



Luiz de Queiroz College of Agriculture

Course Offerings

Degree codes:

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

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



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LES0108	Principles of Management	Alex Coltro	Historical basis for the evolution of management theories; the Classical School; The School of Human Relations; Bureaucratic School; Administration behavioral approach; Administration systematic approach; The contingency approach; The administrative functions of planning, organizing, directing and controlling.	60	1 st	11090
LES0110	Financial Administration Applied to Environmental Management	Lucilio Rogerio Aparecido Alves	The environmental issue in an enterprise administration process; Environmental management effects on enterprise resource capitation and on its own value; Enterprise management risks and environmental management factors affecting the enterprise.	75	1 st	11080
LES0111	Introduction to Environmental Management	Odaléia Telles Marcondes Machado Queiroz	Environmental management debates; Lectures given by specialists and speakers with great experience; Environmental management extra-classroom activities; Technical and practical visits to EMS enterprises for analysis and better comprehension of the environmental management process.	45	1 st	11080
LES0113	Introduction to Social Sciences	Antonio Ribeiro de Almeida Junior	Social theory basic elements; Social classes and groups; Environmental rationality; Gender relations; Racism; Cultural industry; Violence and Brazilian culture; Nature social construction.	60	1 st	11080



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LES0114	Introduction to Educational Studies	Ricardo Leite Camargo	Understanding the reasons and consequences of student failure in school and the importance of offering a quality school for all, that values citizenship, inclusion of the lower classes and the skills necessary for life in society, labor and maintenance of values and democratic ideals.	90	2 nd	11070
LES0126	Applied Mathematics I	Vitor Augusto Ozaki	Functions; Limits; Continuity; Derivation; Function studies; Derived applications; Differentials; Indefinite integration; Definite integration and definite integral application.	60	1 st	11090
LES0129	Sociology and Extension	Dalcio Caron Maria Elisa de Paula Eduardo Garavello	Humanities, physical and biological sciences relations; Morphological problems; The colonial heritage; Labor relations in the field; Agricultural industrialization; New agricultural production forms; Agricultural research and rural extension.	60	1 st	11020 11010 11090
LES0130	Issues of Science History and Methodology	Adalmir Leonidio	Science concept; Scientific research methodology concept; Scientific research concept; Scientific research methodology; Scientific research initiation project elaboration and presentation.	30	2 nd	11020 11090
LES0135	Science and Society	Antonio Ribeiro de Almeida Junior	Modern scientific thinking historical origins; Institutional conditions where science is made; Science and scientific production relations. Science and bureaucracy relations; Science and empire relations; Scientific rationality and social representation; Paradigmatic transition and how to make science.	90	2 nd	11061 11080 11020 11010



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LES0140	Research Methods and Techniques in Economics	Odaléia Telles Marcondes Machado Queiroz	The concept of science; The concept of methodology for a scientific research; The concept of scientific research; The methodology of economics; Preparation and presentation of a scientific initiation research work.	60	2 nd	11050 11080
LES0144	Principles of Economics	Pedro Valentim Marques	Economics: main concepts and concerns; economic ideas evolution and their historical context; Introduction to economic problems; Microeconomics and macroeconomics theories and their importance; Economic development concepts.	30	1 st	11061
LES0149	Social and Environmental Place Construction	Odaléia Telles Marcondes Machado Queiroz	Socio-environmental place: construction process, management and organization; Reflection on paper socio-place division and its influence on environment; Socio-place arrangement comprehension and its impacts on the transformation of society and planning instruments related to consumption and place.	60	2 nd	11080 11090
LES0150	History of the Environmental Movement	Adalmir Leonidio	The development idea and its criticisms; Main currents of thought and the international environmental movement.	30	1 st	11080 11090
LES0160	Financial Mathematics	To be defined	Simple and compound capitalization; capital accumulation and updating; depreciation systems.	30	1 st	11050 11090
LES0170	Introduction to Philosophy in Management	Alex Coltro	The discipline aims to enhance student's critical thinking and logical reasoning, as well as provide students with basement on ethics and knowledge applied to administration.	30	1 st	11090



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LES0175	Social and Environmental Projects Elaboration and Analysis	Sérgio De Zen	Social and Environmental Projects Elaboration and Analysis steps; Case diagnosis; Project product offer; Production system data analysis; Suitable tool application use involving social and environmental evaluations.	75	1 st	11080
LES0177	Brazilian Environmental History	Adalmir Leonidio	Environment and deforestation history; History of knowledge and views about the natural world; History of laws and attitudes towards the environment.	30	2 nd	11080 11090
LES0180	Introduction to Management	Alex Coltro Eduardo Eugenio Spers Evaristo Marzabal Neves	Introduction to management: concepts and principles; management functions, objectives, areas and schools; Human relations and organizational structures; Marketing, ethics, social responsibility and sustainable development notions.	30	1 st	11020 11010
LES0190	Introduction to Psychology in Management	To be defined	Psychology history, its main aspects and areas; Relations between communication, interpersonal relationships and social and group behaviors; Psychology at work and in organizations: theories, management of people and teams, selection and strategies.	30	1 st	11090
LES0195	Introduction to Sociology in Management	To be defined	Discussion of key issues relating to sociology and society; The Constitution of capitalist society and the emergence of sociological thought; Industrialization and urbanization; The work in capitalist society: process and organization of work: Taylorism, Fordism and Toyotism.	30	1 st	11090



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LES0200	Social Accounting	Silvia Helena Galvao de Miranda	Economic activity actions (product, profit, consumption, savings, investment, government costs, exportation and importation) and the Brazilian System of National Accounts structure and definition; Gross National Product; Internal and external government bonds; Financing markets: structure and basic functioning mechanisms; Public finances: concepts and actions; Balance of payments and International Economics Indicators; Input-output matrix.	60	2 nd	11050 11080 11020 11010 11090
LES0201	Mathematics for Economists	Márcia Azanha Ferraz Dias de Moraes	Modeling process structure; Matrix algebra; Balance analysis in economics; Comparative static analysis; Exponential and logarithmic functions; Economic dynamics and integral calculus; Differential equations and difference basic concepts; Optimization.	60	2 nd	11050
LES0202	Economics and Management of Agro-Industrial Production Systems	Pedro Valentim Marques	The Production System Theory and their main agribusiness or agroindustrial chains; The agribusiness concept and importance; The sucro-alcohol production system; The livestock production system (bovine, swine and poultry); Oil seed production system; Coffee production system; Fiber production system; Citric production system.	60	1 st	11061 11050 11090



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LES0203	History of the Economic Thinking	Eliana Tadeu Terzi	Economics methodology; Schumpeter and the cycles and innovation theory; Keynesian Revolution; Kalech and the effective demand theory; New microeconomic theories; Penrose and the Keynesian enterprise theory; Coase and Douglas North; Recent theories: Neo-Schumpeterian, New Institutional Economics and Economic Sociology; Latin American Economic Thought - Prebisch, Furtado and Fajnzylber.	90	2 nd	11050 11080 11090
LES0205	Monograph I	Roberto Arruda de Souza Lima	Monograph theme definition; Literature selection to be reviewed; Theoretical and / or methodological background definition to be used.	210	1 st	11050
LES0208	Marketing I	Eduardo Eugenio Spers	Marketing: concepts and elements. Marketing system: elements formed. Categories quite tangible and intangible. Promotional compound: concepts and elements. Critical role of marketing in a global society.	60	2 nd	11010 11090
LES0209	Communication and Education	Laura Alves Martirani	Communication and Education; Communication Pedagogy; Communication and human relations; Communication in the classroom; Communication and education technologies; Language and cognition; Media and education; Communication and educommunication critical reading; Didactic materials for biology and agrarian sciences.	60	2 nd	11070
LES0213	Principles of Economics, Politics and Development	Roberto Arruda de Souza Lima	Agriculture importance for the economic development; Microeconomics, Macroeconomics, Commercialization and Economic policy topics.	60	1 st /2 nd	11010



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LES0217	Administration of Human Resources	Sérgio De Zen	Human resources (HR) strategic management; HR management administration principles; Human being concept in the organizational environment by ethic and valued parameters for manager development; Role of "HR in people management"; people integration in the work environment.	60	1 st	11061 11050 11080
LES0218	Principles of Marketing	Eduardo Eugenio Spers	Marketing: concepts and elements; Mercantile System: elements; Tangible and intangible categories; Promotional compound: concepts and elements; Marketing critical role in a globalized society; Social and environmental marketing notions.	90	2 nd	11061 11080
LES0220	Organizational Communication and Marketing	Laura Alves Martirani	Communication and organizational communication principles; Post-modernity, environmental crisis and contemporary society consumption; Marketing; Case studies, researches and project developments.	60	2 nd	11061 11050 11080 11020 11010 11090
LES0226	Applied Mathematics II	Márcia Azanha Ferraz Dias de Moraes Vitor Augusto Ozaki	Modeling process structure; Matrix algebra; Balance analysis in economics; Comparative static analysis; Exponential and logarithmic functions; Economic dynamics and integral calculus; Differential equations and difference basic concepts; Optimization.	60	2 nd	11090
LES0227	Organizational Behavior	To be defined	Understanding the development of organizational groups and the inter-relationship between individuals and these same groups.	30	2 nd	11090



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LES0228	Ethics and Politics	To be defined	Allow students the theoretical knowledge regarding ethics and politics, as well as its application in everyday business and institutional relationships.	30	2 nd	11090
LES0237	Society, Culture and Nature	Paulo Eduardo Moruzzi Marques	Anthropology and sociology notions, concepts, topics and debates; The cultural history of Western civilization and capitalist society characteristics; Socio environment dynamics related to society and the contemporary era; Symbolic organization and principles on our ways of thinking about the world; The anthropological and sociological approach; Changes in the knowledge paradigms in western modernity.	90	2 nd	11061 11050 11080 11020 11010 11090
LES0241	Educational Psychology II	Ricardo Leite Camargo	Education and schooling psychology; Learning process theory; Psychological development and educational process; Intrapersonal, socio-environmental and interpersonal factors in the teaching and learning process; Psycho-educational analysis and teaching and learning process; The knowledge construction in the classroom; The formal and non formal education; The alternation pedagogy; The educational practices as development contexts; Learning and development process assessment; The social inclusion and support for students with special educational needs.	90	2 nd	11070



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LES0248	Organization and Methods	Alex Coltro	Business organization and structure approaches; Organizational structure role and its evolution; Organizational environment; External and internal environment; Organizational structures and environmental dynamics; O & M methodology; O & M and the new manager profile; Management emerging themes; Management current tools.	90	1 st	11061 11050 11080
LES0250	Accounting Focused on Environmental Management	Lucilio Rogerio Aparecido Alves	Accounting basic principles; Information given by accounting; Balance sheet; Cash flow statement; Income statement; Net income rate; Accounting bases; Accounting statement analysis; Interest and tax rates; Valuation rates; Return rates; Environmental accounting; National and International rules and guidelines; Environmental information evidences; Environmental audit; Due diligences	75	1 st	11080 11020 11010
LES0255	Environment and Society	Adalmir Leonidio Antonio Ribeiro de Almeida Junior	Production; Consumption and environmental matters; Mass culture and environment; Environmental crisis or civilization crisis; Environmental movement and science; Economic and environmental rationality; State and environment; Environmental security; Social emancipation and environmental matters.	90	1 st	11061 11050 11080 11020 11010 11090
LES0261	Cultural, Scientific and Academic Activities	Laura Alves Martirani Maria Angelica Penatti Pipitone Ricardo Leite Camargo Vânia Galindo Massabni	Cultural, scientific and academic activities program and the working hour distribution.	210	1 st /2 nd	11070



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LES0266	Politics and Organization of Brazilian Education	Maria Angelica Penatti Pipitone	Education historical aspects; Evolution of the school as an institution; The school system in Brazil; Administrative structure of basic and professional Education; Curriculum framework for basic and professional education; Teaching legislation; Financial resources and education; School management and its relationship with the community.	60	1 st	11070
LES0268	Institutions of Law	Paulo Sergio Millan	Introduction; Civil law topics; Commercial law; Tributary law; Labor law.	30	2 nd	11090
LES0269	Special Topics in Public Policy Applied to Environmental Management	Carlos Eduardo de Freitas Vian Paulo Eduardo Moruzzi Marques Silvia Helena Galvao de Miranda	Public policy concepts, sustainable development, social participation, economic policy and planning, environmental public policy.	75	2 nd	11080



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LES0270	Political Economics	Eliana Tadeu Terci	Economics methodology and Schools of Thought; Economic thought in Antiquity; Economic Thought at the dawn of capitalism; The classic analysis and criticism to mercantilism and the Physiocrats; The Marxist criticism and the contradictory evolution paradigm; Marginal analysis and value subject theory emergence to the classics; German Historical School; Institutional Economics: Veblen and Galbraith; Hilferding, Lenin and other Marxists; Recent Marxist authors and their influence in Latin America.	90	1 st	11050 11080 11090
LES0301	Brazilian Economic Formation II	Eliana Tadeu Terci	Economic policy analysis in the second half of the nineteenth and early twentieth century; Coffee peak and decay; The Brazilian industrialization beginning; The period between the two world wars; Industrialization during the 2nd World War; Brazilian economy in the post-war period; Post-War: Economic plans and mass industrialization; Industrialization substituting the importations of 1951-1963; The 1962-67 crisis, the PAEG and the economic miracle bases; Economic Miracle peak and crises in the 70s.	90	1 st	11050 11080



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LES0303	Tourism Management in Natural Environments	Odaléia Telles Marcondes Machado Queiroz	Tourism management and its relation with environmental factors; Tourism historical development, theoretical aspects, conceptualization, terminology and principles; Natural resources and environment bi-directional interaction with tourism; Tourism planning, management, sustainability and environment impact minimization; Tourism diversification, segmentation and fragmentation. The main current trends of Brazilian tourist market.	90	1 st	11080 11090
LES0307	Basic Statistics	Mirian Rumenos Piedade Bacchi	Descriptive Statistics: tabular and graphical representation, central tendency measures and dispersion; Probability: definitions and theorems; Probability distributions - mathematical expectation; Main distributions: binomial, Poisson and normal; Sampling notions; Statistical inference; Simple linear correlation; Regression analysis.	60	1 st	11050
LES0308	Monograph II	Roberto Arruda de Souza Lima	Data collection and processing; Monograph writing; Monograph defense; Monograph review for final version elaboration.	210	1 st /2 nd	11050



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LES0310	Agricultural Policy and Economics	Carlos Jose Caetano Bacha	Definitions and distinction between agribusiness and agribusiness; Agro business contributions in the economic development process; Economic policy instruments affecting agribusiness performance; The Brazilian agribusiness evolution from the coffee cycle to 2004; The Brazilian agricultural structure; Perspectives for the agribusiness performance in the near future.	60	2 nd	11050 11020 11010 11090
LES0315	Biological Sciences Teaching Practices I	Vânia Galindo Massabni	Analysis, selection and development of teaching practices in biological sciences; Theoretical and practical background for a high school Professor seeking professional autonomy.	150	1 st	11070
LES0317	Applied Statistics I	Mirian Rumenos Piedade Bacchi	Descriptive Statistics: tabular and graphical representation, central tendency measures and dispersion; Probability: definitions and theorems; Probability distributions - mathematical expectation; Main distributions: binomial, Poisson and normal; Sampling notions; Statistical inference; Simple linear correlation; Regression analysis.	60	1 st	11090
LES0318	Marketing II	To be defined	Marketing and Strategy; Strategic Plan; Marketing Plan; Strategic Management Market; Market Research; Marketing Intelligence; Final consumer and organizational behavior; Competitive Advantage; Segmentation; Competitor Analysis; Positioning; Growth Strategies; Diversification Strategies; International Marketing Strategies; Product Strategy; Brand Strategy; Pricing Strategy; Distribution Strategy; Communication Strategy; Managing the Marketing Effort.	60	1 st	11090



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LES0320	Labor Law	To be defined	Introduction; Individual labor law; Collective labor law; Work process; The environment of Work.	30	1 st	11090
LES0328	Organizational Structure	Alex Coltro	Analysis and understanding of the organizational structure; Development of critical perception about the suitability of different structural models to the organizational reality.	30	1 st	11090
LES0340	Instrumentation for Biological Sciences Teaching	To be defined	Educator's instrumental preparation to consider his intellectual and reflexive activity, the Science dimension in the society and the current tendencies in the Sciences teaching area to propose, analyze and elaborate didactic experiments, materials and spaces in the Sciences formal (as the educational laboratory) and nonformal teaching, including the spaces opened by the information technology.	90	1 st /2 nd	11070
LES0342	Instrumentation for Agricultural Sciences Teaching	Rosebelly Nunes Marques	Science, technology and society perspectives in the teaching of Agricultural Sciences to the basic level and technical training; Instrumental preparation to the Agricultural Sciences programs, kits and didactic material elaboration, including the information technology and the formal education environments, especially the students' cooperatives in the school agricultural production, and also the non-formal education, especially the adapted ones to environmental education.	90	1 st	11010 11020



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LES0346	Tax Law	To be defined	General notions of tax law; The State's financial activity; The national tax system; Tribute: concept and species; Taxes, fees, benefit charges, compulsory loans and special contributions; Limitations on the taxing power; Tax constitutional principles; Immunities; The General rules of tax law; Tax legislation; Tax obligation; Tax credit; Tax administration.	30	2 nd	11090
LES0352	Operational Research I	To be defined	To introduce students in the area of operational research in order to help them in business decision making with the help of linear programming techniques.	60	2 nd	11090
LES0366	Anthropology and Rural Communities	Maria Elisa de Paula Eduardo Garavello	Anthropology as a Science; Culture concept; The agricultural world: traditional populations and local communities; Anthropology contribution on research: the qualitative method; Anthropology in action: Team work experiences in settlements, Indian communities, Quilombola communities and fishermen communities.	90	2 nd	11061 11070 11080 11020 11010 11090



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LES0370	Entrepreneurial Formation: Innovation and New Business Creation	Alex Coltro	Entrepreneurial Formation; The entrepreneurial profile; Proactive performance improvement; Opportunity identification; Opportunity transformation in concepts; Business project planning; Business project management: efficient techniques; Work methods and measures; Business project creation and innovation; Project costs and schedule administration; Project quality management; Investment opportunities identification; Market analysis; Business development and innovation; Localization theory and entrepreneurial scale; Investment project financings; Sensitivity analysis. Entrepreneurship and innovation: strategic leadership.	90	2 nd	11061 11050 11080 11020 11010 11090
LES0380	Family Farming, Rural Development and Multifunctionality in Agriculture	Paulo Eduardo Moruzzi Marques	The place of peasants in the capitalist and industrial modern societies and agriculture modernization contrasts; Recent agriculture and development politics for family farming strengthening in Brazil; The family farming importance examination.	90	1 st	11020 11010 11090
LES0385	Commercial Law	To be defined	The discipline aims to provide students contact with the legislation governing the commercial companies.	30	1 st	11090



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LES0407	Applied Statistics II	Adriano Júlio de Barros Vicente de Azevedo Filho	Techniques of EDA (Exploratory Data Analysis) with the support of appropriate software for the exploitation of existing data through graphs and conventional statistical techniques; formulation of statistical models that can represent models of basic economic theory; parameter estimation of these models, from primary and / or secondary data; conducting statistical tests associated with the assumptions considered.	90	2 nd	11090
LES0416	Biological Sciences Teaching Practices II	Vânia Galindo Massabni	Observation, reflection, registration and participation in activities and school contexts (training teaching practices); Supervised teaching practice period.	150	2 nd	11070
LES0443	People Management	Sérgio De Zen	Policies and practices of people management in organizations	60	2 nd	11090



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LES0452	Economics and Management on Agribusiness	Silvia Helena Galvao de Miranda	Introduction to Economics and Management on Agribusiness; Agribusiness systems: methodology of analysis, coordination and management, data collecting systematics and market analysis; Organization economics and industrial organization; Agribusiness strategies: organization and growth strategies of firms, alliances, efficiency frontiers, outsourcings, fusions and acquisitions; Finances and marketing applied to agribusiness; Competitiveness and globalization; Organizations and institutions; Food quality and security; Environmental management on agro industrial system; Strategic administration of supplying chains; Case studies.	60	1 st	11061 11050 11080 11020 11010 11090
LES0453	Agricultural Future Markets and Options	Pedro Valentim Marques	Agricultural future market: agents; Main stock markets; Agricultural future market regulation in Brazil and world; Agricultural future market and options feature and function; Strategies with future markets and options; A day broker experience (visit to a broker); Visit to BM & F.	60	1 st	11050 11020 11010 11090
LES0456	Microeconomic Theory I	Humberto Francisco Silva Spolador Vitor Augusto Ozaki	Introduction; The consumer's behavior theory; The firm theory; Market balance in perfect competition; Competitive market balance analysis; Monopoly and monopsony; Monopolistic competition and oligopoly.	60	1 st	11050 11020 11010 11090
LES0458	Microeconomic Theory II	Joao Gomes Martines Filho	Monopoly and monopsony; Monopolistic competition market; Oligopoly and oligopsony; The game theory and competitive strategy; The welfare theory; Industrial organization topics.	60	2 nd	11050 11020 11010 11090



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LES0465	Operational Research II	To be defined	Non-linear programming methods, graph theory, dynamic programming and simulation systems.	60	1 st	11090
LES0470	Capital Markets	Carlos Jose Caetano Bacha Humberto Francisco Silva Spolador Roberto Arruda de Souza Lima	Economics and capital markets; National Financial System structure; Stocks and securities; Stock market and derivatives; Share investment analysis; Institutional investors; Capital market transformation and future expectations.	60	2 nd	11050 11010 11090
LES0510	Cognitive Psychology	Eneida Elisa Mello Costa	General considerations about the theory; Genetic epistemology and psychology; Biological and intellectual development; Balance, assimilation and accommodation; Intellectual development stages; Concrete and formal structures; Research practical works in mass, weight and volume conservation; biunivocal correspondence; class inclusion; distance; lie; social class, proposition logics, formal logics operating schemes.	60	1 st	11020 11010
LES0521	Food Anthropology	Maria Elisa de Paula Eduardo Garavello	Theoretical concepts on man, society and culture; Food process evolution and natural, technical, economic, social and cultural history; Food habit and ideology; Science and technology impact on food consumption.	120	1 st	11061 11090



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LES0556	Macroeconomic Theory I	Carlos Jose Caetano Bacha Roberto Arruda de Souza Lima	Macroeconomics definition; Macroeconomics development overview; Simplified Keynesian model of income determination balance; Aggregate demand curve of the IS / LM model; Aggregate supply curve; The IS/LM/BP model; Applicability of the IS / LM / BP model for economic policy interpretation.	60	1 st	11050 11080 11020 11010 11090
LES0557	Macroeconomic Theory II	Geraldo Sant Ana de Camargo Barros	Macroeconomics definition; Macroeconomics development overview; Simplified Keynesian model of income determination balance; Aggregate demand curve of the IS / LM model; Aggregate supply curve; The IS / LM / BP model; Applicability of the IS / LM / BP model for economic policy interpretation.	60	2 nd	11050 11020 11010 11090
LES0559	Economics of the Public Sector	Heloisa Lee Burnquist	The state functions; Public goods theory and social choice; Governmental incomes; Taxation principles; Resource and tax allocation; Public deficit; The Brazilian case.	60	1 st	11050 11090
LES0560	Commercialization of Agricultural Products	Mirian Rumenos Piedade Bacchi	Basic concepts; Physical market analysis; Future markets; Operational strategies.	60	1 st /2 nd	11061 11050 11010 11090



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LES0561	Contemporary Brazilian Economy	Carlos Eduardo de Freitas Vian	The 1961-64 crisis; The three-year plan of Celso Furtado; Reform aspirations; Democratic rupture; The PSI (importation substitution plan) drainage and limits; The PAEG (government economic action plan); The miracle top; Brazil's insertion in foreign economy; Foreign funds; Banking consolidation; Income distribution; Financing system reform; Inflation; The petroleum crisis; PSI structural limits; The 2nd National Development Plan 1975-79 (PND) and future escape; Petrodollar recycling; The 2nd PND debate; Capital market reform; Growth slowdown; Foreign debits; Mexican default; Growth accesses; Delfim Neto and the money flow; Fiscal crisis; Rate crisis; Redemocratization process; The constitution of 1988; Inflation reduction programs; Inertial inflation; The dollar role; Hyperinflation; Heterodox models; The crazy years of Collor; Opening to foreign trade; New industrial policy; Privatizations; Foreign crisis management; The URV plan phases; Rate issues; Demographic balance; Foreign debt and crisis; Brazilian foreign trade; The State role in the Brazilian development; The State regulator; The Brazilian Financing System and its recent transformations; The BRICS; The modern theory of economic growth; Natural resource strategies; The environment; The global agricultural markets; Poverty, income distribution and social policies; The sub-prime crisis; Capital market and development; Brazilian recent financing market.	60	2 nd	11050 11090



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LES0575	Projects Elaboration and Analysis	Fernando Curi Peres Sérgio De Zen	Agricultural projects as agricultural policy instruments; Investment projects in rural enterprise administration; Capitalization and discount techniques; Cash flow formation to agricultural projects; Depreciation; Capital cost (discount rate for private analysis); Project economic evaluation methods; Inflation; Uncertainty and risk.	60	2 nd	11061 11050 11020 11010
LES0580	Economics of Organizations	Márcia Azanha Ferraz Dias de Moraes	The firm's approach under the financial perspective and the New Institutional Economics, applied to for-profit corporation and non-profit corporation (cooperatives, foundations, associations and non-governmental organizations); Topics in network and economic viability of private investments.	60	2 nd	11090
LES0590	Industrial Organization	Márcia Azanha Ferraz Dias de Moraes	Course presentation; Agribusiness, company and market; Structure-conduct-performance paradigm; Market structure and business conduct; Market power importance and concept; Transaction cost economics; Market structure determinants; Contestable markets; Introduction to game theory; Cournot's and Bertrand's models; New	60	1 st	11050 11010
LES0596	Economics and International Trade	Heloisa Lee Burnquist	Economic opening, balance of payments and international trade policies; Foreign exchange policy; Economics and international trade basic concepts; World market evolution of agriculture and agroprocessed products; The international insertion dynamics of the Brazilian agribusiness; Data collecting systematics and international exchange rate analysis; Globalization, regionalism and the different economic integration ways; Mercosul, ALCA and agribusiness; Agriculture and trade politics of developing countries and their	60	2 nd	11050 11010 11090



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LES0611	Institutions of Law	Paulo Sergio Millan	Introduction; Civil law topics; Commercial law; Tax law; Labor law.	60	1 st	11050 11080 11020 11010
LES0614	Environmental Law	Paulo Sergio Millan	Course presentation and introduction; Environment National System; Main instruments of the national environment politics; Protected Forests, legal forest reserve and fauna; Conservation units; Hydro resources; Pollution study; Environmental Responsibility; Environmental Penal and jurisdictional trusts; The artificial, cultural and work environment; Environmental Law: specialties.	60	2 nd	11080 11090
LES0615	Supervised Internship in Economics, Administration, Human Sciences and Extension I	Pedro Valentim Marques	Economics and Administration: Internship objectives, organization dynamics, data sources, online information, computer program, specific internship development; Extension: internship nature, extension service methodology; Field trips to communities, debates, extension activities.	165	2 nd	11050 11010
LES0615	Supervised Internship in Economics, Administration, Human Sciences and Extension I	Pedro Valentim Marques	Economics and Administration: Internship objectives, organization dynamics, data sources, on line information, computer program, specific internship development; Extension: internship nature, extension service methodology; Field trips to communities, debates, extension activities.	105	1 st /2 nd	11061 11070 11080 11020 11090



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LES0625	Supervised Internship on Licentiate	Eneida Elisa Mello Costa Laura Alves Martirani Maria Angelica Penatti Pipitone Ricardo Leite Camargo Vânia Galindo Massabni	Planning, development and evaluation of a research, teaching and extension project in education, specially teaching; Content and experiences present in the licentiate program study; The project supervision aims at ensuring quality in the development process and ethical behaviour, directing technical and scientific principles, assessing relevance, feasibility and guiding the analysis of the contrast between educational and social aspects of the experiences.	105	1 st /2 nd	11070
LES0629	Cooperative Agribusiness	Marly Teresinha Pereira	Agribusiness; Capital enterprises and cooperatives; Cooperatives doctrine evolution; Cooperatives legislation; Cooperative administration; Cooperators participation and education; Cooperate enterprise financial control; Balance sheets and statements; Cooperative enterprise economic and social efficiency evaluation; Cooperatives and industrial organization; Enterprise economics and cooperate enterprise business strategies	60	2 nd	11050 11010 11090
LES0635	Supervised Internship on Economics, Administration, Human Sciences and Extension II	Pedro Valentim Marques	Economics and Administration: Internship objectives, organization dynamics, data sources, on line information, computer programs, specific internship development; Extension: internship nature, extension service methodology; Field trips to communities, debates, extension activities.	105	1 st /2 nd	11061 11050 11070 11080 11020 11010 11090



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LES0642	Transportation and Logistics in the Agro-Industrial System	Jose Vicente Caixeta Filho	Logistics general concepts; Transport systems characterization; Collection and distribution systems; Storage, management and product packaging; Warehouses and storages location; Stocking, purchasing and production scheduling control.	60	1 st	11061 11050 11020 11010 11090
LES0663	Planning and Sustainable Development	Dalcio Caron	Introduction, environment and society; Planning and intervention process, the state political action in Brazil; The agribusiness and planning and their role in Brazilian economy; The sugarcane sector as an example; New planning, development and environment trends.	60	2 nd	11050 11020 11010 11090
LES0665	Accounting and Financial Statement Analysis	Lucilio Rogerio Aparecido Alve	Accounting basic principles; Information given by Accounting; Balance sheet; Cash flow statement; Income statement; Net income rate; Accounting bases; Accounting statement analysis; Interest and tax rates; Valuation rates; Return rates.	60	1 st	11061 11050 11020 11010 11090
LES0666	Economic and Social Development	Humberto Francisco Silva Spolador	Theory and practice; Growth determinants; Politics analysis and case studies; Present debate and the Brazilian case.	60	1 st	11050 11090



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LES0667	Agribusiness Management	Joao Gomes Martinez Filho	Human relations and organizational structures; Marketing and strategic planning: concepts, strategic and operational marketing, strategic planning notions; Logistics, credit and fiscal principles; Introduction to financial administration: accounting and financial administration, organizational structure of the financial function; Cooperativism and associativism notions; Entrepreneurship and business plan.	30	1 st	11020 11010
LES0668	Financial Administration	Sérgio De Zen	The enterprise financial function; Investment alternative evaluation; Capital cost; The enterprise financial structure; Working capital administration; Financial statement analysis; Financial planning and control; The enterprise activity financing sources; Profit politics.	60	2 nd	11050 11020 11010 11090
LES0669	Scientific Initiation in Applied Economics	Odaléia Telles Marcondes Machado Queiroz	Technical and scientific methods in Applied Economics seminars; Analytical and methodological procedures use for a monograph, essay or research project in Applied Economics.	90	1 st /2 nd	11050 11010
LES0672	Optimization Techniques in Agroindustrial Systems	Jose Vicente Caixeta Filho	Modeling basic concepts; Optimization techniques: Mathematical programming; Study cases.	60	2 nd	11050 11020 11010 11090



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LES0673	Economic Statistics and Introduction to Econometrics	Adriano Júlio de Barros Vicente de Azevedo Filho	Exploratory Data Analysis techniques; Appropriated software use; Data exploration using graphics and conventional statistical techniques; Statistical model formulation to basic economic theory; Model estimation parameters from primary and / or secondary data; Statistical tests associated with the considered hypothesis.	90	2 nd	11050 11020 11010
LES0675	Monetary Economics	Humberto Francisco Silva Spolador	Money offer; Money demand theories; Monetary policy instruments; Financial system and financial market management; Agribusiness financing policy in Brazil; Cost and benefit evaluations; New financing strategies for agricultural and agribusiness.	60	2 nd	11050 11090
LES0681	Rural Communication	Marly Teresinha Pereira	Information theory, communication and culture; Communication and languages; Rural communication – means and media; Rural communication strategies and activities.	60	1 st	11050 11020 11010 11090
LES0684	Decision Analysis and Risk Management	Adriano Júlio de Barros Vicente de Azevedo Filho	Introduction; Decision-making theory: principles and applications; Problems and methods for knowledge acquisition on risk and preference representation; Paradigms and methods for uncertainty and risk modeling and representation; Risk administration and instruments; Supporting tools for decision analysis and risk administration; Case studies.	90	1 st	11061 11050 11020 11010 11090



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LES0685	Economics Policy and Planning	Sílvia Helena Galvão de Miranda	Economic policy and planning concepts; Economic policy and planning objectives; Public policy implementation and planning experiences in Brazil and in world; Analytical tools for economic and sectorial policy impact evaluation; Specific themes.	60	2 nd	11050 11010
LES0687	Natural Resources and Environmental Economics	Ricardo Shirota	Definition of a problem and some important concepts; Historical evolution of natural resources and environmental economics; The welfare theory: the efficiency notion in general balance; The non-exclusiveness, the non-rivalry and congestionable goods; The non-renewable resources and recycling; Benefit-cost analysis.	60	2 nd	11050 11080 11020 11010 11090
LES0691	Econometrics	Ana Lucia Kassouf	Identification of a specific economic problem; Formulation of a consistent economic model for problem solving; Introduction of statistical hypothesis for data generating process and econometric model definition; Obtaining of consistent data to the model; Discussion of estimation and inference procedures; Presentation of empirical data and their implications in the theoretical model.	60	1 st	11050 11090
LES0700	Technology and Information Systems	Adriano Júlio de Barros Vicente de Azevedo Filho	Introduction; Fundamental infrastructure; Free software x owner; Information systems and decision support; Information systems development and implementation; Problems of IT governance; Internet; E-commerce; Security in information systems; Study cases.	90	2 nd	11050 11020 11010 11090



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LES0706	Production Administration and Control	Sérgio De Zen	Agribusiness management; Production planning, programming and control; Production financial control; Organizational systems; Production planning, programming and control concepts; Stock basic concepts; Production aggregated planning models; Production system optimization; Production organizational systems; Quality management; Demand prediction; Prediction model evaluation and concepts of business strategic plans.	60	1 st	11050 11080 11020 11010 11090
LES0718	Financial Administration II	To be defined	Long-Term Financial Management; Investment and Financing Business Overview.	60	2 nd	11090
LES0750	Information Systems Development	To be defined	Strategic use of information systems; Data administration; Information needs; Decision support systems; Information systems planning; Methodology of information systems development.	30	1 st	11090
LES0760	Logistics Management and Supply Chain	To be defined	Material Management function in the company; Inventory cost; Inventory levels; Inventory control systems; Registration of Suppliers/ Supplier Development; Organization of Warehouses; Lay-out and Documentation; Materials control systems; Standards and procedures of supply of materials; Ethics in purchases; Negotiation techniques.	60	1 st	11090



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



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LES0888	Final Report II	To be defined	The discipline aims to develop a project on a topic agreed with the student.	210	2 nd	11090
LES1111	Multimedia and Communication	Laura Alves Martirani	Human and interpersonal communication; Media and society: mass communication and network society; Photography: theory, technique and language; Applied Communication: project development.	90	1 st	11061 11050 11070 11080 11020 11010 11090
LES1201	Brazilian Economic Formation I	Adalmir Leonidio	Portuguese state formation and maritime expansion; Brazilian colonization interpretation models; Introduction to the Brazilian colonization problems; The Colonial Brazil - social, political and administrative life; The colonial Brazil - economic activity; The Empire of Brazil - social, political and administrative life; The Empire of Brazil - economic activities; The Old Republic - social, political and administrative life; The Old Republic - economic activities.	60	2 nd	11050 11080
LES1202	Didactics	Maria Angelica Penatti Pipitone	Teaching, Learning and Didactics; Main teaching models and their didactic implications; Education and didactics in education and society relations; Didactics and professional education; Teaching planning: concepts and planning models.	90	2 nd	11070



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LES1302	Educational Psychology I	Ricardo Leite Camargo	Educational psychology as a field of study; The teaching and learning as social phenomena; The actors in the educational process; Human development; Contextualized and interacted view of the evolution process; Education in psychological development; Adolescence as a period of development, adolescence theories, personal identity, moral development and values; Social change and poverty; Educational goals and vocational perspectives in a changing world; Specific socialization contexts of adolescents; The technical agriculture schools and the rural family homes; Adolescence development, physical changes, cognitive functioning, personality, family and work.	30	1 st	11070
LES1315	Teaching Practices in Agrarian Sciences I	Vânia Galindo Massabni	Analysis, selection and development of teaching practices in agrarian sciences; Curricula, contents, theoretical and practical background for a technical agricultural school Professor seeking professional autonomy.	150	1 st	11010 11020
LES1416	Teaching Practices in Agrarian Sciences II	Vânia Galindo Massabni	Teaching practices observation; Training teaching practices; Supervised teaching practice period.	150	1 st	11010 11020
LES1450	Democracy and The Agrarian Question	Paulo Eduardo Moruzzi Marques	Social Participation, Democracy and sustainability concepts; Participatory process implementation in Brazil.	90	2 nd	11050 11080 11020 11010 11090