.2 Theory of Community development	CLO3, CLO7
	B/Self learning: (10) 2.3 Students read perspectives of community and community development	CLO3, CLO7
3	Chapter 3: Applying community approaches in development	
	A/ Class lectures: (9) Theoretical content: (3) 3.1 Participation of community in development 3.2 Community-based development 3.3 Community-based management 3.4 Assets-based community development Content of seminar/discussion: (6) 3.5 Case study	CLO3, CLO7
	B/Self learning: (15) 3.6 Students prepare cases applying community approaches in development	CLO3, CLO7
4	Chapter 4: Tools of community development	
	A/ Class lectures: (6) Theoretical content:(3) 4.1 Definition of Participatory Rural Appraisal (PRA) 4.2 Characteristics of Participatory Rural Appraisal 4.3 Principle of Participatory Rural Appraisal 4.4 Strengths and weaknesses of Participatory Rural Appraisal	CLO4, CLO7

	<p>4.5 Main toolsof Participatory Rural Appraisal</p> <p>4.6 Advice of Participatory Rural Appraisal</p> <p>Content of seminar/discussion: (3)</p> <p>Applying PRA tools in community development programs / projects</p>	
	<p>B/Self learning: (20)</p> <p>Read the purpose, steps of implementation of the assigned PRA tools</p>	CLO4, CLO7
5	Chapter 5: Community development organization	
	<p>A/ Class lectures: (3)</p> <p>Theoretical content:(3)</p> <p>5.1. Selecting the community</p> <p>5.2. Community integration, identifying positive factors</p> <p>5.3. Building the core leadership group</p> <p>5.4. Assessing the status of the community</p> <p>5.5. Designing and implementing plans of community development</p> <p>5.6. Mobilizing groups and strengthening group organization in the community</p> <p>5.7. Learning from experience, assessing the activities of community development</p> <p>5.8. Expanding links within and outside the community</p> <p>5.9. Fostering the self-reliance of the community</p>	CLO2, CLO7
	<p>B/Self learning: (5)</p> <p>Prepare contents about the process of community development organization</p>	CLO2, CLO7
6	Chapter 6: Development cadres	
	<p>A/ Class lectures: (3)</p> <p>Theoretical content: (2)</p> <p>6.1. Definition of community development cadres</p> <p>6.2. The Role/ mission of community development cadres</p> <p>6.3. Requirements for community development cadres</p> <p>Content of seminar/discussion: (1)</p> <p>Discussing some models of community development cadres in Vietnam</p>	CLO4, CLO7
	<p>B/Self learning: (5)</p> <p>Preparing models of community development cadres in Vietnam</p>	CLO4, CLO7

KT03090: APPLIED STATISTICS FOR AGRICULTURE

1. General information

- Term: 5
- Credits: **2 (2-0-6)**
- Credit hours for teaching and learning activities:
 - + Lecture: 26 hrs
 - + Exercises and presentation on class: 4 hrs
- Self-study: 90 hrs.
- Department conducting the course:
 - Department of Quantitative Analysis
 - Faculty of Economics and Rural Development
- Kind of the course:

Foundation <input type="checkbox"/>		Fundamental <input type="checkbox"/>		Specilized <input checked="" type="checkbox"/>	
Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input type="checkbox"/>	Elective <input type="checkbox"/>	Compulsory <input checked="" type="checkbox"/>	Elective <input type="checkbox"/>

- Parallel course: None
- Prerequisite course: Principles of statistics (KT02006)
- Course language: English ☐ Vietnamese ☒

2. Course objectives and expected learning outcomes

* *Course objectives:*

- Knowledge: Course provided for students with knowledge of statistics in collecting, organizing and conveying data and information about main inputs for agricultural production, crops production, livestock and economic performance in agricultural production.
- Skills: Course provide students with skill in collecting, organizing and presenting data and information about main inputs for agricultural production, crops production, livestock and economic performance in agricultural production.
- Attitude: Course provide students with attitudes in forming a sense of honesty in collecting and quoting statistical documents

* *Course expected learning outcomes:*

Notation	Course expected learning outcomes (CLOs) After successfully completing this course, students are able to	Program expected learning outcomes
Knowledge		
CLO1	Analyze the use of inputs, situation of crops and livestock production	2.2
CLO2	Compose a set of indicators to evaluate results and economic efficiency in agricultural production	3.1
Skills		
CLO3	Apply softwares to collect and analyze data to reflect the actual situation of agricultural production	6.4
CLO4	Combine different data sources to assess results and economic efficiency in agricultural production professionally	7.2
Ethics and Attitude		
CLO5	Display honesty in collecting and quoting statistical references	9.1

3. Course description

KT03090: Applied statistics for agriculture (2:2-0-6).

This course consists of statistics for main inputs in agricultural production, crops production, livestock, and analysis of economic performance in agricultural production.

4. Teaching and learning methods

1. Teaching methods

CLOs	CLO 1	CLO 2	CLO 3	CLO 4	CLO 5
Teaching methods					
Lecturing	x	x			
Teaching through guiding students to do excercises	x	x	x	x	
Teaching through guiding students to do a group excercise			x	x	x
Assessment					
Rubric 1: Assessing studying process (10%)	x	x	x	x	

Rubric 2: Doing and presenting a group exercise (30%)		x		x	x
Final exam (60%)	x	x	x	x	

5. Student tasks

- Attendance: All students taking this course must attend at least 75 percent of classes (in class or online).
- Preparation for the lecture: All students taking this course must read lectures, text books and materials before classes. If studying online, students are required to be online 2 minutes in advanced.
- Group exercise: All students taking this course must do group project and present their group project and discussion.
- Final exam: All students taking this course must take final exam.

6. Text books and references

* *Text books/Lecture notes:*

1. Bonamente, Massimiliano (2017). Statistics and analysis of scientific data. New York: Springer.
2. Nguyen Huu Ngoan , To Dung Tien (2006). Textbook of Applied statistics for agriculture, Agricultural publisher.
3. Nguyen Thi Thu Huyen (2018). Lecture of Applied statistics for agriculture.
4. Anderson, David R. (2018) Essentials of modern business statistics with Microsoft Office Excel. Australia: Cengage Learning

* *Additional references:*

1. Website of Vietnamese General Statistic Office, <http://www.gso.gov.vn>

7. Course outline

Week	Content	Course expected learning outcomes
1, 2, 3	<p>Chapter 1. Applied statistics for main inputs in agricultural production</p> <p>A. Lecture (8)</p> <p>1.1 Applied statistics for agricultural land</p> <p>1.1.1 Concept of agricultural land</p> <p>1.1.2 Classification of agricultural land</p> <p>1.1.3 Indicators describing use and management of agricultural land</p> <p>1.2 Applied statistics for fixed asset</p> <p>1.2.1 Concept of fixed asset</p>	CLO1, 3, 5

	1.2.2 Classification of fixed asset 1.2.3 Indicators describing use and management of fixed land 1.3 Applied statistics for labour 1.3.1 Concept of agricultural labour 1.3.2 Classification of agricultural labour 1.3.3 Indicators describing use and management of agricultural labour B. Practice (24) 1.4 Doing exercises related to applied statistics for main inputs in agricultural production	
3, 4,5	Chapter 2. Applied statistics for crops production A. Lecture (6) 2.1 Estimating production area 2.1.1 Concept of production area 2.1.2 Estimating production area 2.2 Productivity and products 2.2.1 Concept of productivity, crop products 2.2.2 Estimating productivity and crop products B. Practice (18) 2.3 Doing exercises related to applied statistics for crop products	CLO1, 3, 5
5,6,7	Chapter 3. Applied statistics for livestock A. Lecture (6) 3.1 Describing situation of livestock 3.2 Productivity and livestock products 3.2.1 Concept of productivity, livestock products 3.2.2 Estimating productivity and livestock products B. Practice (18) 3.3 Doing exercises related to applied statistics for livestock	CLO1, 3, 5
7,8,9	Chapter 4. Analysis of economic performance in agricultural production A. Lecture (6)	CLO2, 4, 6

	4.1 Indicators describing results of agricultural production 4.2 Indicators describing economic efficiency in agricultural production B. Doing exercises related to analysis of economic performance in agricultural production (18)	
9,10	A. Lecture (4) Group Project and presentation B. Practice (12) Group Project and presentation	CLO1, 2, 3, 4, 5