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| **Study programme:** | **Professional Undergraduate Study Programme *Agriculture***  Specific field of study: Management in agriculture | |
| **Course:** | **FORMS OF FINANCING IN AGRICUTURE** | |
| **Course code:** 240026  **Course status**: compulsory | **Semester: V** | **ECTS credits: 5** |
| **Course holder:** | **Silvije Jerčinović,** Ph.D., professor of professional studies | |
| **Modes of delivery:** | **Number of hours** | |
| Lectures | 30 | |
| Exercises | 15 | |
| Seminars | 15 | |
| Practical training | 15 | |

**COURSE OBJECTIVES:** To train students to be able to independently evaluate and choose the most suitable form of financing for starting a business venture in the domain of agricultural entrepreneurship.

**COURSE CONTENT**

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|  | **Course unit** | **Modes of delivery** | | | **Places of delivery** |
| **L** | **E** | **S** |
| 1. | Financial system: functions of the financial system, financial pyramid, trends in modern banking and finance, direct and mediated financing, financial mediation, financial intermediaries. | 3 |  |  | Lecture hall |
| 2. | Financial institutions and markets: concept of financial institutions, depository financial institutions, non-depository financial institutions, overview and grouping of financial institutions, central bank, credit markets, equity markets, primary and secondary market, money market, capital market, foreign exchange market. | 3 |  |  | Lecture hall |
| 3. | Croatian National Bank: monetary policy, maintenance of bank liquidity, distribution of assets of commercial banks at the central bank, foreign exchange policy and maintenance of liquidity in foreign payments, international reserves. | 3 |  |  | Lecture hall |
| 4. | Banks: history, definition, functions of the bank, principles of banking business, business universal banks, development of the bank and the banking system. | 3 |  |  | Lecture hall |
| 5. | Banks in the Republic of Croatia - legal basis: definition of banks, banking services, bank operations, establishment, legal basis, bank secrecy, deposit insurance. | 2 |  |  | Lecture hall |
|  | 1st colloquium – knowledge test |  | 1 |  | Lecture hall |
| 6. | Non-bank financial institutions: savings and deposit institutions (savings banks, credit cooperatives, postal savings banks, institutional savings), housing savings banks, pension funds, insurance institutions, investment funds, financial companies, investment banks, brokers 3 and dealers, other financial institutions. | 3 |  |  | Lecture hall |
| 7. | The role of money and credit: monetary and credit policy, function of money, history of money, causes of appearance of money, money, liquidity, level of liquidity, monetary aggregates (M1, M2, M3, M4), interest, nominal interest rate, real and nominal interest rate, costs of holding money, demand for money. | 3 |  |  | Lecture hall |
| 8. | EU funding programs - origin and concept: role, types of programs, beneficiaries: (Physical persons - family agricultural holdings, Crafts, Trading companies/Cooperatives). | 3 |  |  | Lecture hall |
| 9. | Common European Agricultural Policy - Direct payments in agriculture, Rural Development Program. | 3 |  |  | Lecture hall |
| 10. | Applications and financing options: types, approval procedure, fees, economic function, purpose, procedures, costs, eligible costs. | 2 |  |  | Lecture hall |
|  | 2nd colloquium – knowledge test |  | 2 |  | Lecture hall |
| 11. | The basics of creating a business plan as a basic prerequisite for obtaining the conditions for approving the financing of business projects in agriculture - market analysis and the possibility of financing companies/agriculture. | 2 | 2 |  | Lecture hall |
| 12. | Creation of a financing plan for a specific business project. |  | 2 |  | Lecture hall |
| 13. | Financial preparation of a business venture. |  | 3 |  | Lecture hall |
| 14. | Analysis of the most favorable source of financing for a business venture. |  | 3 |  | Lecture hall |
| 15. | Submitting a request for financing a business venture. |  | 3 |  | Lecture hall |
| 16. | Presentation of tasks from the module "Forms of financing in agriculture". Determination of seminar topics in the field of financing business ventures in agriculture. |  | 1 |  | Lecture hall |
| 17. | Determination of literature and data sources that will be used in the performance of exercises and seminars. |  |  |  | Lecture hall |
| **In total** | | **30** | **15** | **15** | **60** |
| PT | CREATION OF INTEGRATED PROJECT ASSIGNMENT - preparation and selection of a financing model for an entrepreneurial venture Project task of a group of students. Students solve an integrated project task from the subject Forms of financing in agriculture in such a way that they have to identify the most favorable source of financing for the needs of a business venture, i.e. creating a business plan. The task refers to the selection of the model and its development in terms of defining the total necessary funds, then own funds and those funds that need to be mobilized from other sources. The task includes the analysis and assessment of the availability of funds, the costs and fees of the borrowed funds, as well as the time period for which the funds are borrowed, or in the case of grants, the conditions under which the right to use them is exercised. After choosing the model, the application procedure, i.e. the application for the use of funds, the plan for the use of funds is drawn up, which is shaped into the final financing model as an integral part of the overall business plan. | **15** | | | Lecture hall  and  outside of University |

**L=Lectures, E=Exercises, S=Seminars, PT=Practical training**

**Learning outcomes (LO)**

LO 1. Assess the significance of financial institutions and their products/services for the entrepreneurial process.

LO 2. Determine financial instruments suitable for financing entrepreneurial ventures in agriculture.

LO 3. Review the role of individual financial institutions in starting a business venture.

LO 4. Plan the most ideal financial instrument in creating business plans.

LO 5 Draw up a financing plan within the framework of the business plan.

LO 6. In accordance with the business idea, recommend the source of financing and the financial institution that will implement it.

Course holder:

Silvije Jerčinović, Ph.D. professor of professional studies

Križevci, July 2024