# **COURSE DETAILS**

10103 Life Skills (6 credits)

#### **Objectives**

- 1. To gain skills in communication, acquiring common knowledge, and using technology in everyday life.
- 2. To gain skills in thinking, analyzing and problem-solving in various situations.
- 3. To develop oneself in the areas of morality, ethics and human relations.

#### **Course Description**

To gain necessary life skills in society such as a hunger for knowledge, how to gain knowledge and continuously seek further self-development; be able to use technology efficiently; apply reasoning, analytical thinking, problem-solving, and negotiation skills; learn the principles of self-management, emotional control, and stress management; to develop oneself to have morality, ethics, proper human relationships, manners and etiquette.

## **10111** English for Communication

(6 credits)

## **Objectives**

- 1. To be able to use English as a means for communication.
- 2. To study structures, vocabulary and important English idioms.
- 3. To equip students with skills in listening, speaking, reading and writing in English for accuracy and appropriateness in various situations

## Course Description

Structure, vocabulary and English idioms used in listening, speaking, reading and writing English for communication.

# 10121 Human Civilization

(6 credits)

## **Objectives**

- 1. To have knowledge on Eastern and Western civilization in terms of politics, economy, and society.
- 2. To understand human civilization in the past which is fundamental of the current civilization.
- 3. To realize and appreciate the values of human civilization.

## Course Description

Knowledge on Eastern and Western civilization human has created in terms of politics, economy, society, wisdom, arts, as well as science and technology.

## 10131 Human Society

(6 credits)

- 1. To understand the existence of human community and society.
- 2. To understand the political, legal, economic and social mechanisms affecting an organization of human society.
- 3. To promote the responsibility to the society and nation.

Basic characteristics of being human; cohesion into communities and societies; human distribution and settlements; the components of society; human behavior in society; political, legal, economic and social mechanisms affecting the organization of human society; social problems and methods to solve them; promotion of a good society.

## 10141 Science, Technology and Environment for Life

(6 credits)

### **Objectives**

- 1. To gain knowledge about the concepts, rules and development of science and technology, and how they influence of thought and human livelihood.
- 2. To gain knowledge about the evolution of living things and human beings.
- 3. To understand the relationship between humans, the environment, and the effects of science and technology on the environment.
- 4. To gain knowledge of the applications of science, technology, and mathematics in daily life.
- 5. To enhance scientific thinking and awareness of the need for environmental preservation.

## **Course Description**

Concepts, theories, critical thinking, rules and development of science and technology; natural history concerning human beings; the parts of the human body; humans and the environment; hygiene and nutrition; the application of science, technology, and mathematics in everyday life.

# 10151 Thai Studies (6 credits)

## **Objectives**

- 1. To learn about Thailand's history, society, language and culture.
- 2. To be able to apply the course knowledge to daily life.
- 3. To understand and take pride in what it means to be Thai.

## **Course Description**

Knowledge about Thai in terms of history, settlement, politics, economy, culture, religion and ritual, language and literature, arts and culture.

# 10152 Thailand and the World Community

(6 credits)

# **Objectives**

- 1. To be able to gain knowledge on situations, trends and characteristics of economic, social and political relations and changes in the world community which affect Thailand.
- 2. To gain knowledge on the status of Thailand in the world community.
- 3. To be able to analyze the problem as a result of globalization in various aspects including political, economical, social and culture and impact on moral and ethic.

#### **Course Description**

Status of Thailand in social world; dynamic of social changes which affecting Thailand; problems and causes of problems arising as a result of globalization which cause the awareness, knowledge and understanding of the situation; be able to analyze the cause of problem and the impact of Thai society in various aspect including political, economic, social, moral and ethical.

#### 10161 Thai for Communication

(6 credits)

#### **Objectives**

- 1. To be able to use Thai language as a tool for communication.
- 2. To improve language skill for communicate effectively and creatively.
- 3. To be able to use language in daily life and to pursuit of knowledge.

#### **Course Description**

Significance of language, idea and communication; the art of using word, sentence, idiom, phrase; development of listening, speaking, reading and writing skills to communicate effectively and creatively; using Thai language in daily life to pursuit of knowledge and transfer knowledge.

#### 10162 Chinese for Communication

(6 credits)

#### **Objectives**

- 1. To gain knowledge about Standard Chinese phonology, Mandarin phonetic alphabet (Hanyu Pinyin), and be able to write and pronounce the alphabet correctly.
- 2. To gain knowledge about Chinese characters--as basic words or assembled ones--and sentence structure and grammar for general communication, including practice with writing Chinese characters.
- 3. To be able to use Chinese in everyday life.

#### **Course Description**

Standard Chinese phonology, Hanyu Pinyin transcription, basic words, and dialogues for everyday use, structural grammar, and learn and practice writing of 550 Chinese characters.

## **10163** Khmer for Communication

(6 credits)

## **Objectives**

- 1. To possess knowledge on the phonology, letters, grammatical structure and basis sentence structure of Khmer.
- 2. To be able to use basic Khmer for communication in daily life.
- 3. To possess knowledge on Khmer words used in the Thai language.

## Course Description

Khmer phonology; the practice of writing the Khmer alphabet; Crieng and Mul alphabets, basic Khmer words used in daily life; grammatical structure and basic sentence structure; listening, speaking, reading and writing skills for communication at the basic level; and Khmer words used in Thai language.

## 10164 Social and Culture in the ASEAN Community

(6 credits)

#### **Objectives**

- 1. To be able to understand ASEAN background and history.
- 2. To be able to understand the purpose of the integration of ASEAN member states.
- 3. To be able to understand social and cultural condition of ASEAN member states.
- 4. To be able to understand the role and relationship of ASEAN and other nations.

#### **Course Description**

ASEAN background and history; the integration of ASEAN member states; social and cultural condition of ASEAN member states; the role and relationship of ASEAN and other nations.

#### **30201 Introduction to Administration**

(6 credits)

#### **Objectives**

- 1. To acquire knowledge and understanding about the meaning, status, scope and development of administration discipline.
- 2. To acquire knowledge and understanding of administration philosophy, theory, learning approach, and methods of analysis.
- 3. To be able to relate administration with other disciplines.
- 4. To be able to adopt the information studied to administration.

## **Course Description**

Meaning and essence of administration discipline; scope and development of administration; important theories and concepts in administration; similarities and dissimilarities between different types of administration.

#### 30206 Business Law and Taxation

(6 credits)

## Comprises 2 courses of 3 credits each

#### 30206-1 Business Law

#### **Objectives**

- 1. To acquire knowledge about general legal principles.
- 2. To acquire knowledge about civil and commercial code and other business-related laws.
- 3. To acquire knowledge and understanding of principles and methodologies related to business law.

#### **Course Description**

General principles of law; civil and commercial code and other business-related laws such as sales law, hire of property, hire-purchase, loans, suretyship, mortgage, and pledge; constitution of business enterprise law including ordinary partnership, ordinary registered partnership, limited partnership, limited company, public company, and joint venture; financial instruments law; business control law including intellectual property law, labor and labor relations law, and environmental law.

## 30206-2 Taxation

(6 credits)

# **Objectives**

- 1. To acquire knowledge about taxation.
- 2. To acquire knowledge about related laws.

## Course Description

Principles and methodology of taxation according to revenue code and related laws; personal income tax and corporate income tax, value-added tax, business tax, stamp duty, petroleum tax, excise tax, customs tax and local tax.

# **30208 Finance Accounting and Managerial Accounting**

(6 credits)

#### **Obiectives**

- 1. To acquire knowledge and understanding of accounting and financial report presentation methods.
- 2. To acquire knowledge and ability to employ accounting information to business management.
- 3. To be able to employ knowledge from this course as background for other courses.

Basic understanding about accountancy; financial report; Recording transaction according to accounting cycle for hospitality business and commerce; tax accounting for businesses.

Concepts of managerial accounting; basic understanding about cost; cost, volume and profit analysis; budgeting; financial statement analysis; using accounting information for decision making; performance evaluation; information system for accounting; internal control.

## 30209 Business Finance and Business Law

(6 credits)

## **Objectives**

- 1. To acquire knowledge about asset management and administration.
- 2. To acquire knowledge about general laws, civil and commercial code and other related laws.

## **Course Description**

Objectives and financial responsibility; financial marketing; financial institutions; risk and reward; current assets and non-current assets management; capital structure; dividend policy; acquisition of capital.

General laws, civil and commercial code, related laws; business organization related laws; intellectual property laws; financial instruments related laws.

# 30210 Production and Operation Management and Principle of Marketing

(6 credits)

#### **Objectives**

- 1. To acquire knowledge about production and operation management.
- 2. To acquire knowledge about principle of marketing.

## **Course Description**

Production and operational system; products, productivity and location planning; zone planning; quality management; supply chain management; production forecasting; inventory management; production and operation planning and control; product design; production measurement; working standard; priority rule; safety; project management.

Concepts, duties, roles of marketing; marketing process; marketing organizational structure; marketing environment; marketing management and strategic planning; marketing research; marketing information system; consumer's behavior; business market and buying behavior; market share and target marketing; product related planning and decision making; price related planning and decision making; market promotion related planning and decision making; ethics for business administration professions.

# 30211 Organization and Management and Human Resource Management

(6 credits)

#### **Objectives**

- 1. To have knowledge in principle, responsibility and procedure of organization management, in addition, modern organization management.
- 2. To have knowledge in concept, technique and equipment of modern human resource management.
- 3. To have knowledge in practical application of organization management principle.

#### **Course Description**

Definition, pattern, category, and procedure of structural and chain of command planning; concept and theory of organization; organization management; directing; motivation and leadership; group and organization; modern organization management.

Theory and principle of human resource management; merit system; scope and procedure of human resource management; workforce planning; positioning and salary rate; recruitment and selection; human resource development; welfare and employee relationship; performance evaluation; technique and equipment for modern human resource management.

# **32206 Business Statistics and Quantitative Analysis**

(6 credits)

#### **Objectives**

- 1. To acquire knowledge on business statistics methodology.
- 2. To acquire knowledge on quantitative analysis procedure and approach.

## **Course Description**

Tests of hypotheses; chi-square tests and non-parametric methods; analysis of variance; regression and correlation analysis; time-series analysis; index numbers; decision-making under conditions of uncertainty; linear programming; inventory control; transportation theories; game theories; queuing theories; network and simulation models.

# **60120 Principles of Economics**

(6 credits)

#### **Objectives**

- 1. To acquire knowledge concerning factors and basic of Economics problems.
- 2. To understand the roles and functions of various sectors in society, working mechanism and economic systems.
- 3. To comprehend concepts and theories of Microeconomics and Macroeconomics related to consumption, production, saving, investment and market equilibrium.
- 4. To be able to analyze basic economic problems and solution guidelines.

## **Course Description**

Basic economic problems leading to labor divisions in society and economic systems; mechanisms, concepts and theories of micro and macroeconomics in consumption, production, savings and investment of government and private sectors; analysis of the relationships and equilibrium of various markets of both closed and open economies; general guidelines for dealing with basic economic problems.

# 90201 Farm Management

(6 credits)

# **Objectives**

- 1. Have basic knowledge about of farm management.
- 2. Analyze factors related to farm management.
- 3. Apply knowledge real farm management.

## Course Description

Management principles and economic principles applied to farm management; factors determined types of farm; management of farm production factors; principles and practices in good farming; starting up a farm business; planning and budgeting a farm; management of farm credits; farm activities record; farm performances analysis; farm product market management; application of knowledge in farm management to agricultural extension and development.

# 90206 Technology for Agricultural Resources, National Resources,

(6 credits)

### and Environmental Resources Management

## **Objectives**

- 1. To have knowledge and understanding about principles of agricultural resource management, natural resource management, and environment and management.
- 2. To have knowledge and understanding about agricultural technologies and management.
- 3. To have knowledge and understanding about laws, regulations, and standards about agriculture, natural resources, and environment.

## **Course Description**

Description and types of agricultural resources, natural resources, and environment; relationship between environment and agriculture; management of agricultural resources, natural resources, and environment; basic knowledge about agricultural technology and management; laws, regulations, and standard related to agriculture, natural resources, and environment.

### 90208 Basic Mathematics and Science for Agriculture

(6 credits)

#### **Objectives**

- 1. To have basic knowledge about mathematics and statistics for agriculture.
- 2. To have basic knowledge about agricultural science.
- 3. To have ability to apply mathematics, statistics, and basic agricultural science.

#### **Course Description**

Basic knowledge about mathematics and statistics; scientific principles and processes; knowledge about basic science, biochemistry, and physics for application in agriculture.

## 90305 Animal Production

(6 credits)

## **Objectives**

- 1. To provide general knowledge of animal production.
- 2. To provide knowledge about the principles of animal production.
- 3. To provide knowledge about related factors in animal production.
- 4. To provide knowledge about extension and development in animal production.

# Course Description

This course will provide general knowledge of animal production that is important to the economy in terms of conditions, potentials, and production systems. The course also will teach about the principles of animal production by discussing about related factors in animal production. These factors include animal breeds and breeding, animal feeds and feeding, animal hygiene and diseases, related technology, processing, marketing, as well as guidelines in extension and development for animal production in Thailand.

#### 90307 Crops Production

(6 credits)

- 1. To provide students basic knowledge about crop production and crop production management.
- 2. To provide students knowledge about plants, factors in plant production, plant science, and plant production technology.
- 3. To provide students knowledge about the production of essential economic crops.
- 4. To provide knowledge about the development and promotion of economic crop production.

This subject provides basic knowledge of plant production, agricultural landscape related to plants, planting and planting systems, soil, water, fertilizer, and pests management, breeding and plant propagation, harvesting and post-harvest management, production of the important crop, guidelines for promotion and development of economic crop production in Thailand.

#### 90406 Soils, Water and Fertilizers

(6 credits)

### **Objectives**

- 1. To give students knowledge about how soils, water and fertilizers relate to agriculture.
- 2. To give students a realization of the importance of conserving soil and water.
- 3. To allow students to apply their knowledge of soils, water and fertilizer to solve problems in agriculture.

## **Course Description**

Soil genesis; soil classification; soil surveys; the relationships between and utilization of soils, water and fertilizers, and related problems and solution; soil and water conservation; soil, water and fertilizer information and agricultural application of this information.

## 91109 Fundamentals of Agricultural Extension and Development

(6 credits)

## **Objectives**

- 1. To have knowledge and understanding about basic problems, agricultural society conditions, trends and general policies in agriculture.
- 2. To have knowledge and understanding about concepts, theories, and principles about agricultural extension and development.
- 3. To have knowledge and understanding about development, extension officers, organizations, agricultural extension and development, and target groups in various areas.

## Course Description

Farmer society conditions; changes in Thai farmer society and agricultural policies; concepts, philosophies, objectives, theories, and principles of agricultural extension and development; sustainable agricultural development; roles, duties, and human resource development; agricultural extension agencies; farmers, groups, organizations, networks, target institutions, volunteers development in agricultural extension and development; models, channels, communication technology, and agricultural extension and development methods; orientation, follow-up, and evaluation; management and agricultural development projects in urban area, suburban area, and rural area.

## 91110 Information and Media for Agricultural Extension and Development

(6 credits)

- 1. To have knowledge and understanding about information relating to agricultural extension.
- 2. To have knowledge and ability in applying agricultural information for communication, public relations, and dissemination to the target audiences.
- 3. To have knowledge and ability in applying information and media for appropriate knowledge management of target audiences.

Concepts, types, and characteristics of agricultural extension and development information; information resources and searching; knowledge about information technology; information management in agricultural community; application of computer technology in agricultural extension and development; analysis, planning, and management of medias for personal, group, mass, and social network public relations and dissemination of agricultural extension and development; printing media, sound media, movie media, and electronic media production in agricultural extension and development for farmers development and agricultural organizations; knowledge creation; production and agricultural product market; follow-up and evaluation of the information and media application in agricultural extension work.

## 91201 Leadership, Human Relation and Psychology in

(6 credits)

## **Agricultural Extension and Development**

## **Objectives**

- 1. To have knowledge and understanding about concepts and theories regarding leadership in agricultural extension and development.
- 2. To have knowledge and understanding about concepts and theories about human relations, psychology in agricultural extension and development.
- 3. To have knowledge and ability in applying knowledge about leadership, human relation, and appropriate psychology for the work of agricultural extension.

#### **Course Description**

Concepts and theories about leadership in agricultural extension and development; processes of development for leadership and leader selection; leadership development and working like leaders in agricultural extension and development; concepts, theories, and principles about human relationship in agricultural extension and development; psychological concepts, theories, principles, and theories; psychology of farmers; mass psychology; community psychology; application of appropriate knowledge in leadership, human relation, and psychology for farmers in agricultural extension; empowerment in working happily in agricultural extension.

# 91307 Agricultural Community Development

(6 credits)

- 1. To have knowledge and understanding about concepts, philosophy, principles and processes in agricultural community development.
- 2. To have knowledge and understanding and to analyze community development policies.
- 3. To have knowledge and understanding about groups and target departments related to agricultural community development.
- 4. To have knowledge and understanding about models, methods, follow-up and evaluation in agricultural community development.
- 5. To have knowledge about problems and trends in agricultural community development.

Concepts and theories about human and community; agricultural community dynamic; concepts, philosophy, principles, and processes of agricultural community development; study and analysis about agricultural community; policies related to community development; groups and target departments related to agricultural community development; models, method, follow-up and evaluation of agricultural community development; changes in agricultural community; problems and solutions in agricultural community development; strategic direction of Thai agricultural community development in the future.

#### 91324 Fundamentals of Forestry Extension for Environment

(6 credits)

## **Objectives**

- 1. To give students knowledge and understanding of general principles of forestry extension for the environment.
- 2. To give students knowledge and understanding of the process, techniques and methods of forestry extension for the environment.
- 3. To give students knowledge and understanding of the development of forestry extension for the environment.
- 4. To give students knowledge and understanding of policies of managing forestry extension for the environment.

## Course Description

Philosophy, objectives, principles and methods of forestry extension; social conditions and behavior of farmers; roles and personalities of extension workers; policies and administration of forestry extension work for the environment by government and private organizations; and problems and trends of forestry extension for the environment.

## 91325 Ecology and Natural Resources Management

(6 credits)

#### **Objectives**

- 1. To give students knowledge and understanding of the appropriate components of the eco system and the value of ecology.
- 2. To give students knowledge of how to apply ecological principles and methods for natural resources and environmental management.
- 3. To give students understanding of how to analyze problems related to natural resources.
- 4. To give students knowledge about different options for natural resources management.

#### Course Description

Components of different eco systems and their value; application of ecology to diverse systems of natural resources management; problem analysis techniques and alternatives for solving natural resource problems to create greater ecological value.

#### 91326 Agroforestry

(6 credits)

- 1. To give students knowledge of the principles of land use for economic crops and animals in an agroforestry system.
- 2. To give students knowledge of how to choose appropriate crop and animal breeds for agroforestry.
- 3. To give students knowledge of the relationships among the components of an agroforestry system for ecological and physiological balance.

4. To give students the ability to plan appropriate agroforestry projects for any locality and disseminate the results.

## Course Description

History of agroforestry; use of forests for agriculture; combining cropping and animal farming with forest conservation; ecological and biological relationships of crop and forest populations; ecological effects of agroforestry; planning of agroforestry systems for the best use of land; organizing agroforestry projects for ecological, economic and community development.

# 91351 Principles of Administration in Agricultural Extension and Development (6 credits) Objectives

- 1. To have knowledge and understanding about concepts, principles, and theories of administration.
- 2. To have knowledge and understanding about organizational administration in government, private, and community organizations.
- 3. To have knowledge in planning and evaluation of agricultural extension and development.
- 4. To have knowledge and ability in managing agricultural extension and development projects.
- 5. To have the ability in applying various administrative methods for agricultural extension and development work.

#### **Course Description**

Concepts and theories about groups and administration; administrative principles, instruments, strategic formulation, planning; project creation; project administration and evaluation in agricultural extension and development administration; human resource management; organizational administration; group and network administration; risk management; conflict management in agricultural extension; ethics and morality in managing strong and sustainable agricultural extension and development works.

# 91352 Knowledge and Wisdom Management and Agricultural Innovation (6 credits) Objectives

- 1. To have knowledge and understanding about the concepts of knowledge and management.
- 2. To have knowledge and understanding about models and methods of knowledge management in agricultural extension work.
- 3. To have knowledge and understanding about principles and processes in knowledge management.
- 4. To have knowledge and understanding about concepts and management of community wisdoms for agricultural extension and development.
- 5. To have knowledge and understanding about sustainable economy principles and new theory agriculture in agricultural extension and development.
- 6. To have knowledge and understanding about concepts and processes in the creation and development of agricultural innovation.

#### **Course Description**

Concepts about knowledge and knowledge management; models and methods in knowledge management in agricultural extension work; principles and processes in knowledge management; follow-up and evaluation of knowledge management; concepts about community wisdoms; community wisdoms management for agricultural extension and development; application of sustainable economy and new theory of agriculture in agricultural extension and development; concepts and theories regarding agricultural innovation; innovation processes; application of information technology in knowledge management, wisdoms, and innovation.

# 91353 Agricultural Extension and Development for Sustainable Development (6 credits) Objectives

- 1. To have knowledge and understanding about the development of sustainable agricultural systems.
- 2. To have knowledge and ability to manage sustainable agricultural resources.
- 3. To have knowledge and ability in integrating agricultural systems for sustainability.
- 4. To have knowledge and ability in agricultural extension on the management of integrated aspects of agricultural systems.

#### **Course Description**

Sustainable development concepts for soil, water, and forests; Protection and adaptation for natural changes; principles of agricultural system management; crop production; animal production; integrated marine animal breeding; models for new era of agricultural works; agroforestry system management; agricultural logistics; exquisite agriculture; contract farming; agricultural mechanization in agricultural extension and development; impact assessment from farming for sustainable development.

#### 91357 Fundamentals of Environment

(6 credits)

#### **Objectives**

- 5. To give students basic knowledge of the different aspects of the roles and functions of the environment.
- 6. To give students knowledge of the cycle of change and sustainability.
- 7. To give students knowledge of the integration theory.
- 8. To give students knowledge of the interactions between the environment and society.

## Course Description

Fundamentals and functions of the environment affecting the ecological and social systems; environmental change and its impact on environmental sustainability; application of scientific theory for environmental integration.

## 91363 Forest Resource Management

(6 credits)

## **Objectives**

- 1. To give students knowledge and understanding of forest resource management concepts.
- 2. To give students knowledge and understanding of ecological forest resource management.
- 3. To give students knowledge and understanding of social forest resource management.
- 4. To give students knowledge and understanding of economic forest resource management.
- 5. To enable students to apply their knowledge for sustainable forest resource management.

#### **Course Description**

Fundamentals of forestry; concepts of ecological, social and economic management of forest resources; watershed management; wildlife management; urban forestry; recreational forest management; community forestry; forest park management and other concepts that can be applied for the sustainable management of forest resources.

# 91419 Capital Administration for Agricultural Extension and Development (6 credits) Objectives

- 1. To have knowledge and understanding about capital, factors in capital administration, and capital administration.
- 2. To have knowledge and understanding about group and institutions, group and related institution with capital in various levels operations.
- 3. To have knowledge and understanding about capital regulations and guidelines for sustainable extension and capital development.

## **Course Description**

Concepts and factors related to capital; financial management, models, methods, analysis, and extension of investment as well as capital utilization planning; capital administration of groups, organizations, and institutions related to capital; agricultural extension and development of community, national, international financial institutions; regulations and law related to agricultural capital and credits; credit administration; household accounting and balance sheet; investment analysis and extension at household and community levels.

# 91420 Research in Agricultural Extension and Development

(6 credits)

## **Objectives**

- 1. To have knowledge and understanding about principles, methods, and processes of agricultural extension research.
- 2. To have ability in applying research knowledge to plan, operate, and evaluate agricultural extension work.

## **Course Description**

Meaning and importance of research, research principles, methods, and processes; research operations in agricultural extension and development in various types including community-based research, agricultural knowledge dissemination research, agricultural production and agricultural commodity market; application of research results in planning, operation, and evaluation agricultural extension and development works.

# 91421 Professional Experience in Agricultural Extension and Development (6 credits)

- 1. To have ability in applying effective agricultural extension and development principles.
- 2. To develop ability in group management, planning, and operation.
- 3. To develop ability in project management, knowledge dissemination, media production and utilization, and basic research study.
- 4. To develop leadership, human relation, and decision making abilities.
- 5. To develop ability in data analysis, synthesis, and evaluation relating to appropriate situations and case study.
- 6. To create understanding and consciousness in agricultural extension ethics.

#### **Course Description**

Application of principles and methods in agricultural extension and development into practices by focusing on group management, planning, and operations; community leadership creation; agricultural extension and development project writing; knowledge dissemination methods; media production and utilization; data utilization, regulations and related laws; basic research study; results analysis, synthesis, and evaluation;

agricultural extension case study and simulation; work ethics and group activities for virtue, morality and effective leadership development.

## **91427 Community Forestry**

(6 credits)

#### **Objectives**

- 1. To give students knowledge of the history, concepts, principles and importance of community forestry in economic and social development and the local environment.
- 2. To give students knowledge of community forestry work, with an emphasis on public participation and the participation of local organizations and related agencies.
- 3. To give students the ability to apply appropriate technology for community forestry projects.

## **Course Description**

Roles and importance of forests for economic, social and environmental development of local communities; planning and management of community forestry; promotion of public knowledge for the selection and cultivation of economic crops that are appropriate for the local environment, in both urban and rural communities; management of community forestry products for enhancing the quality of life of local communities.

## 91428 Laws Pertaining to Forest Resources and Environment

(6 credits)

#### **Objectives**

- 1. To give students basic knowledge of laws and the legal process.
- 2. To give students knowledge of laws pertaining to forest resources and the environment.
- 3. To give students knowledge of how to use laws to promote the development of forest resources and the environment.

## **Course Description**

Definitions and processes of law; use of the law; the role of laws relating to forest resources and the environment; how to utilize laws for forestry extension work, forest resources management and environmental management.

## 91458 Forest Environment Management

(6 credits)

## **Objectives**

- 1. To give students knowledge of participatory forest management for the environment on a local, national, regional and global level.
- 2. To give students knowledge of basic economics relating to the forest environment.
- 3. To give students knowledge of integrated forest and environmental management.
- 4. To give students knowledge of how forest management relates to the global society and economy.

#### **Course Description**

Integrated, appropriate and sustainable forest and environmental management on the local and watershed level; practical techniques for planning forest and environmental management and assessing the economic value of the forest environment, with special emphasis on public participation.

## 91463 Information Systems and Research for Forest Resources and

(6 credits)

#### **Environment Management**

#### **Objectives**

- 1. To give students knowledge and understanding of information technology systems for use in forest resource management and environment management.
- 2. To enable students to apply information technology and develop data collection systems for use in forest resources and environment management.
- 3. To give students knowledge and understanding of the basics of research so they can interpret research results and apply them to forest resources and environmental management work.

#### Course Description

Information systems for forest resource and environmental management work; the roles, development and significance of information and data collection systems; application of information systems; research principles; statistics; research in the field of forest resource and environment management; the application of research results.

## 91464 Ornamental Plants in Landscaping

(6 credits)

#### **Objectives**

- 1. Have knowledge and understand ornamental plants.
- 2. Have knowledge and understand landscaping.
- 3. Have ability in applying sustainable and appropriate ornamental plants in landscaping.

## Course Description

Rationale of ornamental plants in landscaping; importance of ornamental plants and landscape; relationships between occupations in ornamental plants in landscape; ornamental plant society and necessary environment; classification of ornamental plants for landscape; basic principles for design of ornamental plants in landscape; ornamental plant design for the values of utilization; process of design by using ornamental plants; principles of ornamental plant selection for landscape design; concepts of appropriate and sustainable design; design, planting pattern; details of price estimation, contract, and construction; techniques of arrangement and planting, machine, tools, maintenance, related business, and management.

# 91465 Agro-Tourism Management

(6 credits)

## **Objectives**

- 1. Have general knowledge of agro-tourism management.
- 2. Have knowledge of factors relating to feasibility analysis, planning, and evaluation of agro-tourism management.
- 3. Have knowledge of various organizations relating to agro-tourism management.
- 4. Have ability in the way of agro-tourism management and promotion at community and national levels.

#### **Course Description**

Meaning and importance of agro-tourism; evolution, concepts, theories, and principles relating to agro-tourism management; models and characteristics of agro-tourism management; factors relating to agro-tourism; feasibility analysis, planning, and evaluation of agro-tourism management; organizations relating to agro-tourism management; a case study of organizations relating to agro-tourism management; the way of agro-tourism management and promotion at community, regional and national levels.

## 91466 Animal Production for Recreation and Economics

(6 credits)

#### **Objectives**

- 1. Have general knowledge of recreational animal production in Thailand and other countries.
- 2. Have knowledge of principles of recreational animal production as significance to economic.
- 3. Have knowledge of promotion ways of recreational animal production for selling at local, national, and international markets.

#### **Course Description**

Fundamentals of recreational animal production in Thailand and other countries, including situations and potentials of production; principles of recreational animal production and management for ornament, entertainment, or sports, and pets; animal production for industrial purposes; varieties, feeds and feeding, diseases and their controls; management of production, marketing, and related business; promotion ways of recreational animal production for selling at local and national markets, and exports.

# 91467 Professional Experience in Forest Resources and Environment Management (6 credits) Objectives

- 1. To enable students to apply their knowledge for the efficient management of forest resources and
- 2. To improve students' abilities to plan and management projects to develop forest resources and environment.
- 3. To enable students to apply related laws and regulations to the management of forest resources and environment.
- 4. To inculcate ethics, morals, understanding and awareness of the professional ethics of government and private sector officials working in forest resources and environment management.

## **Course Description**

Practical application of forestry and environmental knowledge with an emphasis on efficient planning and administration of forest resources and environment management projects following related laws and regulations; basic research; the use of case studies and model scenarios for solving problems related to forest resources and environment; professional ethics and group activities to develop moral and ethical behavior.

# 92116 Fundamentals of Co-operatives

(6 credits)

## **Objectives**

- 1. To give knowledge about the meaning, ideology, principles and co-operatives practice.
- 2. To give knowledge about the history of co-operatives.
- 3. To give knowledge about the operational structure, administration of each type of co-operative and professional ethics of co-operatives.
- 4. To give knowledge of economic, social and cultural factors related to co-operative development and co-operative movement.

#### **Course Description**

General economic and social conditions; formation of co-operatives; meaning, general principles, structures, objectives, functions, establishment, and management of co-operatives; government and co-operatives; co-operatives laws; the national economic and social development plan with respect to co-operatives; finance and financial problems; general policies in developing co-operatives; factors affecting co-operatives; problems in the operation of co-operatives and their solutions.

## 92117 Co-operatives for Social and Economic Development

(6 credits)

#### **Objectives**

- 1. To give knowledge concepts and philosophy of principles of urban and rural society development as well as policy, direction and strategy of economic and social development.
- 2. To give knowledge and understanding factors involved the development, the potency of co-operative development and urban and rural development.
- 3. To give knowledge and understanding the strategy of co-operative development as apart of national economic and social development.

## **Course Description**

Concepts, philosophy, and principles of social, urban, and rural development as well as direction and strategies of development, the environment of society, factors involved the development, the direction and potency of social, urban, and rural development as well as the strategy of co-operatives for social and economic development.

#### 92220 Cooperatives Law and Political Processes

(6 credits)

#### **Objectives**

- 1. To give students the principles of basic laws, cooperatives laws, civil and commercial laws as well as business law, and cooperatives law.
- 2. To give students knowledge and understanding of the political process for cooperatives operation.
- 3. To give students the law and political application as well as political process dealing with cooperatives business administration.

## **Course Description**

Principles of general law, cooperatives law, civil and commercial law as well as other laws related to business and cooperatives such as sale, hire, hired-purchase, loan, suretyship, money lending, motgage, and pledge. Laws related to cooperatives and business such as intellectual property law, financial instrument, labor law, labor relation, environmental law, institution and political process both of leadership side and people as well as the influenced group of political process and informal politic group.

# 92223 Financial Management and Taxation for Co-operatives

(6 credits)

# **Objectives**

- 1. To give basic knowledge in finance, financial systems, business finance co-operative finance and tax for co-operative management.
- 2. To give knowledge and understanding about financial management and taxation for co-operative management.
- 3. To be able to apply knowledge and understanding about financial management and taxation for cooperative management.

#### **Course Description**

Basic financial concepts, financial statements, financial transaction records, finance for co-operatives merger, capital increase, dissolution, budgeting financial planning and control financial management both in the asset structure liabilities and capital of co-operatives taxation related to co-operative operations, both direct taxes and indirect taxes.

## 92311 Strategic for Co-operatives Management

(6 credits)

#### **Objectives**

- 1. To give knowledge understanding of co-operative management concepts.
- 2. To give knowledge understanding of concepts about co-operative management strategic.
- 3. To be able to apply strategic management concepts for cooperative management based on ideology, principles, methods, co-operatives and morality, ethics.

## **Course Description**

Concepts of co-operative management strategic co-operative management, concept strategic analysis strategic planning, practice, control and strategic evaluation based on ideology, principles, co-operative methods ethics and the application of strategic co-operative management at various levels.

# 92320 Co-operatives Operational and Management

(6 credits)

#### **Objectives**

- 1. To give students knowledge and understanding the definition and importance of business administration as well as Ideology principle and co-operative practices.
- 2. To give students the knowledge and understanding principles and co-operatives organization and management.
- 3. Able to apply the knowledge for co-operatives organization and management.

### **Course Description**

The Principle of co-operatives management; management process; managerial responsibilities in organizing, implementing, planning, co-ordinating, controlling, marketing management production and operation financial management and accounting and human resource management in co-operative promoting inspection monitoring development of co-operative and co-operative management.

## 92411 Information System and Research Methodology for Co-operatives

(6 credits)

## **Objectives**

- 1. To give knowledge to understanding about the information system for Co-operative.
- 2. To give knowledge to understanding about research methodology for Co-operative.
- 3. To give knowledge to understanding in applying information systems and research methods in Co-operative management.
- 4. To be able to apply knowledge, information system and research methods to Co-operatives.

#### Course Description

Concepts of information systems applying systematic methods to Co-operative data management Basic knowledge in computers and data communication. Basic knowledge about database Use of information for Co-operative management And basic concepts of Co-operative research methods Principles and research methods in Co-operatives. Data collection methods relevant statistics and data presentation applying research methods in Co-operative management.

# 92425 Professional Experience in Co-operatives Business Management

(6 credits)

#### **Objectives**

- 1. To supply students additional knowledge and understanding of distant education system Co-operative business Administration.
- 2. To develop students' personality as well as good attitude of career in Co-operatives.
- 3. To encourage and develop the leadership in Co-operatives business administration.
- 4. To develop communication skills and use of appropriate technology.
- 5. To promote the human relationship as well as team working.
- 6. To generate the skill of problem solving.
- 7. To give students the ethical, morals career aspects of Co-operatives

#### **Course Description**

Application of concepts and philosophy of Co-operatives and Co-operatives business administration in the reality focused on planning and administration, training the community leader, strategy of knowledge transformation, application of distant media, laws, regulations, and other data related to research and study, case studies and models for Co-operatives administration's problem solving, morals and ethic for people in Co-operatives area, group activities relation in order to develop people in Co-operatives and leadership.

## 93256 Skill Training in Crop Production

(6 credits)

#### **Objectives**

- 1. To give students knowledge and skills in the whole crop production process.
- 2. To give students practical training in crop production.

## **Course Description**

Practical application of principles and methods of crop production to develop skills in growing, handling, harvesting and post-harvest.

# 93257 Introduction to Crop Pests

(6 credits)

# **Objectives**

- 1. To give students knowledge and understanding of the major types of crop pests.
- 2. To give students an understanding of the sources, vectors, epidemiology and damage of crop pests.
- 3. To give students the ability to diagnose the causes and danger level of crop pests.
- 4. To give students knowledge and understanding of principles of pest prevention and protection.

#### **Course Description**

Classification of crop pests (insects, animals, diseases and weeds); source of pests; distribution and epidemiology; damage and destructive mechanisms; diagnosis of pest damage; principles of pest control and basic knowledge of various pest prevention tools and methods.

#### 93335 Science for Crop Production

(6 credits)

#### **Objectives**

- 1. To give students knowledge and understanding of crop production science.
- 2. To give students knowledge and understanding of crop-environment interactions.
- 3. To enable students to apply science and technology to crop production.

#### **Course Description**

Application of science to crop cultivation and planning to maximize production efficiency; botany; crop physiology; crop-environment interactions; crop production analysis; and application of modern technology.

## 93337 Crop Improvement and Plant Propagation

(6 credits)

#### **Objectives**

- 1. To give students knowledge and understanding of the principles and methods of crop breeding and propagation.
- 2. To enable students to choose the best varieties of crops to match their locality and market demand, and to conserve good varieties.
- 3. To enable students to apply their knowledge for business.

#### **Course Description**

Importance and types of crop varieties; characteristics of good varieties; crop breeding methods; selection of appropriate varieties; maintenance of good lines; crop propagation methods; seed technology, tissue culture and biotechnology; commercial application of crop improvement and plant propagation knowledge.

#### 93345 Animal Breeding and Reproduction

(6 credits)

#### **Objectives**

- 1. To provide knowledge about the principles of basic genetics.
- 2. To provide knowledge about the principles of animal breeding.
- 3. To provide knowledge about the animal reproduction system.
- 4. To provide knowledge about the breeding and reproductive techniques of domestic animals.
- 5. To analyze problems regarding to the breeding and reproductive techniques of domestic animals.

#### **Course Description**

This course will teach about the principles of basic genetics, animal breeding and its methods, animal reproduction system, breeding and reproductive techniques of domestic animals as well as its related problems and guidelines.

## 93352 Principles of Crop Production Management

(6 credits)

## **Objectives**

- 1. To give students knowledge and understanding of general management principles and crop production management principles.
- 2. To enable students to apply knowledge of general management principles for the efficient management of crop production.

## Course Description

Meaning of crop production management; principles of general management and crop production management, including marketing and related economic principles; project and plan analysis; organization management and human resources; delegation and control; accounting and finance; management before and after planting; harvest and post-harvest management; machinery management; crop production principles under various ecological systems and alternative farming; and application of general management and crop production management principles for efficient crop production.

#### 93353 Crop Commodity Management

(6 credits)

#### **Objectives**

- 1. To give students knowledge and understanding of commercial agricultural product management.
- 2. To enable students to apply knowledge of commodity management in their careers.

#### **Course Description**

Produce management; processing and adding value; marketing of various types of commodities in accordance with international trade regulations and conditions; and application of relevant knowledge in business.

#### 93354 Feeds and Feeding

(6 credits)

## **Objectives**

- 1. To provide knowledge about feeds and its nutrients.
- 2. To provide knowledge about the nutrient requirements of domestic animals.
- 3. To select and use suitable feedstuffs for domestic animals.
- 4. To provide knowledge about feed production processes.
- 5. To provide knowledge about animal feeding.

## Course Description

This course will teach about feeds and its nutrients, nutrient requirements of domestic animals, feedstuffs, feed production processes, and animal feeding.

## 93355 Animal Health Management

(6 credits)

#### **Objectives**

- 1. To provide knowledge about animal hygiene.
- 2. To provide knowledge about animal health management.
- 3. To provide knowledge about the prevention, control, and treatment of animal diseases.
- 4. To provide knowledge about laws and regulations related to animal health.

## **Course Description**

This course will teach about the principles of animal hygiene, animal health management, the prevention, control and treatment of animal diseases, as well as related laws and regulations to animal health.

# 93442 Professional Experience in Crop Production Management

(6 credits)

#### **Objectives**

- 1. To enable students to apply knowledge of crop production management in real work.
- 2. To improve students' abilities to set and follow crop production plans.
- 3. To inculcate professional ethics and consciousness of social and environmental responsibility.

# Course Description

Review and compilation of all crop production management knowledge to apply to projects; use of computers for crop production management; project formulation, feasibility studies, analysis and evaluation; adaptation or scaling of crop production projects; developing crop production projects that are suitable for natural resources and the environment; and morals, ethics and leadership in crop production management.

## 93448 Professional Experience in Animal Production Management

(6 credits)

- 1. To integrate the knowledge of animal production management.
- 2. To apply the knowledge of animal production management to their actual occupational practices.
- 3. To accumulate professional ethics and morality regarding to the animal production management.

The course will teach about the integration of principles and techniques in animal production management as well as the situations of the livestock market to actual occupational practices. Moreover, the lessons included are the study of situations, operational guidelines and problem solving in animal production management from case studies as well as its development and encouragement of morals and professional ethics.

## 93454 Information for Crop Production Management

(6 credits)

### **Objectives**

- 1. To give students knowledge and understanding of the types of information pertaining to crop production.
- 2. To give students knowledge and skills for finding, compiling and collecting data for use in crop production management.
- 3. To give students knowledge and skills for analyzing, interpreting and selecting data to guide crop production and management decisions.

#### Course Description

Application of data in crop production management including type, source, collection and interpretation of data; principles of research methodology and the use of data and research results for crop production management.

## 93455 Practical Training in Crop Production Management

(6 credits)

#### **Objectives**

- 1. To give students knowledge and understanding of the collection, analysis and presentation of data.
- 2. To give students knowledge of crop production management by observing case studies.
- 3. To enable students to gather data and learn from the real experiences of crop producers.
- 4. To enable students to analyze the success of different crop producers.

## **Course Description**

Theoretical and practical training to build skills for collecting data on crop production, making questionnaires, analysis of crop production management and results, writing and presenting reports, forming and presenting recommendations, and case studies. This course includes actual field work and allows students to exchange ideas and information among themselves and with teachers and qualified experts.

# 93456 Cereal and Forage Crop Production Management

(6 credits)

## **Objectives**

- 1. To give students knowledge and understanding of cereal and forage crop production management.
- 2. To give students the ability to make informed decisions on which cereal and forage crops are suitable and economically feasible for different environments.
- 3. To give students the ability to choose appropriate cereal and forage crop production technology for different conditions and to conserve the environment.
- 4. To enable students to manage cereal and forage crop production efficiently.

#### **Course Description**

Types of cereal and forage crops; concepts of production management, marketing, production factors, production processes, production techniques and post-harvest management; decision making and selection of appropriate cereal and forage crop production technology to match the needs of commerce, the environment and environmental conservation.

## 93457 Industrial Crop Production Management

(6 credits)

#### **Objectives**

- 1. To give students knowledge and understanding of industrial crop production management.
- 2. To give students the ability to make informed decisions on which industrial crops are suitable and economically feasible for different environments.
- 3. To give students the ability to choose appropriate industrial crop production technology for different conditions and to conserve the environment.
- 4. To enable students to manage industrial crop production efficiently.

## **Course Description**

Types of industrial crops; concepts of production management, marketing, production factors, production processes, production techniques and post-harvest management; decision making and selection of appropriate industrial crop production technology to match the needs of commerce, the environment and environmental conservation.

#### 93458 Flowering and Ornamental Plant Production Management

(6 credits)

#### **Objectives**

- 1. To give students knowledge and understanding of flowering and ornamental plant production management.
- 2. To give students the ability to make informed decisions on which flowering and ornamental crops are suitable and economically feasible for different environments.
- 3. To give students the ability to choose appropriate flowering and ornamental crop production technology for different conditions and to conserve the environment.
- 4. To enable students to manage flowering and ornamental crop production efficiently.

## Course Description

Types of flowering and ornamental crops; concepts of production management, marketing, production factors, production processes, production techniques and post-harvest management; decision making and selection of appropriate flowering and ornamental crop production technology to match the needs of commerce, the environment and environmental conservation.

# 93460 Practical Training in Animal Production Management

(6 credits)

## **Objectives**

- 1. To provide knowledge about the animal production management, starting from planning, operations, and marketing.
- 2. To provide skills and experiences in all processes of the animal production management, starting from planning, operations, and marketing.
- 3. To analyze the animal production management results as well as to provide recommendations and suggestions efficiently.

## **Course Description**

This course will discuss about the theoretical and practical training in animal production management, covering all processes starting from planning, operations, and evaluation. The course will also cover the lessons in the analysis of problems in animal production management as well as skills for setting guidelines in developing and providing efficient recommendations regarding to the animal production management. This also includes the field study and topic discussions among students.

## 93461 Animal Products and Marketing Management

(6 credits)

#### **Objectives**

- 1. To provide knowledge about the management of animal products and the processing that add values to livestock products.
- 2. To provide knowledge about the markets of animal products and its marketing management.

#### **Course Description**

This course will teach about the management of important animal products and by-products, the processing that add value to the products from livestock, its markets and marketing management as well as trade regulations and conditions.

## 93462 Swine and Poultry Production Management

(6 credits)

## **Objectives**

- 1. To provide knowledge about the swine production management.
- 2. To provide knowledge about the poultry production management.
- 3. To apply the obtained knowledge in swine production.
- 4. To apply the obtained knowledge in poultry production.

## **Course Description**

This course will cover the lessons about the production systems, planning procedures, and management in swine production, starting from the management of production factors to the launching of products to the markets.

The course will also cover the lessons about the production systems, planning procedures, and management in poultry production, starting from the management of production factors to the launching of products to the markets.

## 93463 Ruminant Production Management

(6 credits)

# **Objectives**

- 1. To provide knowledge about the ruminant production management.
- 2. To apply the obtained knowledge in ruminant production management.

## Course Description

The course will cover the lessons about the production systems, planning procedures, and management in ruminant production, starting from the management of production factors to the launching of products to the markets.

## 93465 Aquaculture Management

(6 credits)

#### **Objectives**

- 1. To provide knowledge about the aquatic animal production management.
- 2. To apply the obtained knowledge in aquatic animal production management.

#### **Course Description**

The course will cover the lessons about the production systems, planning procedures, and management in aquatic animal production, starting from the management of production factors to the launching of products to the markets.

# 93466 Technology in Animal Production Management

(6 credits)

#### **Objectives**

- 1. To provide knowledge about the related technologies in the animal production.
- 2. To apply the related technologies in animal production.

## **Course Description**

The course will cover about the importances, the principles, and the application of related technologies in animal production, starting from the management of the farm, transportation, processing of products, and marketing.

## 93467 Fruit Production Management

(6 credits)

## **Objectives**

- 1. To provide knowledge and understanding of fruit production management.
- 2. To provide knowledge and ability in fruit produce decision according to potential and business environment.
- 3. To provide knowledge and ability in using technology for fruit production suitable to environment and conservation.

# Course Description

This course will provide knowledge of fruit, Types of fruit tree, production management concepts, marketing, production factors, production process management, production techniques and postharvest practices. Decision and using technology for economic importance fruit trees production in Thailand to suit the production environment and environmental conservation are according to potential of business.

## 93468 Vegetable Production Management

(6 credits)

## **Objectives**

- 1. To provide knowledge and understanding of vegetable production management.
- 2. To provide knowledge and ability in vegetable produce decision according to potential and business environment.
- 3. To provide knowledge and ability in using technology for vegetable production suitable to environment and conservation.

# Course Description

This course will provide knowledge of vegetable, types of vegetable, production management concepts, marketing, production factors, production process management, production techniques and postharvest practices. Decision and using technology for economic importance vegetable production in Thailand to suit the production environment and environmental conservation are according to potential of business.

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## 93469 Research in Animal Production Management

(6 credits)

#### **Objectives**

- 1. To provide knowledge about the principles and methods of research.
- 2. To provide knowledge about the research guidelines for animal production management.
- 3. To apply the principles and methods of research in animal production management.

#### **Course Description**

This course will provide general knowledge of research, research guidelines and principles, research methods, statistics for data analysis, interpretation of research results, research publication, and the application of principles and methods in animal production management research.

## 94329 Fundamentals of Agribusiness

(6 credits)

#### **Objectives**

- 1. To give students knowledge and understanding of agribusiness operations, from agricultural production procurement, processing, storage, and sales in the domestic and export markets.
- 2. To give students knowledge and understanding about the support units in agribusiness.
- 3. To give students knowledge and understanding of the agribusiness environment and types of agribusiness in Thailand.

#### **Course Description**

Definition and importance of agribusiness; agribusiness operations from production and procurement of factors of production, agribusiness production, procurement of product, and processing and storage, sales in the domestic market and exporting; agribusiness support units; the agribusiness environment and types of agribusiness in Thailand.

## 94330 Agricultural Products and Processing Management

(6 credits)

## **Objectives**

- 1. In order to have knowledge and ability in managing agricultural products.
- 2. In order to have knowledge and ability in managing agricultural product processing.
- 3. In order to be able to apply knowledge in the management of agricultural products and processing.

## **Course Description**

Concepts of agricultural products and processing management; adding value to agricultural products; harvesting and post-harvest management for cereal crops, horticultural crops, livestock and aquatic animals; processing to make food and non-food products; packaging; setting up an agricultural product factory; related investment and finance; production planning and raw materials management; factory operations; management of product, price, place and promotion for agricultural products; case studies in agricultural products and processing management.

## 94360 Operations and Human Resource Management in Agribusiness

(6 credits)

## **Objectives**

- 1. To give students knowledge and understanding of management principles.
- 2. To give students knowledge and understanding of operations management.
- 3. To give students knowledge and understanding of human resources management.
- 4. To enable students to apply their knowledge in agribusiness management.

#### **Course Description**

Concepts and roles of operational management functions of operating in agribusiness systems operational planning location planning Layout of the production process asset management materials and services quality control and production costs of agricultural products and products inventory management agribusiness project management techniques human resource management concepts personnel planning personnel management to work personnel development performance assessment, motivation, compensation management, professional ethics, environmental management for health and safety, laws and institutions related to human resource management in agribusiness.

## 94431 Agricultural Marketing Management

(6 credits)

#### **Objectives**

- 1. To give students knowledge and understanding of marketing principles and marketing management in general.
- 2. To give students knowledge and understanding of the marketing system, agricultural products marketing management, and related policies and measures in Thailand and other countries.
- 3. To enable students to apply their knowledge to agricultural marketing management.

#### **Course Description**

Marketing concepts; the marketing system; roles and functions of marketing; the marketing process; general marketing management including marketing situation analysis, planning, market segmentation, targeting, and product positioning; marketing mix strategies for product, price, place and promotion; marketing operations and controls; Application of marketing concepts to agricultural marketing; the agricultural product marketing system; related institutions and organizations; marketing channels and margins; marketing of agricultural raw materials, semi-finished and finished products; agricultural market analysis agricultural product buyer behavior agricultural product marketing competition; policies and measures in Thailand and abroad; and ways to develop agricultural product marketing management.

#### 94432 Information and Research in Agribusiness

(6 credits)

#### **Objectives**

- 1. To give students knowledge and understanding of information in agribusiness.
- 2. To give students knowledge and understanding of agribusiness research.
- 3. To give students knowledge and understanding of research methods including data collection, analysis, presentation and reporting.
- 4. To enable students to apply their knowledge for making decisions in agribusiness.

## **Course Description**

Roles and importance of agribusiness information; information searching; application of information in agribusiness operations; definition and importance of research; agribusiness research methods based on statistical principles; basic statistics; data collection; data analysis; reporting research results; application of agribusiness research to decision making.

## 94433 Professional Experience in Agribusiness

(6 credits)

- 1. To enable students to apply agribusiness principles and methods in real work.
- 2. To build knowledge and abilities for agribusiness planning, management, and systematic problem solving and decision making.
- 3. To promote practical application of principles of human relations, group interactions and community relations.
- 4. To develop morals and professional ethics.

Practical applications of the principles and methods of agribusiness, management, project feasibility study, production, finance, taxation, agribusiness laws, marketing, accounting, human resource, international trade, agribusiness information, and research; applying case studies and contrived simulations to solve agribusiness problems; agribusiness professional ethics; and group dynamics activities to nurture ethics, morals and leadership in students.

## 94462 International Agribusiness

(6 credits)

#### **Objectives**

- 1. To give students knowledge and understanding of international agribusiness.
- 2. To give students knowledge and understanding of international agribusiness laws, regulations and methods.
- 3. To enable students to apply their knowledge to international agribusiness.

#### **Course Description**

Theories of international trade; international organizations concerned with production and trade of agricultural goods; trading and production groups; problems and barriers to international trade in agricultural goods; role of technology in relation to international agribusiness, including information technology and biotechnology; policies and strategies in international agribusiness; international agribusiness management including marketing, finance, logistics, and agricultural goods standards for export and import; information technology for international agribusiness management; laws, regulations and important documents in international trade; role of the state in international agribusiness.

## 94463 Accounting and Finance in Agribusiness

(6 credits)

## **Objectives**

- 1. To gain knowledge of business accounting.
- 2. To gain knowledge of financial management.
- 3. To enable to apply knowledge gained to operations in agribusiness.

## Course Description

Concepts of accounting; accounting records; financial reports; financial statement analysis and tax accounting for agribusiness.

Concepts of financial management; financial markets and institutions; financial plan; current assets and non-current assets management; capital acquisition; financial structures and cost of capital; financial control; credit management in agribusiness.

## 94464 Management of Logistics and Supply Chains in Agribusiness

(6 credits)

- 1. To give students knowledge and understanding of logistics management.
- 2. To give students knowledge and understanding of supply chain management.
- 3. To enable students to apply knowledge gained to agribusiness operation.

Concepts of basic constructs being management factors supporting logistics and supply chain activities and opeations; customer requirements and services, procurement and delivery, inventory management, warehousing, multimodal transportation, supplier and customer relationships, network design, performance measurements, related information systems, competitive status and potential evaluation for business capacity building in response to customer requirements, increasing safety and confidence, and resulting in cost reduction depending on logistics activities.

# 94465 Management of Logistics and Supply Chains in Agribusiness

(6 credits)

# **Objectives**

- 1. To give students knowledge of strategies in agribusiness development.
- 2. To enable students to analyze appropriate methods for agribusiness development.
- 3. To enable students to apply appropriate methods for agribusiness development.
- 4. To give students knowledge of principles and business operations of cooperatives.
- 5. To enable students to apply methods of cooperatives in agribusiness development.

## Course Description

Concepts of agribusiness development leading to competitive advantage; research and development; untilizations of innovations in agribusiness; knowledge management as a process of acquiring knowledge, knowledge storage, knowledge transfer for development in agribusiness; creating organizational culture and development of organizational leaders to bring agribusiness to sustainable growth.

Concepts of cooperatives; ideology of cooperatives; principles of cooperatives; establishment of cooperatives; types of cooperatives; business operations of cooperatives; bringing principles of cooperatives to agribusiness development.

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