

MBAUSP
ESALQ

MBA IN
AGRIBUSINESS

ONLINE COURSE





“Be part of this success: Brazilian agribusiness. Study about the fastest growing sector in Brazil and in the world in the last two years, and acquire knowledge that makes a difference in your career. Know how Brazilian agribusiness works, its markets, challenges and opportunities.”

Carlos José Caetano Bacha, USP coordinator of the MBA USP/Esalq in Agribusiness.

OUR MASTERS



Carlos J. C. Bacha



Lucilio Rogerio
Aparecido Alves



José Otávio Menten



Roberto Arruda de
Souza Lima



Marcelo Guaritá



José P. Molin



Gilberto Tozatti



Wilson Motta Miceli



Thiago Bernadino
de Carvalho



Paulo Cesar
Sentelhas



Gustavo Silva

COURSE PROGRAM

TECHNICAL MODULE

Digital Agribusiness

Poultry Agribusiness

Coffee Agribusiness

Dairy Agribusiness

Corn Agribusiness

Aquaculture Agribusiness

Pig Agribusiness

International Agribusiness Trade

Accounting in Agribusiness

Cooperativism in Agribusiness

Agricultural Derivatives

Agribusiness Financing

Sales Management in Agribusiness

Logistics in Agribusiness

Trading Practices

Rural Insurance

Fruits and Vegetables Sector (FLV)

Sustainability in Agribusiness

COURSE PROGRAM

FINANCIAL AND MANAGEMENT MODULE

Precision Agriculture

Forestry Agribusiness

Big Data and Market Intelligence

Biotechnology

Financial Calculations

Statistics Applied to Agribusiness

Business Ethics

Cost Management in Agribusiness

Financial Management in Agribusiness

Corporate Governance and Compliance

Holding and Wealth Management

Negotiation

Family Succession

Pesticides Sector

Fertilizer Sector

Sugar-Energy Sector

COURSE PROGRAM

MARKET MODULE

Cotton Agribusiness

Livestock Agribusiness

Citriculture Agribusiness

Soybean Agribusiness

Climate and Agribusiness

Law Applied to Agribusiness

Economy and Agribusiness

People Management

Leadership

Marketing in Agribusiness

Digital Marketing in Agribusiness

Strategic Planning and Management in Agribusiness

Brazilian Agricultural Policy

Agroindustrial System

Taxation in Agribusiness

***Course program subject to change**

How are the classes?



Updated content with online and live classes

The best way to ensure updated content and interaction between students and professors is with live classes. Without leaving aside the flexibility, the classes are also online and are recorded for you to review as many times as you want until the end of the course.

Attendance

The attendance of students is counted by performing the tests and must be equal to or greater than 75%. This way, there is no loss for the students that cannot attend the live class, being able to watch it whenever and wherever it is more convenient to their routine.



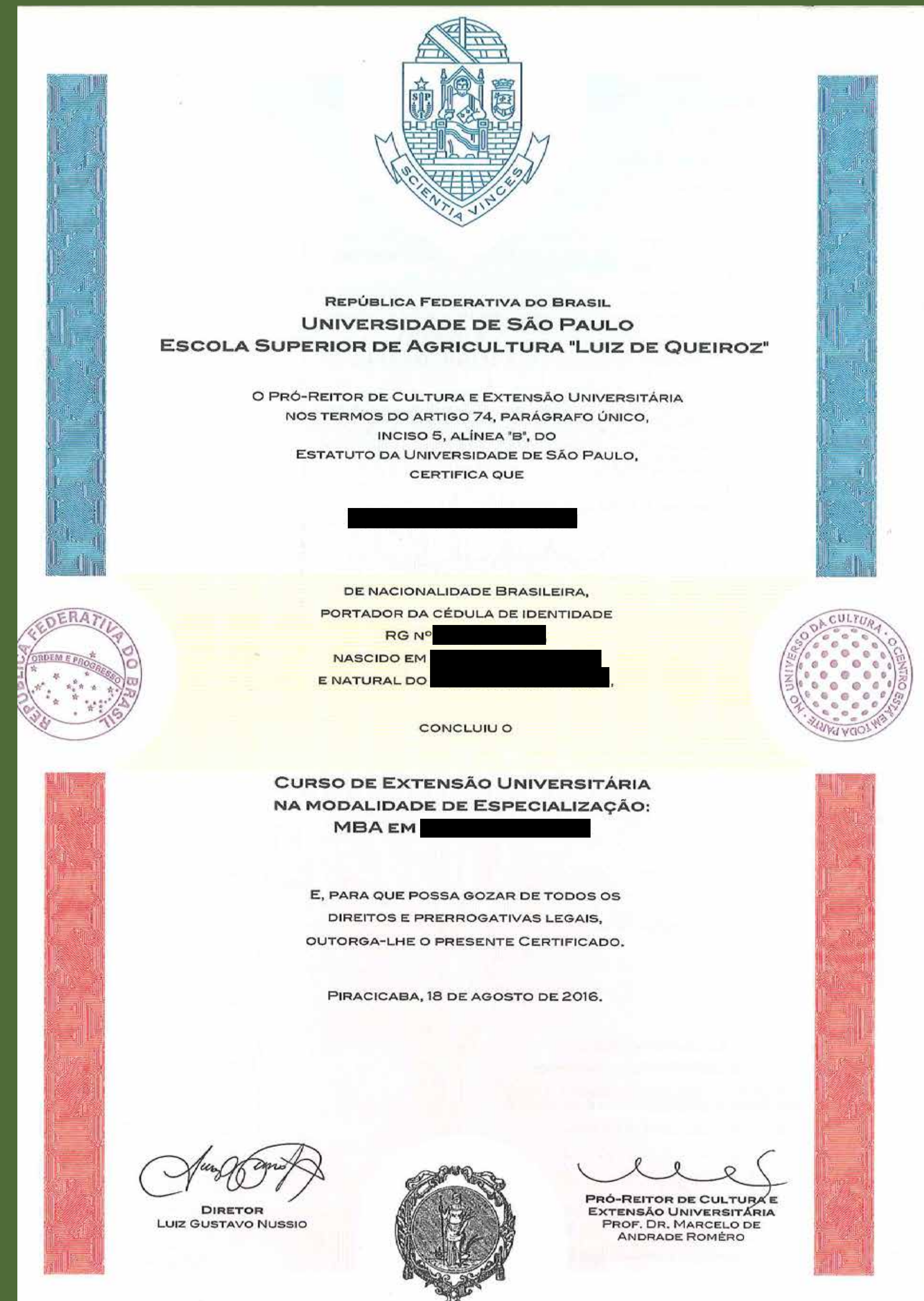
Online and weekly tests

After each class, the students must perform a test that is available in the academic system for three weeks. There are 10 multiple choice questions and three attempts, being considered the highest grade to compose the final average (which must be equal to or greater than 7).

CERTIFICATE

USP

The MBA USP/Esalq is a Lato sensu graduate course. The approved student at the end of the course receives a specialist certificate from USP/Esalq. It looks exactly like the picture on the side! The certificates for distance education courses are the same as those for in-person courses.



COURSE INFORMATION



Weekly live class, on Mondays from 7pm to 11pm (BRT, UTC-3)
The content remains recorded and can be watched at any time



18 months duration + Final Paper Presentation
Schedule can be extended within up to 3 months due to national holidays and recesses.



Certificate
USP



USP professors and professionals with renowned experience in the private sector

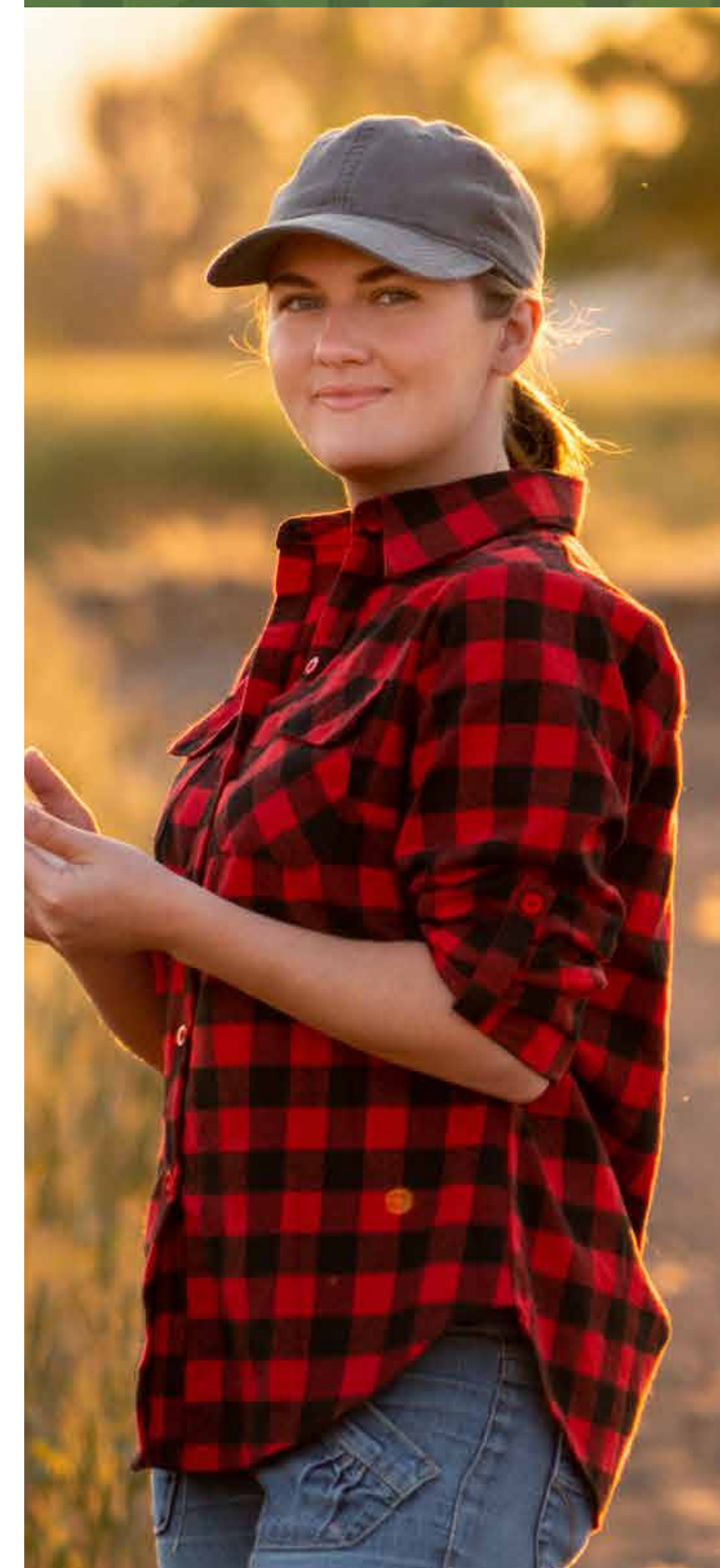


Final Paper presentation in an exclusive event



18x of R\$ 590
Enrollment Rate of R\$ 100
*Values valid for 2022

I WANT TO REGISTER



FREQUENT QUESTIONS

about the course

Is the MBA focused on the business area?

The objective of the MBA consists of providing academic knowledge with a focus on business management and agroindustrial markets. For this, students have contact with planning and management tools applicable in different links of agribusiness, from the production and distribution of inputs, going through agricultural production and processing of products, up to their logistics and targeting distribution channels.

With the course, will I have a deeper knowledge in applied environmental legislation?

Yes. Due to its importance, environmental legislation corresponds to one of the main areas of the subject of Law Applied to Agribusiness. Issues involving the restoration of Legal Reserves, Permanent Preservation Areas (APP), and Rural Environmental Registry (CAR), in addition to the main points of attention in the Forest Code, are explored in a didactic and detailed manner. Information and concepts have an applied character, being useful, for example, to professionals with law that intend to specialize in customers of agribusiness, as well as all who have the challenge of planning and administer agricultural business.

FREQUENT QUESTIONS

about the course

How can this course help heirs without agricultural training to manage the family's agribusiness?

One of the main areas of the MBA in Agribusiness is the Governance Practices, which involves subjects such as Family Succession, Leadership, People Management, Corporate Governance, Family Holding and Wealth Management, for example. Among the main topics, the following stand out: essential skills of leaders; succession planning; tools and clauses for the protection of the family business; tax planning; and possible advantages with the constitution of family holdings. These themes, in addition to others that make up this area of knowledge, constitute a valuable set of instruments that lead to competitive advantages and that can be essential for the continuity of the business for generations.

How can the MBA help me in the labor market?

The MBA in Agribusiness focuses on the areas of agribusiness planning and management. The faculty of the MBA is composed by USP teachers, in addition to researchers and experienced professionals in the sector. The students have the opportunity to do networking with people from other countries, establishing a strategic network of partners and stakeholders that can be important for professional success. The subjects are aligned with the main trends and challenges of Brazilian agribusiness, meeting the needs of organizations (tradings, cooperatives, plants, farms and governmental institutions, for example) that act in different links of the sector.

FREQUENT QUESTIONS

institutional

How does the Final Paper work?

The Final Paper is mandatory for the completion of the course. Until 2019, the presentations were in person in Piracicaba/SP. However, the guidelines of social distance for 2020 modified some aspects and the whole event was performed online, including the Final Paper presentations. The classes of 2021 can choose between the in-person presentation (in Piracicaba/SP) or online.

Will there be an adjustment in the installments?

The installment will remain the same throughout the course, the first installment should be paid 15 days after the approval of the mandatory documents. The remainder may expire according to the preference indicated in the registration form.

Will I have someone responsible for my academic follow-up?

In the academic journey you will have a coursemother/coursefather to provide support and even answer questions. They will participate on the following steps of the course: adjustments, registration, academic follow-up or financial issues, and the final paper elaboration.

What documents will I need to attach?

An ID document and Higher Education Diploma (or Higher Education Certificate + Higher Education Records with the date of graduation) are required for approval.

Do MBA USP/Esalq students have a discount on some **International Program**?

Yes. Students on the MBA USP/Esalq courses have a 70% discount to attend the teaching programs offered by Pecege's partnership with the International Business School (IBS Americas). For more information, contact our exclusive agent:
joao.guerreiro@ibs-americas.com.

University of
La Verne



IBS
INTERNATIONAL
BUSINESS SCHOOL
— AMERICAS —

MBAUSP
ESALQ

Alexandre Herculano St., 120, Vila Monteiro
Piracicaba/SP ZIP :
3.418-445

queroinfo@pecege.com

+55 19 3377 0937 +55 19 3377 0940

[@](#) [f](#) [in](#) [▶](#) /mbauspesalq