

Master of Science (M.Sc.) in International Agribusiness

University of Talca - Chile



University of Göttingen - Germany

DAAD

Deutscher Akademischer Austausch Dienst
German Academic Exchange Service



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CeTSAF
Centre of Tropical and Subtropical
Agriculture and Forestry

More information at:
DAAD: <http://www.daad.de/deutschland/en/2.2.4.html>
CeTSAF: <http://wwwuser.gwdg.de/~cetsaf/>

GEORG-AUGUST-UNIVERSITÄT GÖTTINGEN

The Georg-August University was founded in 1737. Göttingen has a worldwide reputation. Famous scientists such as Gauss, von Haller, Weber, Nernst and Heisenberg, to name but a few, helped to make scientific advances in mathematics, biology, chemistry and physics. Forty two Nobel Prize winners have studied, taught or conducted research in Göttingen. The University consists of 13 Schools, including the School of Agricultural Sciences. About 500 professors and 2,000 doctoral scientists teach 23,000 students from 133 countries. The University of Göttingen has one of the largest libraries in Germany with more than 4 million volumes and about 14,700 scientific journals. Information on the University of Göttingen can be accessed at <http://www.uni-goettingen.de>. At the School of Agricultural Sciences, about 1,200 students from more than 70 countries are enrolled in B.Sc., M.Sc.- or doctoral programmes (<http://www2.uni-goettingen.de/english/schools/agri/>).

Göttingen lies in the southern part of the state of Lower Saxony, about 100 km south of Hannover and 300 km southwest of Berlin. The historic city of Göttingen with about 120,000 inhabitants has the charming atmosphere of a "university with a town", and is located in the scenic foothills of the Harz mountains. There is a broad variety of options to enjoy spare time with sports, famous cultural events or sightseeing. The city can be conveniently reached via high-speed trains either from airports in Frankfurt or Hannover.

The M.Sc. Program in International Agribusiness is offered by the School of Agricultural Sciences, and supported by the Center for Tropical Agriculture and Forestry (CeTSAF). CeTSAF is a joint scientific institution of the School of Agricultural Sciences and the School of Forestry and Forest Ecology Sciences at Göttingen University (<http://www.tropenzentrum.de>). CeTSAF supports international cooperation in research and teaching, and provides diverse services to foreign students enrolled at the two schools.

The main institutes offering modules in the M.Sc. program in International Agribusiness are the Institute of Agricultural Economics and the Institute of Rural Development (at <http://www.gwdg.de/~uare>). All M.Sc. modules are offered in English language as part of the M.Sc. option International and Tropical Agriculture. The M.Sc. degree will be awarded by the School of Agricultural Sciences in cooperation with University of Talca in Chile, our partner university in Latin America.

UNIVERSITY OF TALCA (UNIVERSIDAD DE TALCA)

Responding to a growing demand for quality education and academic excellence outside Santiago, the State created the University of Talca in 1981 (<http://www.utalca.cl>). Situated in the city of Talca, within the Maule Region, the University of Talca has been able to rapidly achieve prestige among Chile's best universities by focusing its research and teaching resources on its core academic programs. This academic emphasis has been complemented by strong development of the physical infrastructure and a particular interest in sharing artistic and cultural events with Talca's community.

The University has two campuses. The main campus (the Lircay Campus) is located in Talca, and offers the following programs: Law, Agricultural Science, Forestry Engineering, Business Administration, Accounting, Dentistry, Medical Technology and Mechanical Engineering, with complementary studies in the Humanities. A smaller campus is located in the city of Curicó, 50 kms. north of Talca, and hosts Industrial Engineering and Computational Engineering. The University also has six programs for graduate students: MBA, Master in International Business, Master in Educational Management and Policy, Master in Natural Science Education, Master of Environmental Management, Master in Horticulture and two Ph.D. in Natural Science.

Our internationalization efforts play an important role in the strategic plan of our university. The University of Talca is constantly working to become a truly internationally oriented institution, cooperating with a network of universities abroad. We find this essential today, in a world that is constantly changing, where borders are disappearing, and the distance between continents is shrinking.

To achieve our goal of internationalization, we have made a commitment to establish and expand academic cooperation agreements with foreign universities. Most of the exchange agreements we have include both teacher and student exchange, as well as academic opportunities for researchers. We have faculties and students from several foreign countries, among them Germany, France, Spain, USA, Canada, Colombia, Paraguay, Peru, etc. We do, however, want to increase the number of foreign students at our university, as well as the number of our own going abroad. In 1998, 24 students were granted scholarships, 12 of them in cooperation with the DAAD (the German Academic Exchange Service for Students) to go to Germany, and another 12 granted by our University for students to choose among a number of universities around the world. The agreement we have with most of them is that the selected students will keep paying fees at their home institution, and are accepted without payment at the host institution.

SENIOR STAFF INVOLVED IN M.SC. PROGRAM

Staff from the University of Göttingen, by Area of Specialization	Staff from the University of Talca, by Area of Specialization
Institute of Rural Development	Department of Agricultural Economics
Zeller, Prof. Dr. Manfred <ul style="list-style-type: none"> • Quantitative Research Methods in Development Economics • Socio-economics of Rural Development • Agricultural, Food and Development Policy 	Rojas Marín, Prof. Dr. Alvaro <ul style="list-style-type: none"> • Rural Sociology • Agricultural Extension
Hebel, Dr. Jutta <ul style="list-style-type: none"> • Rural Sociology 	Díaz Osorio, Prof. Dr. José <ul style="list-style-type: none"> • Socio-Economics of Rural Development • Development Economics
Manig, Prof. Dr. Dr. Winfried <ul style="list-style-type: none"> • Development Planning • Agricultural Extension 	Troncoso Correa, Prof. Ph.D. Javier <ul style="list-style-type: none"> • Managerial Economics • Accounting and Finance
	Olavarría Astudillo, Prof. M.S. Jaime <ul style="list-style-type: none"> • Strategic Management • Agribusiness Management
Institute of Agricultural Economics	Villalobos Mateluna, Prof. Dr. Pablo <ul style="list-style-type: none"> • Environmental Economics • Impact Analysis of Agribusiness Projects
Cramon-Taubadel, Prof. Dr. Stephan von <ul style="list-style-type: none"> • Econometrics • Market Analysis • Agricultural and Environmental Policy • Regional Development 	School of Managerial Sciences
Spiller, Prof. Dr. Achim <ul style="list-style-type: none"> • Agribusiness Marketing • Market Research 	Rojas Méndez, Prof. M.B.A. José <ul style="list-style-type: none"> • Marketing • Market Research • Consumer Behaviour
Banse, Dr. Martin <ul style="list-style-type: none"> • World Markets • Agricultural Economics 	Aguirre González, Prof. M.S. Medardo <ul style="list-style-type: none"> • Quantitative Methods • Statistics and Econometrics
Marggraf, Prof. Dr. Rainer <ul style="list-style-type: none"> • Environmental Economics • Political Economics of Natural Resources 	Department of Horticulture
Institute of Agricultural Technology	Yuri Salomón, Prof. Dr. José A. <ul style="list-style-type: none"> • Technology in Fruit Production
Lücke, Prof. Dr. Wolfgang <ul style="list-style-type: none"> • Agricultural Technology • Renewable Energies 	Moreno Simunovic, Prof. Ph.D. Yerko <ul style="list-style-type: none"> • Technology in Wine Production
Institute of Agricultural Chemistry	Visiting Professors
Pawelzik, Prof. Dr. Elke <ul style="list-style-type: none"> • Food Processing and Quality 	Bravo – Ureta, Prof. Ph. D. Boris <ul style="list-style-type: none"> • Managerial Economics
Institute of Agronomy and Animal Production in the Tropics and Subtropics and Institute of Animal Breeding	Jara García, Prof. M.Sc. Carlos <ul style="list-style-type: none"> • Financial Management
Wollny, Prof. Dr. Clemens <ul style="list-style-type: none"> • Animal Production and Breeding Systems 	
Tiessen, Prof. Dr. Holm <ul style="list-style-type: none"> • Ecology, Plant Crops and Cropping Systems 	
Moawad, Dr. Atef and Koch, Dr. Herwig <ul style="list-style-type: none"> • Plant Crops and Cropping Systems 	
Hörstgen-Schwark, Prof. Dr. G. <ul style="list-style-type: none"> • Aquaculture 	
Institute of Forest Economics	
Olschewski, Dr. Roland <ul style="list-style-type: none"> • Forest Economics 	

LIST OF MODULES

COMPULSORY MODULES (CM)

- 1. Agribusiness Management (Talca)**
 - Managerial Economics
 - Human Resource and Strategic Management
- 2. Financial Management (Talca)**
 - Financial Management
 - Accounting and Finance for Agribusiness Management
- 3. Marketing in Agribusiness (Talca/Göttingen)**
 - Consumer Behaviour and Food Marketing Strategies
 - Marketing Research for Agribusiness
- 4. Socio-Economics of Rural Development (Göttingen)**
 - Role of Agriculture in Development
 - Development Strategies for Agricultural Sector and Rural Areas
- 5. Agricultural and Environmental Policy Analysis (Göttingen)**
 - Agricultural Policy Analysis
 - World Systems Economics and Agricultural Policy: Analysis and Problems
- 6. World Agricultural Markets and Trade (Göttingen)**
 - International Trade and Markets of Agricultural Products
 - Globalization: Regional Trade and Agricultural Development

METHODOLOGICAL MODULES (MM)

- 1. Quantitative Research Methods in Development Economics (Göttingen)**
 - Sampling and Survey Methods and Statistical Analysis with SPSS
 - Case Studies Related to Food and Agribusiness Sector
- 2. Introduction to Empirical Market and Policy Analysis (Göttingen)**
 - Econometric Models and Times Series Analysis
- 3. Advance Econometrics and Policy Analysis (Göttingen)**
 - Advanced Methods of Econometric Modelling
 - Case Studies in Markets and Policy Analysis
- 4. Multidisciplinary Research in Agricultural Production Systems (Göttingen)**
- 5. Statistical Methods and Introduction to Econometrics (required for some students) (Talca)**
 - Methods of Descriptive and Inferential Statistics
 - Introduction to Econometrics

OPTIONAL MODULES (OM)

- 1. Microeconomic Theory and Planning Methods for Agricultural Development (Göttingen)**
 - Microeconomic Theory of Agricultural Production
 - Planning Methods for Agricultural Projects with Computer Applications.
- 2. Monitoring and Evaluation of Development Policies and Projects (Göttingen)**
 - Monitoring of Development Policies and Projects
 - Evaluation methods (Cost-effectiveness analysis, cost-benefit analysis, impact assessment)
 - Analysis of Farming Systems
- 3. Environmental Economics (Talca)**
 - Environmental Economics and Impact Analysis of Agribusiness Projects
- 4. Agricultural Innovation and Extension (Talca/Göttingen)**
 - Agricultural Innovation and Extension: Methods and Strategy
 - Projects Cycle Management and Planning with Logical Framework
- 5. Development Economics in Latin America (Talca)**
 - Theory and Models Economic Development
 - Strategies of Economic Development
- 6. Exercises on the Quality of Plant Products (Göttingen)**
- 7. Technologies in Fruit and Wine Production (Talca)**
- 8. Regional Policy and Rural Areas (Göttingen)**
- 9. Plants Crops and Cropping Systems (Göttingen)**
 - Survey of Major Crops and Crop Production System
 - Comparative Analysis of Cropping System
- 10. Animal Production And Breeding Systems (Göttingen)**
 - Comparative Analysis of Livestock production Systems
 - Animal Breeding and Nutrition Technologies.
- 11. Aquaculture in the Tropics and Subtropics (Göttingen)**

STRUCTURE AND TIMETABLE OF M.SC. PROGRAM

Semester	Compulsory Modules	Methodological Modules	Optional Modules
First Semester March to July at Univ. TALCA	<i>Marketing Agribusiness (first half)</i> Agribusiness Management Financial Management	Statistical Methods and Introduction to Econometrics (**) 	Environmental Economics Development Economics in Latin America Technologies in Fruit and Wine Production <i>Agricultural Innovation and Extension (first half)</i>
Second semester October – February at Univ. Göttingen	World Agricultural Markets and Trade Socio-Economics of Rural Development	Communication and Change Management Introduction to Empirical Market and Policy Analysis	Microeconomic Theory and Planning Methods for Agricultural Development Sustainable Natural Resources Management Regional Policy and Rural Areas Plant crops and cropping Systems (*) Animal Production and Breeding Systems (*)
Third semester April – July at Univ. Göttingen	<i>Marketing in Agribusiness (second half)</i> Agricultural Policy Analysis	Quantitative research methods in development economics Applied Market and Policy Analysis Multidisciplinary Research in Agricultural Production Systems	<i>Agricultural Innovation and Extension (second half)</i> Exercises on the Quality of Plant Products Monitoring and Evaluation of Development Policies and Projects Aquaculture in the Tropics and Subtropics

Notes:

- Students have to successfully pass 6 compulsory modules (CM), at least 2 methodological modules (MM), and at least 7 from the list of optional modules (OM) or from the remaining methodological modules.
- During the three semesters, students must successfully pass 15 modules. In the first semester at University of Talca, a maximum of five modules can be taken for credit points. Each year, the two modules listed in italic font (i.e. Marketing in Agribusiness and Agricultural Innovation and Extension) are jointly offered by the University of Talca and Göttingen. They count as modules towards the maximum number of five modules taken for credit points at the University of Talca. During the second and third semester, at least ten modules need to be successfully passed at University of Göttingen.
- During the two-month break between the second and third semester, students begin to develop their research proposal which is to be finalized by the end of the third semester in July. Students are encouraged to establish contacts with agribusiness firms or other organizations for the preparation of their thesis research. The M.Sc. program cooperates with the German Agency for Technical Cooperation (GTZ), and may offer a limited number of research topics linked with on-going projects of GTZ in Latin America. In the remaining seven months of the two-year program, students undertake their thesis research, either in their home country/region or in Germany/EU.

(*) = This is a recommended module for non-agrarian students.

(**) = This module is not part of the M.Sc. Program. Students who do not have sufficient knowledge of statistics through courses from their previous university degrees must enroll in this course and pass the exam.

**TIMETABLE FOR COMMENCEMENT OF M.SC. PROGRAM
(FIRST CYCLE OF 24 MONTHS)**

Date and Location	Activity
September 30,	<ul style="list-style-type: none"> • Deadline of application
November - December Univ Talca/ Göttingen/ DAAD	<ul style="list-style-type: none"> • Selection of students admitted to the M.Sc. Program (including tentative admittance of students for the first semester at Univ of Talca who do have only a TOEFL score between 500 and 549 points) • Selection of students who receive a scholarship from DAAD
March 1 – March 15 Univ of Talca	<ul style="list-style-type: none"> • March 1-3: Admitted students travel to Talca, Chile at their own cost • Orientation phase for students (first two weeks in March) at Univ of Talca
First semester: March 16 – July 30, Univ of Talca	<ul style="list-style-type: none"> • Students take the three compulsory modules of the first semester, and a maximum of 2 optional modules out of the list of modules offered by University of Talca • Students take exams in required and optional modules (July 16-30) • Selection of students to be admitted for second and third semester at Univ of Göttingen. The requirements are: (1) The three compulsory modules of the first semester are successfully passed; (2) Proof of sufficient own funds for students who finance their studies in Germany on their own
August 1 to September 30 Institute Goethe, Göttingen	<ul style="list-style-type: none"> • Course in Elementary German ("Deutsch im Alltag"), at Institute Goethe, Göttingen – Germany
Second semester: October 1 – February 15, Univ of Göttingen	<ul style="list-style-type: none"> • Students take compulsory, methodological and optional modules as offered during the second semester • Exams for modules of second semester: First exam period in mid-February
February 16 – April 15, Univ of Göttingen	<ul style="list-style-type: none"> • Preparation of research proposal in consultation with professors of Univ of Goettingen and Talca • Exams for modules of second semester: Second exam period in mid-April
Third semester: April 15 – July 31, Univ of Göttingen	<ul style="list-style-type: none"> • Students take compulsory, methodological and optional modules as offered during the third semester • Students finalize research proposal by July 30 • Exams for modules of third semester: First exam period in mid-July, second exam period in mid-October, third exam period in mid-February of the following year
August 1, – February Country of field research, Univ of Talca or/and Göttingen	<ul style="list-style-type: none"> • Collection of primary and secondary data • Data analysis • Students write their M.Sc. thesis in English language • Preparation of colloquium at which students present their M.Sc. thesis • Students present their M.Sc. thesis in a colloquium in mid-February (with grading of thesis by supervisors)

REQUIREMENTS FOR ADMISSION TO THE M.Sc. PROGRAM AND FOR OBTAINING A SCHOLARSHIP SUPPORTED BY GERMAN ACADEMIC EXCHANGE SERVICE (DAAD)

- A).- Applicants must fulfil the following requirements for admission to the M.Sc. program:
- B.Sc. or Diploma degree from a university or equivalent institutions of higher education in any of the following subject areas: Agricultural Sciences, Economic Sciences, Social Sciences, Forestry Sciences, Veterinary Sciences, and Food and Nutrition Sciences. The B.Sc. or Diploma degree should have a good or excellent grade average.
 - Good working knowledge of English language. It is required that applicants submit a certificate of a TOEFL-test with a minimum of 500 points from a certified testing institution. However, the minimum of 500 points is only sufficient for a preliminary admission that is valid for the first semester at University of Talca. In order to continue the study program at Univ of Goettingen (second and third semester), students are required to pass a TOEFL test with a minimum of 550/213 points (following the old and new grading system, respectively). During the first semester, an intensive English language course is offered to interested students at Univ of Talca. In late July, students can take the TOEFL-test again. Only students with more than 550/213 points by July 31 will be admitted by Univ of Goettingen for the second and third semester.
 - Applicants submit a two-page proposal of their intended M.Sc. research (in English language)
 - The professional experience of the applicant will be a criteria for selection of candidates.
 - Applications for this program will be accepted until August 30. of each year. The application must contain the following documents:
 - i).- B.Sc. or Diploma Degree Certificate, including complete listing of names and grades of individual courses
 - ii).- Two letters of recommendation concerning the academic qualifications of the candidate. At least one of these letters must come from a scientist employed at the university at which the candidate received his or her degree.
 - iii).- An application letter in which the candidate highlights his or her motives and interests to enroll in the M.Sc. program with particular reference to how the applicant intends to use the M.Sc. degree for future professional career.
 - iv).- Full Curriculum Vitae (with date of birth, nationality and passport number other pin number), complete description of education and professional activities, plus a recent photograph.
 - v).- Original TOEFL-Certificate from a certified institution administering such tests (not older than one year)
 - vi).- A declaration by the applicant how he or she intends to finance living costs, travel and other expenses. In the declaration the applicant should state the source of finance (self-finance or scholarship from third party), and –if scholarship- the applicant should attach a letter of confirmation from the institution granting the scholarship.
 - vii).- Professional experience should be documented by letters of current or previous employers.
 - viii).- Valid email address of applicant.

In November of each year, the applications will be reviewed by the Academic Selection Committee of the two partner universities which is chaired by the Director of Programs. This committee will select the candidates who will be admitted to the M.Sc. Program.

B).- Applicants who wish to apply for a scholarship funded by the German Academic Exchange Service for this M.Sc. Program, a number of requirements in addition to those mentioned under A) need to be fulfilled:

- i).- Professional experience (at least two years) to be documented by letters of employers
- ii).- Original TOEFL-Certificate from a certified institution administering such tests (not older than one year), with a minimum of 550/213 points (following either the old or new grading system, respectively)
- iii).- Maximum age is 32 years
- iv) Filled out application form for DAAD-scholarship (to be downloaded at <http://www.daad.de/de/jump.html?l=es&p=%2Fde%2Fdownload.html%21> (Spanish version: Formulario de solicitud para los programas del DAAD) or <http://www.daad.de/de/jump.html?l=en&p=%2Fes%2Fdownload.html%21> (English version: Application for Research Grants and Study Scholarships))
- v) Scholarships from DAAD for this program are only available for nationals of Latin American countries.

Only complete applications will be reviewed by the Academic Selection Committee of the Universities of Göttingen and Talca and a representative of the German Academic Exchange Service (DAAD). Applications for scholarship should be directed to University of Talca (for applicants from Latin America) and to University of Göttingen (for all other students). For addresses, see below.

Estimated costs of M.Sc. Program (*)

ITEMS	Pesos Chilenos	Total US\$
Immatriculation	85.000	142
Fee at Univ of Talca	1.440.000	2.400
TOTAL		2.542

1 US\$ = aprox. 600 Pesos Chilenos (*) = Year 2005

Note: Those students who have been granted a scholarship from the German Academic Exchange Service at the beginning of the first semester will not be required to pay the above fee of University of Talca.

OTHER COSTS INCURRED BY STUDENTS INCLUDE:

- Travel costs from country of origin to University of Talca, Chile
- Living costs in Chile (food and lodging), approximately 300 US-\$ per month
- Health insurance valid for Chile
- If required: English language course and fees for TOEFL exam
- Costs for application of student visa at German Embassy *
- Travel costs from Chile to Univ of Göttingen, Germany *
- Costs for compulsory health insurance (single, below age 30), living costs and immatriculation fees at University of Göttingen, Germany, are approximately Euro 650 per month (approx US-Dollar 620)
- Travel and field research costs in home country/region or in Germany/EU *
- Travel cost for relocation from Germany to home country at the end of M.Sc. program *

***/ except students who have been granted a scholarship from the German Academic Exchange Service (DAAD)**

Where to mail the applications for admission as well as scholarships:

Applicants from Latin America shall mail their documents to the following address:

Programa "Master in International Agribusiness"
 Facultad de Ciencias Agrarias
 Departamento de Economía Agraria
 Universidad de Talca
 Casilla 747-721
 Talca-Chile

Applicants from all other countries shall mail their documents to the following address:

University of Göttingen
 Institute of Rural Development
 c/o The Coordinator of the Master Program in International Agribusiness
 Waldweg 26
 D-37073 Göttingen / Germany

Information:

University of Göttingen
 Institute of Rural Development
 c/o Ms. Meike Wollni
 Waldweg 26
 D-37073 Göttingen / Germany
 Phone: 49 (0) 551-393924
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Preliminary letter of interest for admission to M.Sc. Program (possibly to be sent via email)

Complete Name		PIN Number / Passport Number:	
First Academic degree		Year received:	
Received from which university		Country:	

Second academic degree (if any)		Year received:	
Received from which university		Country:	

Mailing address					
City		Country		TEL.	
Fax		E-MAIL			

Professional address					
City		Country		TEL.	
Fax		E-MAIL			

Please mark which of the following sources of finance you have or you plan to apply for. If you have already secured a scholarship or are able and willing to self-finance, please indicate this below.

Source of finance for M.Sc. program	Self-finance	Scholarship from home country	Scholarship from foreign government agency (not DAAD)	Scholarship from national non-government foundation	Scholarship from foreign non-government foundation	Applicant applies for DAAD-scholarship under this program