

DEPARTMENT OF AGRIBUSINESS& SUPPLY CHAIN MANAGEMENT

CURRICULUM GUIDE 2023-2024

1st Semester				
A/A	COURSE CODE	COURSE TITLE	ECTS Credits	Teaching Hours / week (Lectures & Laboratory Exercises)
1	5101	BUSINESS ADMINISTRATION I	5	4 hrs Lectures
2	5102	MICROECONOMY	5	4 hrs Lectures
3	5103	PLANT BOTANY (SYSTEMATICS - ANATOMY & MORPHOLOGY)	5	3 hrs Lectures & 2 hrs Lab Exerc
4	5104	ANIMAL HUSBANDRY	5	2 hrs Lectures & 2 hrs Lab Exerc
5	5105	INTRODUCTION TO INFORMATION AND COMMUNICATION TECHNOLOGIES	5	3 hrs Lectures & 2 hrs Lab Exerc
6	5106	CALCULUS I	5	4 hrs Lectures
7	5110	ENGLISH I	0	3 lect

2nd Semester				
A/A	COURSE CODE	COURSE TITLE	ECTS Credits	Teaching Hours / week (Lectures & Laboratory Exercises)
1	5201	BUSINESS ADMINISTRATION II	5	4 hrs Lectures
2	5202	MACROECONOMIC THEORY	5	4 hrs Lectures
3	5304	VEGETABLE PRODUCTION	5	3 hrs Lectures & 2 hrs Lab Exerc
4	5204	AGRONOMY	5	2 hrs Lectures & 2 hrs Lab Exerc
5	5205	DATA BASE MANAGEMENT	5	3 hrs Lectures & 2 hrs Lab Exerc
6	5206	CALCULUS II	5	4 hrs Lectures
7	5210	ENGLISH II	0	3 hrs Lectures

3rd Semester				
A/A	COURSE CODE	COURSE TITLE	ECTS Credits	Teaching Hours / week (Lectures+ Laboratory Exercises)
1	5301	HUMAN RESOURCES MANAGEMENT	5	4 hrs Lectures
2	5302	MARKETING OF AGRICULTURAL PRODUCTS & FOODS	5	4 hrs Lectures
3	5303	SUPPLY CHAIN MANAGEMENT	5	4 hrs Lectures
4	5605	INTRODUCTION TO FOOD SCIENCE AND TECHNOLOGY	5	3 hrs Lectures & 2 hrs Lab Exerc
5	5307	ACCOUNTING	5	4 hrs Lectures
6	5306	STATISTICS	5	4 hrs Lectures
7	5310	ENGLISH III	0	3 hrs Lectures

4th Semester				
A/A	COURSE CODE	COURSE TITLE	ECTS Credits	Teaching Hours/week (Lectures+ Laboratory Exercises)
1	5401	TOTAL QUALITY MANAGEMENT	5	4 hrs Lectures
2	5402	WAREHOUSE AND INVENTORY MANAGEMENT	5	4 hrs Lectures
3	5407	SPECIAL ISSUES IN ACCOUNTING	5	4 hrs Lectures
4	5404	MANAGEMENT INFORMATION SYSTEMS	5	3 hrs Lectures & 2 hrs Lab Exerc
5	5405	INTRODUCTION TO AGRICULTURAL ECONOMICS	5	4 hrs Lectures
6	5406	POMOLOGY	5	3 hrs Lectures & 2 hrs Lab Exerc
7	5410	ENGLISH IV	0	3 hrs Lectures

5 th Semester				
A/A	COURSE CODE	COURSE TITLE	ECTS Creditsç	Teaching Hours/week (Lectures & Laboratory Exercises)
1	5501	BUSINESS STRATEGY & POLICY	5	4 hrs Lectures
2	5502	PROCUREMENT MANAGEMENT	5	4 hrs Lectures
3	5512	ENTERPRISE RESOURCE PLANNING SYSTEMS	5	3 hrs Lectures & 2 hrs Lab Exerc
4	5504	AGRICULTURAL ZOOLOGY AND ENTOMOLOGY	5	3 hrs Lectures & 2 hrs Lab Exerc
5	5602	AGRI-FOOD SUPPLY CHAIN	5	4 hrs Lectures
6	5511	ENGLISH V	0	3 hrs Lectures
<i>Compulsory Elective Courses (mandatory choice of one (1) from (5))</i>				
1	5506	CORPORATE GOVERNANCE & CORPORATE SOCIAL RESPONSIBILITY	5	4 hrs Lectures
2	5513	FINANCIAL STATEMENT ANALYSIS	5	2 hrs Lectures & 2 hrs Lab Exerc
3	5514	SOCIAL ENTREPRENEURSHIP & SUSTAINABLE DEVELOPMENT	5	4 hrs Lectures
4	5509	AGRICULTURAL BUSINESS BY-PRODUCTS AND WASTE MANAGEMENT	5	4 hrs Lectures
5	5510	OCCUPATIONAL SAFETY AND HEALTH	5	4 hrs Lectures

6 th Semester				
A/A	COURSE CODE	COURSE TITLE	ECTS Credits	Teaching Hours/Week(Lectures & Laboratory Exercises)
1	5601	DIGITAL MARKETING	5	4 hrs Lectures
2	5505	OPERATIONAL RESEARCH	5	4 hrs Lectures
3	5604	FINANCIAL MANAGEMENT AND EVALUATION OF INVESTMENTS	5	2 hrs Lectures & 2 hrs Lab Exerc
4	5203	ANIMAL NUTRITION	5	2 hrs Lectures & 2 hrs Lab Exerc
5	5611	ENGLISH VI	0	2 hrs Lectures
6	5100	INTERNSHIP	5	
<i>Compulsory Elective Courses (mandatory choice of one (1) from (5))</i>				
1	5606	RISK MANAGEMENT & CRISIS MANAGEMENT	5	4 hrs Lectures
2	5607	SUSTAINABLE SUPPLY CHAIN	5	4 hrs Lectures
3	5612	ENVIRONMENTAL POLICY AND ENVIRONMENTAL ECONOMICS FOR THE AGRIFOOD SECTOR	5	4 hrs Lectures
4	5609	STORED PRODUCT AND URBAN PESTS	5	3 hrs Lectures & 2hrs Lab Exerc.
5	5610	LAW (COMMERCIAL, CIVIL))	5	4 hrs Lectures

7th Semester				
A/A	COURSE CODE	COURSE TITLE	ECTS Credits	Teaching Hours/Week (Lectures & Laboratory Exercises)
1	5701	FARM MANAGEMENT I	5	4 hrs Lectures
2	5702	TRANSPORTATION AND DISTRIBUTION SYSTEMS FARM MANAGEMENT I	5	2 hrs Lectures & 2hrs Lab Exerc.
3	5703	SUPPLY CHAIN INFORMATION SYSTEMS	5	3 hrs Lectures & 2hrs Lab Exerc.
4	5704	AGROECONOMIC & SOCIOLOGICAL RESEARCH METHODS	5	4 hrs Lectures
<i>Compulsory Elective Courses (mandatory choice of two (2) from (5))</i>				
1	5705	CUSTOMER BEHAVIOUR	5	4 hrs Lectures
2	5706	MANAGEMENT ACCOUNTING	5	2 hrs Lectures & 2 hrs Lab Exerc
3	5707	AROMATIC - MEDICINAL PLANTS	5	3 hrs Lectures & 2hrs Lab Exerc.
4	5708	SPECIAL ALTERNATIVE FORMS OF TOURISM	5	4 hrs Lectures
5	5709	PEDAGOGY AND TEACHING OF GEOTECHNICAL COURSES	5	4 hrs Lectures

Direction: Agribusiness Management

8th Semester				
A/A	COURSE CODE	COURSE TITLE	ECTS Credits	Teaching Hours/Week (Lectures & Laboratory Exercises)
1	5801	FOOD QUALITY MANAGEMENT	5	3 hrs Lectures & 2hrs Lab Exerc.
2	5802	FARM MANAGEMENT II	5	4 hrs Lectures
3	5803	INTERNATIONAL EXPORT MARKETING	5	4 hrs Lectures
4	5200	INTERNSHIP	5	
<i>Compulsory Elective Courses (mandatory choice of two (2) from (5))</i>				
1	5805	BUSINESS INTELLIGENCE SYSTEMS (BI)	5	3 hrs Lectures & 2hrs Lab Exerc.
2	5806	INTRODUCTION TO WATER RESOURCES MANAGEMENT	5	4 hrs Lectures
3	5807	FLORICULTURE (PRINCIPLES AND MAIN CULTIVATIONS)	5	3 hrs Lectures & 2hrs Lab Exerc.
4	5808	ENVIRONMENT AND RECYCLING MANAGEMENT IN THE AGRICULTURAL SECTOR	5	4 hrs Lectures
5	5809	LAW (TAX, LABOUR)	5	4 hrs Lectures

Direction: Agribusiness Management

9th Semester				
A/A	COURSE CODE	COURSE TITLE	ECTS Credits	Teaching Hours/Week (Lectures & Laboratory Exercises)
1	5901	PRODUCTION MANAGEMENT	5	4 hrs Lectures
2	5902	SERVICE MARKETING	5	4 hrs Lectures
3	5903	INDUSTRIAL ORGANIZATION	5	4 hrs Lectures
4	5904	ELECTRONIC BUSINESS	5	3 hrs Lectures & 2hrs Lab Exerc.
<i>Compulsory Elective Courses (mandatory choice of two (2) from (5))</i>				
1	5905	SHIPPING AND LOGISTICS	5	4 hrs Lectures
2	5906	SUPPLY CHAIN MANAGEMENT OF SERVICES	5	4 hrs Lectures
3	5907	INTERNATIONAL FINANCING REPORTING STANDARDS AND INTERNATIONAL ACCOUNTING	5	3 hrs Lectures & 2hrs Lab Exerc.
4	5908	SOIL SCIENCE AND FERTILIZERS	5	3 hrs Lectures & 2hrs Lab Exerc.
5	5909	VITICULTURE – ENOLOGY	5	3 hrs Lectures & 2hrs Lab Exerc.

10th Semester (*)			
	COURSE CODE	COURSE TITLE	ECTS Credits
1	DIS	THESIS	30

Direction: Supply Chain Management

8th Semester				
A/A	COURSE CODE	COURSE TITLE	ECTS Credits	Teaching Hours/Week (Lectures & Laboratory Exercises)
1	5801	FOOD QUALITY MANAGEMENT	5	3 hrs Lectures & 2hrs Lab Exerc.
2	5810	REVERSE SUPPLY CHAIN	5	4 hrs Lectures
3	5811	ENTREPRENEURSHIP AND INNOVATION IN THE SUPPLY CHAIN	5	4 hrs Lectures
4	5200	INTERNSHIP	5	...
<i>Compulsory Elective Courses (mandatory choice of two (2) from (5))</i>				
1	5803	INTERNATIONAL EXPORT MARKETING	5	4 hrs Lectures
2	5806	INTRODUCTION TO WATER RESOURCES MANAGEMENT	5	4 hrs Lectures
3	5807	FLORICULTURE (PRINCIPLES AND MAIN CULTIVATIONS)	5	3 hrs Lectures & 2hrs Lab Exerc.
4	5805	BUSINESS INTELLIGENCE SYSTEMS (BI)	5	3 hrs Lectures & 2hrs Lab Exerc.
5	5809	LAW (TAX, LABOUR)	5	4 hrs Lectures

Direction: Supply Chain Management

9th Semester				
A/A	COURSE CODE	COURSE TITLE	ECTS Credits	Teaching Hours/Week (Lectures & Laboratory Exercises)
1	5910	FOOD PACKAGING - STANDARDIZATION AND QUALITY CONTROL	5	4 hrs Lectures
2	5905	SHIPPING AND LOGISTICS	5	4 hrs Lectures
3	5906	SUPPLY CHAIN MANAGEMENT OF SERVICES	5	4 hrs Lectures
4	5911	ECONOMICS OF TRANSPORTATION	5	4 hrs Lectures
<i>Compulsory Elective Courses (mandatory choice of two (2) from (5))</i>				
1	5901	PRODUCTION MANAGEMENT	5	4 hrs Lectures
2	5903	INDUSTRIAL ORGANIZATION	5	4 hrs Lectures
3	5908	SOIL SCIENCE AND FERTILIZERS	5	2 hrs Lectures & 2 hrs Lab Exerc
4	5909	VITICULTURE – ENOLOGY	5	3 hrs Lectures & 2hrs Lab Exerc.
5	5912	INTERNATIONAL SUPPLY CHAIN	5	4 hrs Lectures

10ο Εξάμηνο (*)			
	COURSE CODE	COURSE TITLE	ECTS Πιστωτικές Μονάδες
1	DIS	THESIS	30...

CURRICULUM GUIDE 2023-2024

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5101	SEMESTER	1st
COURSE TITLE	BUSINESS ADMINISTRATION I		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The aim of the course is:</p> <ul style="list-style-type: none"> • To introduce students to the science of Business Administration through the analysis of the business environment and the development of the individual functions of Business Administration. • To encourage an understanding of management in today's complex and dynamic business environment • To develop students' analytical and critical thinking skills <p>Upon successful completion of the course, the student will be able to:</p>

- Distinguishes the basic principles of business administration
- Understands the basic "tools" for dealing with theoretical and practical problems that arise in the modern business environment
- Identify problems and propose alternative solutions related to the actions of planning, organization, management, and control of enterprises.
- Distinguishes the main axes of the subject of modern management and its affinities with related scientific disciplines as well as the the characteristics of the Manager of the future.
- Understand the importance and the way of operation of the examined public and private organizations

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Working in an international environment
- Working in an interdisciplinary environment
- Production of new research ideas Teamwork
- Project planning and management
- Respect for difference and multiculturalism
- Respect for the natural environment
- Showing social, professional, and ethical responsibility and sensitivity to gender issues
- Criticism and self-criticism
- Production of free, creative and inductive thinking

3.SYLLABUS

Course description:

1. Introductory concepts - Principles of Business Administration and Organizations
2. Historical Evolution of Management
3. Internal Business Environment
4. External Business Environment
5. Decision Making
6. Planning
7. Organization. Organization design
8. Leadership.
9. Motivation of Human Resources
10. Team Management
11. Control
12. Operations Management
13. Case Studies

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will

also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project.

Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning															
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>															
TEACHING METHODS	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Work Load</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">52</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td style="text-align: center;">32</td> </tr> <tr> <td><i>Independent Study</i></td> <td style="text-align: center;">39</td> </tr> <tr> <td><i>Advisory support</i></td> <td style="text-align: center;">0,5</td> </tr> <tr> <td><i>Exams</i></td> <td style="text-align: center;">2</td> </tr> <tr> <td><i>Course Total</i> <i>(Approximately 25 hours of workload per credit unit 125.5)</i></td> <td style="text-align: center;">125,5 h</td> </tr> </tbody> </table>		<i>Activity</i>	<i>Work Load</i>	Lectures (direct)	52	<i>Writing paper/ papers</i>	32	<i>Independent Study</i>	39	<i>Advisory support</i>	0,5	<i>Exams</i>	2	<i>Course Total</i> <i>(Approximately 25 hours of workload per credit unit 125.5)</i>	125,5 h
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires 															

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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Robbins S. P., Decenzo D. A., Coulter M. (2017), "Διοίκηση Επιχειρήσεων. Αρχές και Εφαρμογές", 2^η έκδοση, Εκδόσεις Κριτική
- Τερζίδης, Κ., (2015), "MANATZMENT Στρατηγική Προσέγγιση", 3η έκδοση, Εκδόσεις Σύγχρονη Εκδοτική
- Κέφης, Β., (2005), "Ολοκληρωμένο Μάνατζμεντ", 1η Έκδοση, Εκδόσεις Κριτική
- Πετρίδου, Ε (2002), "Διοίκηση-Μάνατζμεντ, μια Εισαγωγική Προσέγγιση", 2η έκδοση, Εκδ. Ζυγός, Αθήνα 2002.
- Schermerhorn J.R., (2012), "Εισαγωγή στο Management", Εκδόσεις Πασχαλίδης

Suggested Bibliography in English Language:

- Stephen P. Robbins, David A. DeCenzo, Mary Coulter (2017). Fundamentals of Management
- Morris & Willey (1996). The Corporate Environment, Pitman Publishing Co.
- Welford & Prescott (1996). European Business, 2nd edition, Pitman Publishing.

Related academic Journals:

- Human Resource Management Review
- Human Research Management Journal
- Human Research Development
- HR Magazine
- The International Journal of Human Resource Management
- Personnel Journal
- Employee relations
- Career Development International

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5102	SEMESTER	1st
COURSE TITLE	MICROECONOMY		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Special Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

Microeconomic theory mostly focuses on the decision-making process of economic units: consumers and businesses. Among other things, the allocation of resources and the distribution of income among economic units are examined. From the consumers' point of view, we examine which products they choose to consume, in what quantities and how the demand curve is eventually formed. From the firms' side, we examine what quantities of products they will offer for any given price and how the supply curve is formed. The two sides exchange money and goods through the market mechanism, which, under perfect competition, determines the price and quantity of equilibrium.

Upon successful completion of the course, the student will be able to:

- understand the methodological approach of the phenomena of this particular field of economics, the theoretical framework of supply and demand, the theoretical and practical dimension of market equilibrium and its volatility
- analyse consumers' "rational" choices who try to maximize their utility
- analyse firms' choices in the production process by examining the methods for maximizing their profits
- approach and analyse the market structure and its competitive framework

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Respect for difference and multiculturalism

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction to basic concepts
2. Consumers' behaviour
3. Supply and demand
4. Elasticities
5. Firms' behaviour
6. Equilibrium in a perfectly competitive market
7. Cost theory in the short run
8. Cost theory in the long run
9. Perfect competition
10. Monopoly and monopsony
11. Monopolistic competition and oligopoly
12. Inequality, poverty and income redistribution
13. The benefits of trade

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real

business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

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<i>Advisory support</i>	0,5														
<i>Exams</i>	2														
<i>Course Total</i> <i>(Approximately 25 hours of workload per credit unit 125.5)</i>	125,5 h														
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination 														

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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Παπαδόγγονας, Θ. (2017). *Εισαγωγή στη Μικροοικονομική Ανάλυση και Πολιτική*. Αθήνα: Τσότρας.
- Krugman P., Wells R., *Οικονομική – Μικροοικονομική και Μακροοικονομική*, (2019). *Εκδόσεις: Πασχαλίδης*
- Bade R., Parmin M, *Μικροοικονομική*, (2018), *Εκδόσεις: Rosili*.
- Arnoid R. *Μικροοικονομική*, (2011), *Εκδόσεις: Πασχαλίδης*
- Παπαδόγγονας, Θ. (2017). *Εισαγωγή στη Μικροοικονομική Ανάλυση και Πολιτική*. Αθήνα: Τσότρας.

Suggested Bibliography in English Language:

Related academic Journals:

- American Economic Journal: Microeconomics
- Foundations and Trends(R) in Microeconomics
- Journal of Economic Behavior & Organization, Studies in Microeconomics

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5103	SEMESTER	1st
COURSE TITLE	PLANT BOTANY (SYSTEMATICS - ANATOMY & MORPHOLOGY)		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	3	5	
Laboratory Exercises	2		
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The aim of the course is:</p> <ul style="list-style-type: none"> • To teach students the levels of organization of a plant organism (cell-tissue-organs), with particular emphasis on the main morphological and anatomical characteristics of the most important (in terms of cultivated areas) cultivated plant species (field crops, fruits and vegetables) but also the most important weed species of Greek flora. • To present the principle methods of classification of plant organisms. <p>Upon successful completion of the course, the student will be able to:</p>

- Recognize plants of agricultural interest, understand their basic morphological and anatomical features and their basic physiological and developmental functions.
- Become familiar with the diversity of plant organisms and in particular the diversity of flowers, inflorescences, leaves, shoots and roots of angiosperms.
- Understand plant classification terminology.

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction and Basic Principles in Botany (object, purposes, methodology).
2. Classification and characteristics of Angiosperms, their evolution and the advantages of their spread.
3. Presentation of the molecular composition of plants.
4. Description and presentation of plant cells.
5. Description of plant tissues.
6. Analysis of the structure, function and morphology of the root of the main cultivated plants and weeds of our country.
7. Analysis of the structure, function and morphology of the shoots of the main cultivated plants and weeds of our country.
8. Analysis of the structure, function and morphology of the leaves of the main cultivated plants and weeds of our country.
9. Description of the morphology of the flowers of the most important cultivated plants and weeds and their role.
10. Description of pollination, fertilization of plants.
11. Description of the fruits of the main cultivated plants and weeds of our country.
12. Description of the structure and analysis of the sperm function of the plants.

13. Description of the photosynthesis, respiration and evaporation of plants.

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning															
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>															
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires 															

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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Τσέκος Ι., Ηλίας Η. (2007) Μορφολογία και Ανατομία Φυτών. Εκδοτικός Οίκος Αδελφών Κυριακίδη Α.Ε.
- Simpson, G.S. (2015). Συστηματική των Φυτών. Εκδόσεις Utopia.
- Andreas Bartels (2011). Φυτά της Μεσογείου. ISBN: 9789604574681, σελ. 366.
- Αϊβαλάκης, Γ., Καραμπουρνιώτης Γ., Φασσέας Κ. (2005). Γενική Βοτανική. Εκδόσεις Εμβρυο
- Μπαμπαλώνας Δ., Κοκκίνη Σ. (2004). Συστηματική Βοτανική: φυλογενετική – φαινετική προσέγγιση της ταξινόμησης των φυτικών οργανισμών. Εκδόσεις Αϊβάζη. Θεσσαλονίκη, σελ. 421.
- Σαρλής, Γ.Π. (1999). Συστηματική Βοτανική. Εκδόσεις Σταμούλη

Suggested Bibliography in English Language:

- Datta, S. C. (1988). Systematic botany. New Age International.

Related academic Journals:

- Annals of applied biology
- Annals of Botany
- Journal of Experimental Botany
- Journal of Plant Physiology
- Plant Science

Instructor's Notes

COURSE OUTLINE

1. GENERAL INFORMATION

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDY	<i>Undergraduate</i>		
COURSE CODE	5104	SEMESTER	1st
COURSE TITLE	Animal husbandry		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	2	5	
Laboratory Exercises	2		
COURSE TYPE	General Background		
PREREQUISITE COURSES:	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <p>The purpose of the course is to introduce students to the main subjects of animal husbandry, which scientifically support animal production. Animal husbandry is a complex science using knowledge and methods of various other sciences. It analyzes issues related to the socio-economic importance of livestock production, lists data on the origin and habitat of farm animals and describes the main breeds of farm animals. It also examines the basic principles of physiology of animal development, breeding and lactation. Finally, it presents the basic aquaculture principles and the main phases of the aquaculture production process.</p> <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • Distinguishes the basic principles of animal husbandry • Understands the basic "tools" for dealing with theoretical and practical problems that arise in the modern business environment • Identify problems and propose alternative solutions related to the actions of planning, organization, management, and control of enterprises. • Distinguishes the main axes of the subject of modern management and its affinities with related scientific disciplines as well as the characteristics of the Manager of the future. • Understand the importance and the way of operation of the examined public and private organizations

General Competences
Adapting to new situations
Decision-making
Working independently
Teamwork
Working in an international environment
Working in an interdisciplinary environment
Production of new research ideas Teamwork
Project planning and management
Respect for difference and multiculturalism
Respect for the natural environment
Showing social, professional, and ethical responsibility and sensitivity to gender issues
Criticism and self-criticism
Production of free, creative and inductive thinking

3.SYLLABUS

<ol style="list-style-type: none"> 1. Social & Economic Significance of Animal Production 2. Origin and domestication of farm animals 3. Cattle Husbandry 4. Sheep and Goats Husbandry 5. Swine Husbandry 6. Poultry 7. Aquaculture 8. Population & quantitative genetics on farm animals 9. Development of bone, skeletal muscle and adipose tissue of farm animals 10. Methods of estimating body composition, changes in body composition over time. 11. Breeding of farm animals 12. Milk production of farm animals 13. Animal Production and the Environment <p>A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The</p>

students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning														
USE OF INFORMATION AND COMMUNICATION TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>														
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a</p>														

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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Ρογδάκης Εμμ. (2006) «Γενική Ζωοτεχνία», εκδόσεις Αθ. Σταμούλης
- Σημειώσεις για το μάθημα «Ζωοτεχνία» Υδατοκαλλιέργειες Ναυσιικά Καρακατσούλη Αναπληρώτρια Καθηγήτρια Τμήμα ΕΖΠΥ
- Γιαννακόπουλος Α και Τσερβένη-Γούση Α. (2009): «Ορνιθοτροφία β' έκδοση», εκδόσεις Σύγχρονη Παιδεία.
- Ζυγογιάννης Δ. (2006): Προβατοτροφία, Εκτροφή μηρυκαστικών (τεύχος Α), εκδ. Σύγχρονη Παιδεία, Θεσσαλονίκη.
- Κγριαζακίς Η εκτροφή του παχυνόμενου χοιριδίου
- Κατσαούνης Ν. (1994): Προβατοτροφία, Εκδ. οίκος αδελφών Κυριακίδη, Θεσσαλονίκη.

Suggested Bibliography in English Language:

- FAO. 2009. The State Of Food And Agriculture 2009 – Livestock in the balance
- Whittemore's Science and Practice of Pig Production, 3rd Edition, C. Whittemore and I.

Related academic Journals:

- Animal
- Livestock Production Science
- Small Ruminant Research
- Animals
- Poultry science
- Livestock Science
- Επιθεώρηση Ζωοτεχνικής Επιστήμης

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5105	SEMESTER	1st
COURSE TITLE	INTRODUCTION TO INFORMATION AND COMMUNICATION TECHNOLOGIES		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	3	5	
Laboratory exercises	2		
COURSE TYPE	Background		
PREREQUISITE COURSES	No		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	NO		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/courses/330/		

2.LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The course aims to familiarize students with the introductory concepts of Information and Communication Technologies (ICT), including hardware, software, networks, and the Internet. It analyzes the usefulness of modern ICTs and their applications in various fields of expertise with emphasis on ICT applications in enterprises and production units.</p> <p>Upon successful completion of the course the student will be able to:</p> <ul style="list-style-type: none"> • explain the role of hardware, describe hardware units, main memory, input / output units • explain the basic principles of data communications and the role of computer networks, describe Internet infrastructures and Internet services • describe the types of Systems Software, the types of Operating Systems and their main operations, and software applications in enterprises • describe the types of threats of information systems and apply protection measures to information systems • process complex documents using text-editing software so they can respond to the creation of high-quality documents

- process spreadsheets using spreadsheet software to solve simple or complex problems involving financial data
- create presentations using presentation software

General Competences

- Adapting to new situations
- Decision-making
- Working independently

3.SYLLABUS

The theoretical part of the course covers the following topics:

1. Introduction to Information and Communication Technologies (ICT) and its applications
2. Main hardware units
3. Peripheral memories, input/output units
4. Data. Data representation. Data structures. Data files. Data Bases.
5. Software. Main concepts. System Software. Operating systems.
6. Introduction to Data Communications
7. Introduction to Computer Networks
8. Internet infrastructures and applications
9. Graphics, media and multimedia
10. Applications of ICTs in enterprises
11. Advanced ICTs and their applications in enterprises
12. Security of Information Systems
13. Ethical and social issues. Epilogue.

The laboratory part of the course covers the following topics:

- Familiarization with the computer and peripheral units
- Using an operating system
- Learning how to edit documents
- Learning how to process spreadsheets
- Learning how to create electronic presentations

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, as well as projections of relevant videos. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications

	Communication with students: face-to-face at office hours, email, eclass platform																		
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1. ATTACHED BIBLIOGRAPHY

Bibliography (in Greek):

- Evans Alan, Martin Kendall, Poatsy Mary Anne, «Εισαγωγή στην πληροφορική», Έκδοση: 3η έκδ./2022, ΕΚΔΟΣΕΙΣ ΚΡΙΤΙΚΗ ΑΕ, Κωδικός Βιβλίου στον Εύδοξο: 112692279
- Βασικές Αρχές και Τεχνολογίες στην Επιστήμη της Πληροφόρησης <https://repository.kallipos.gr/handle/11419/6447>
- Εισαγωγή στην επιστήμη των υπολογιστών & επικοινωνιών <https://repository.kallipos.gr/handle/11419/4582>
- Ιωάννης Βογιατζής, Ήρα Αντωνοπούλου, Υλικό, Λογισμικό και Επικοινωνίες Υπολογιστών - 4η Έκδοση, Έκδοση: 4/2021, Κωδικός Βιβλίου στον Εύδοξο: 102075306

- ΓΚΛΑΒΑ ΜΑΙΡΗ, ΕΙΣΑΓΩΓΗ ΣΤΟΥΣ ΥΠΟΛΟΓΙΣΤΕΣ ΚΑΙ ΤΗΝ ΠΛΗΡΟΦΟΡΙΚΗ (2η έκδοση), Έκδοση: 2/2023, ΕΚΔΟΣΕΙΣ ΔΙΣΙΓΜΑ ΙΚΕ, Κωδικός Βιβλίου στον Εύδοξο: 122093826
- Δρόσος, Δ. Βουγιούκας, Δ., Καλλίγερος, Ε., Κοκολάκης, Σ., & Σκιάνης, Χ. (2015). Εισαγωγή στην Επιστήμη των Υπολογιστών και Επικοινωνιών, [ηλεκτρ. βιβλ.] Αθήνα: Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών, Κάλλιπος, Διαθέσιμο στο: <http://hdl.handle.net/11419/4582>
- Καλαφατούσης Σ., Δροσίτης Ι., Κοίλιας Χ. (2012). Εισαγωγή στις Τεχνολογίες Πληροφορίας και Επικοινωνίας, Εκδόσεις Νέων Τεχνολογιών, Αθήνα.
- Κουμπούρος, Ι. (2012). Τεχνολογίες Πληροφοριών και Επικοινωνίας & Κοινωνία, Εκδόσεις Νέων Τεχνολογιών, Αθήνα.
- Brookshear, J. C. (2009). Η επιστήμη των υπολογιστών: Μια ολοκληρωμένη παρουσίαση», Επιμέλεια: Κ. Κουρκουμπέτης, Κλειδάριθμος.
- Behrouz A. Forouzan, (2015). Εισαγωγή στην επιστήμη των υπολογιστών, Κλειδάριθμος, 2015.
- Beekman B., Beekman G., (2015). Εισαγωγή στην Πληροφορική, 10η έκδοση, εκδ. Γκιούρδας.
- Cantoni, L., & Danowski, J. A. (Eds.). (2015). Communication and Technology. Berlin: De Gruyter Mouton.
- Kurose, J., & Ross, K. (2013). Δικτύωση Υπολογιστών, Εκδόσεις Γκιούρδας
- Norton, Peter μετάφραση Μιχαήλ Γ. Δημόπουλος (2011). Εισαγωγή στους υπολογιστές, Εκδόσεις Τζιόλα, 6η έκδοση, Θεσσαλονίκη.
- Stallings, W. (2011). Κρυπτογραφία και ασφάλεια δικτύων, Εκδ. Ίων.
- Williams B.K. & Sawyer, S.C. (2016). Εγχειρίδιο της Πληροφορικής και των Επικοινωνιών, 11η έκδοση, Εκδόσεις Μ. Γκιούρδας.

Related Journals:

- Journal of Computer Science and Information Technology (JCSIT)
- Journal of Computer Science and Technology (JCST)
- International Journal of Computer Technology and Applications (IJCTA)
- International Journal of Information Technology and Management
- International Journal of Information and Communication Technology
- Journal of Systems and Software
- Journal of Communications and Networks
- International Journal of Security and Networks

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5106	SEMESTER	1st
COURSE TITLE	CALCULUS I		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE(URL)	https://oeclass.aua.gr/eclass/courses/4842/		

2.LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

To introduce students to the basic mathematical fundamentals of Calculus which are relevant to economy and management.

Upon successful completion of the course, the student will be able to:

- Distinguishes the basic principles of Differential and Integral Calculus.
- Understand and use the mathematical models.
- Apply the mathematical models in order to describe economic and managerial phenomena.
- Apply the mathematical models in order to comprehend and foresee economic trends.
- Understands the basic "tools" for dealing with theoretical and practical problems that arise in the modern business environment.

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. The set of Real numbers. Algebraic calculus.
2. Sequences and series of real numbers.
3. Functions of real variable. Limits of functions of one real variable.
4. Continuity and convergence of functions of one real variable.
5. Economic functions.
6. Marginal functions, elasticity.
7. Equations of the straight line in the plane and in the 3-dim space.
8. System of linear equations. Equations of the plane in the 3-dim Euclidean space.
9. Derivative and differential of functions of one real variable. Fundamental theorems of Calculus.
10. Differentials of higher order.
11. Graphs of functions of one real variable.
12. Definite and indefinite integrals, techniques of integration and fundamental theorems of Integral Calculus
13. Applications of calculus to economy.

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face –to- face, Distance learning							
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p style="text-align: center;">Communication with students: face to face at office hours, email, eclass platform</p>							
TEACHING METHODS	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">52</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td style="text-align: center;">32</td> </tr> </tbody> </table>		<i>Activity</i>	<i>Workload</i>	Lectures (direct)	52	<i>Writing paper/ papers</i>	32
<i>Activity</i>	<i>Workload</i>							
Lectures (direct)	52							
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	<i>Independent Study</i>	39
	<i>Advisory support</i>	0,5
	<i>Exams</i>	2
	<i>Course Total</i> (Approximately 25 hours of workload per credit unit125.5)	125,5 h
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of: Compulsory written final examination at the end of the semester (weighting factor 100%) which may include:</p> <ul style="list-style-type: none"> • Multiplechoice questionnaires • Open-endedquestions • Problemsolving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria: The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>	

5. ATTACHED BIBLIOGRAPHY

Suggested bibliography:

- Teresa Bradley, Μαθηματικά για τα Οικονομικά και τη Διοίκηση, Εκδόσεις Κριτική, 2015 (2η έκδοση).
- Θ. Μ. Ρασσιάς, Μαθηματική Ανάλυση Ι, Εκδόσεις Τσότρας, 2014.
- Δημητρακούδης, Θεοδώρου, Κικίλιας, Κουρής, Παλαμούρδας, Διαφορικός-Ολοκληρωτικός Λογισμός, Εκδόσεις Δηρος, 2002 (2η έκδοση).
- Α. Κυριαζής, Στοιχεία Απειροστικού Λογισμού Συνάρτησης μιας Μεταβλητής, Εκδόσεις Interbooks, 2004
- Χ. Ε. Αθανασιάδης, Ε. Γιαννακούλας, Σ.Χ. Γιωτόπουλος, Γενικά Μαθηματικά – Απειροστικός Λογισμός, Τόμος Ι, Εκδόσεις Συμμετρία, 2009
- Μαρία Μαύρη, Οικονομικά Μαθηματικά, Εκδόσεις Προπομπός, 2013
- Μ. Λουκάκης, Μαθηματικά Οικονομικών Επιστημών (Α' Τόμος), Εκδόσεις Σοφία, 2002.

- Μ. Λουκάκης, Πρόσκληση στα Μαθηματικά, Εκδόσεις Σοφία, 2012.
- Χ. Μασούρος, Χ. Τσίτουρας, Γενικά Μαθηματικά, Εκδόσεις Τσότρας, 2016.
- Π.Κατερίνης, Η.Φλυτζάνης, Ανώτερα Μαθηματικά, Εκδόσεις Μπένου, 2010.
- Χ. Φράγκος, Ανώτερα Μαθηματικά, Εκδόσεις Σταμούλη, 1999.
- Tom Apostol, Calculus, John Wiley & Sons Inc. 1969.
- W. Briggs, L. Cochran, and B. Gillett, Απειροστικός Λογισμός, Εκδόσεις Κριτική, 2018

Related academic journals:

- Inventiones mathematicae.
- Journal of Functional Analysis.
- Proceedings of the American Mathematical Society.
- Archiv der Mathematik.

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT / DEPARTMENT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	5110	SEMESTER	1st
COURSE TITLE	ENGLISH I		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
	3	0	
COURSE TYPE	Specialized General Knowledge		
PREREQUISITE COURSES:	-		
LANGUAGE OF INSTRUCTION and EXAMINATIONS:	English (Greek when necessary)		
IS THE COURSE OFFERED TO ERASMUS STUDENTS	Yes (In English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning outcomes
<p>The aims of the course are the following:</p> <ul style="list-style-type: none"> • To teach the students basic elements of the English language and Grammar aimed at raising their awareness about the usefulness of the language both for their academic studies and their future professional life thereafter. • To enrich the students' vocabulary through exposing them to language material from various sources (General English of A1-A2 level, as defined by the Common European Framework of reference for languages, 2018). • To offer the students practice in grammatical and syntactic structures of English indispensable for the enhancement of their language proficiency (of A1-A2 level, as defined by the Common European Framework of reference for languages, 2018). • To develop the students' 4 language skills (listening comprehension, speaking competence, reading comprehension, and writing ability, of A1-A2 level, as defined by the Common European Framework of reference for languages, 2018). <p>Upon successful completion of the course the students will be able to:</p> <ul style="list-style-type: none"> • Understand clearly and without any particular deviations from the standard language form (which may cause a breakdown in communication) the main points of the General English they are presented with. • Address situations / problems which may arise when they find themselves in a country or setting among foreigners where they are obliged to use English to communicate. • Produce oral language using vocabulary from various sources and grammatical / syntactic structures of an A1-A2 level (as defined by the Common European Framework of reference for languages, 2018).

- Produce basic written language on general topics.

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Production of free, creative, and inductive thinking

3. SYLLABUS

1. The Tenses of the Basic Auxiliary Verbs
2. The Tenses – Active Voice
3. The Tenses – Passive Voice
4. Modal Verbs
5. Infinitives
6. Gerunds
7. Direct – Indirect / Reported Speech, Exercises
8. Numerals, Dates – The Time
9. Do – Make, Expressions with Do and Make, Exercises
10. Say – Tell, Idiomatic expressions with say-tell, Exercises
11. Pronouns
12. The English Noun I
13. General Revision Exercises

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4. TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face-to-face, Distance learning															
USE OF INFORMATION AND COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open e-Class platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audio-visual material • Use of web applications <p>Communication with students: face to face at office hours, email, e-class platform</p>															
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>Special learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in the Greek Language:

'Mastering English Grammar for Greek Students' I. Margiolis

Suggested Bibliography in the English Language:

'English Grammar' Thomas – Martinet

Instructor's Notes

The students are also given General English texts for study and practice, as well as graded language exercises for consolidation of vocabulary items and A1-A2 level grammar and syntax forms.

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5201	SEMESTER	2nd
COURSE TITLE	BUSINESS ADMINISTRATION II		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclclass.aua.gr/eclclass/		

2.LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <ul style="list-style-type: none"> • Introduce students to Integrated Management issues, analyzing Globalization methodologies and the knowledge managers need to support a global organization. • Encourage the understanding of Key concepts of organizational behavior, business communication, organizational culture and change management, elements necessary for the development and effective operation of business within the existing, dynamic and complex business environment • Develop students' analytical and critical thinking skills <p>Upon successful completion of the course the students will be able to:</p> <ul style="list-style-type: none"> • Understand the basic management "tools" of modern globalized administration • Identify problems and proposes alternatives solutions to issues related to organizational behavior, communication in the general business space, as well as the role of

organizational culture

- Distinguishes the main axes of development of modern strategic management
- Distinguishes the basic principles in managing organizational change and corporate reorganization based on strategic goals
- Understands the importance of introducing and disseminating innovations, in the context of organizational culture

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Working in an international environment
- Working in an interdisciplinary environment
- Production of new research ideas Teamwork
- Project planning and management
- Respect for difference and multiculturalism
- Respect for the natural environment
- Showing social, professional, and ethical responsibility and sensitivity to gender issues
- Criticism and self-criticism
- Production of free, creative and inductive thinking

3.SYLLABUS

Course description:

1. Organizational Behavior
2. Attitudes and job satisfaction
3. Personality and values
4. Communication
5. Principles of Corporate Communication
6. Conflicts in the workplace
7. Trading Technique and Procedures
8. Organizational Culture
9. Organizational Changes
10. Stress Management in the Workplace
11. Organizational Innovation
12. Organization Development and the role of Learning
13. Case Studies

A combination of teaching and learning methods will be used aiming at the active participation of students and the practical implementation of the thematic units under consideration. Therefore, there will be lectures using audiovisual media, analysis and discussion of case studies on real operational issues, experiential (group) exercises, as well as projection of relevant videos. Also, students will prepare an individual or group project.

Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning															
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the AUA Open eClass platform of the University (Integrated Electronic Course Management System) • Support of the lectures using presentation software • Use of audiovisual material • Use of Internet applications <p>Communication with students: face to face at office hours, email, eclass platform</p>															
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p>															

learning difficulties:

Students with **special learning difficulties** in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.

Disclosure of evaluation criteria:

The evaluation criteria become known during the first course and are clearly formulated on the course's website and in the e-class. The answers of the exam questions are posted in the eclass after the exams are held. Students have the opportunity to see their writing after the course is graded (in the announced office hours) and receive explanations about the grades they received..

5. ATTACHED BIBLIOGRAPHY***Suggested Bibliography in Greek Language:***

- Robins, P. & Judge T. (2018), *Οργανωσιακή Συμπεριφορά*, 2^η έκδοση, Κριτική
- Βακόλα Μ., Νικολάου Ι. (2019), "Οργανωσιακή Ψυχολογία και Συμπεριφορά", 2^η έκδοση, ROSILI Εμπορική Εκδοτική Μ. ΕΠΕ
- Χυτήρης Λ. (2017), "Οργανωσιακή Συμπεριφορά" Εκδόσεις Μπένοσ
- Τερζίδης, Κ., (2015), "MANATZMENT Στρατηγική Προσέγγιση", 3η έκδοση, Εκδόσεις Σύγχρονη Εκδοτική
- Κέφης, Β., (2005), "Ολοκληρωμένο Μάνατζμεντ", 1η Έκδοση, Εκδόσεις Κριτική
- Πετρίδου, Ε (2002), "Διοίκηση-Μάνατζμεντ, μια Εισαγωγική Προσέγγιση", 2η έκδοση, Εκδ. Ζυγός, Αθήνα 2002.
- Schermerhorn J.R., (2012), "Εισαγωγή στο Management", Εκδόσεις Πασχαλίδης

Suggested Bibliography in English Language:

- Stephen P. Robbins, David A. DeCenzo, Mary Coulter (2017). *Fundamentals of Management*
- Morris & Willey (1996). *The Corporate Environment*, Pitman Publishing Co.
- Welford & Prescott (1996). *European Business*, 2nd edition, Pitman Publishing.

Related academic Journals:

- Luthans F. & Youssef C. M (2007), Emerging Positive Organizational Behavior, *Journal of Management* 33, τευχ. 3, σελ. 321-349
- Meinert D. (2014), Manager's Influence, *HR Managine*
- Zhang S. (2014), Impact of job Involvement on Organizational Citizens Behaviors in China, *Journal of Business Ethics* 120, τευχ. 2, σελ. 165-174

- Judge T. A. & Ilies R. (2004), Affect and Job Satisfaction: A Study of Their Relationship at Work and at Home, *Journal of Applied Psychology* 89, τεύχ. 89, σελ. 661- 673
- Kennedy R. B. & Kennedy D. A.(2004), Using the Myers- Briggs Type Indicator in Career Counseling, *Journal of Employment Counseling* 41, τεύχ. 1, σελ. 38-44

Instructor' Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5202	SEMESTER	2st
COURSE TITLE	MACROECONOMIC THEORY		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclclass.aua.gr/eclclass/		

2. LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

- to give students the macroeconomic perspective of the economy,
- to investigate specific phenomena such as inflation and unemployment and the mix of economic policies needed to eliminate such negative effects.

Upon successful completion of the course, the student will be able to:

- evaluate the behaviour of the economy as a whole
- explain macroeconomic relationships and phenomena in the real economy
- explain and evaluate economic policy decisions
- explain and predict the presence of economic disturbances in the global macroeconomic system

- recognise and describe the functions and results of the fiscal and monetary policy, according to the different schools of economic thought

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an interdisciplinary environment

Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction to basic concepts
2. Determination of National Income
3. Fiscal policy
4. Money and Banks
5. Demand for Money
6. Fiscal and Monetary Policy
7. Aggregate Demand and Supply
8. Unemployment
9. Inflation
10. Stabilization of the Economy
11. International Trade
12. Balance of Payments and Exchange Rates
13. Economic Growth

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

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USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>														
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p>														

	<p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Mankiw, N. G. (2019). Μακροοικονομική, Εκδόσεις Gutenberg, Αθήνα
- Peto, R. (2011). Μακροοικονομική θεωρία και Οικονομικοπολιτική Εφαρμογή. Αθήνα: Προπομπός.
- Sloman, J., Wride, A. & Garratt, D. (2017). Εισαγωγή στην Οικονομική Μακροοικονομική. Λευκωσία: Broken Hill.
- Stiglitz, J. & Walsh, C. (2009). Αρχές της Μακροοικονομικής. Αθήνα: Παπαζήσης
- Παπαδόγγονας, Θ. (2019). Εισαγωγή στη Μακροοικονομική Ανάλυση και Πολιτική. Αθήνα: Τσότρας

Suggested Bibliography in English Language:

- Mankiw, N. G. (2019). Macroeconomics, Worth Publishers, New York
- Stiglitz, J. E., & Walsh, C. E. (2006). *Principles of microeconomics*. Norton.

Related academic Journals:

- American Economic Journal: Macroeconomics,
- Journal of Macroeconomics
- NBER Macroeconomics Annual

- The B.E. Journal of Macroeconomics

Instructor's Notes

COURSE OUTLINE

1. GENERAL INFORMATION

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5204	SEMESTER	2nd
COURSE TITLE	AGRONOMY		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	2	5	
Laboratory Exercises	2		
COURSE TYPE	Special Background		
PREREQUISITE COURSES:	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS:	Greek		
THE COURSE IS OFFERED TO ERASMUS STUDENTS	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes	
<p>The aim of this course is to introduce students to the basic principles of agronomy for sustainable agriculture. It deals with agronomy as a complex, integrative subject at the crossroads of many disciplines (crop ecology, agrometeorology, soil science, agricultural engineering).</p> <p>Upon successful completion of the course the student will be able to:</p> <ul style="list-style-type: none"> • understand and evaluate biotic and abiotic factors affecting crop production • become familiar with farming practices that can be applied to rural ecosystems • become familiar with specific crop production techniques which can be applied to major field crops • identify the main factors affecting management decisions and on how to get quantitative answers to agronomic problems in the context of making current agricultural systems more sustainable 	
General Competences	
<ul style="list-style-type: none"> • Adapting to new situations • Decision-making • Individual/Independent work • Group/Team work • Development of free, creative and inductive thinking 	

3.SYLLABUS

<p>1. Aerial environment (I) (effects of variables on the growth, yields and quality of the final products of field crops)</p> <ul style="list-style-type: none"> • Solar radiation: Effects of solar radiation on crop productivity and possibilities for interventions to improve crop production. • Temperature: Effect on biological processes of plants. Damages from extreme temperatures. General effects of temperatures in Agronomy. Characterization
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- of plants based on their thermal requirements. Possibilities of interventions to improve production.
2. Aerial environment (II) (effects of variables on the growth, yields and quality of the final products of field crops)
 - Atmospheric humidity: Rainfall. Time distribution of rainfall and its importance for agriculture. Rainfall efficiency and possibilities of interventions to improve crop production.
 - Wind: Direct and indirect effects of wind on plants and possibilities of interventions to improve crop production.
 - Evapotranspiration: Effect on crop production. Water consumption of the plantation and possibilities of interventions to improve crop production.
 - Concentration of CO₂: Impact on crop production and possibilities of interventions to improve crop production.
 3. Soil environment (effects of variables on the growth, yields and quality of the final products of field crops)
 - Definition and characteristics of agricultural soil
 - Soil composition and texture (soil air, water)
 - Soil formation factors
 - Soil profile
 - Soil physical properties: Soil structure, soil color, soil temperature, porosity, clotting and dispersion.
 - Soil chemical properties: Basic elements, Cation exchange capacity, Anion exchange capacity, Soil acidity (pH), Alkaline, saline and sodium soils.
 - Soil biological properties: Microfauna, mesofauna, macrofauna, organic matter, soil enzymes, CO₂ release - soil respiration.
 4. Cultivation Techniques
 - Soil tillage: Types and objectives. Effect on soil and plant characteristics. Soil cultivation machines. Intervention time. Treatment methods (intensive, reduced, raw).
 - Fertilization: General. Types of fertilizers. The dynamics of nutrients in the soil and their uptake by the plant. Organic, green fertilization. Fertilizer application time. Methods of fertilizer application (dispersion, linear application, local application, hydro-fertilization, foliar fertilization)
 - Irrigation: Value of irrigation. Irrigation system selection criteria. Types of irrigation systems. Irrigation planning. Quantity and quality of irrigation water.
 - Sowing: Factors affecting the crop establishment. Depth, density, time and manner of sowing cultivation.
 - Crop rotation: Objectives and basic principles. Monoculture, set-aside, crop rotation in arid and irrigated areas. Intercropping.
 5. Temperate Climate Cereals (Wheat, Oats)
 - For each species are examined: General elements - origin and distribution, economic importance and uses, development, adaptability (climatic and soil requirements), cultivation technique (crop rotation, soil treatment, inorganic nutrition and fertilization, sowing, water requirements and irrigation, maturation and harvest, main enemies and diseases), products and quality characteristics.
 6. Temperate Climate Cereals (Barley, Rye and Triticale)
 - For each species are examined: General elements - origin and distribution, economic importance and uses, development, adaptability (climatic and soil requirements), cultivation technique (crop rotation, soil treatment, inorganic nutrition and fertilization, sowing, water requirements and irrigation,

maturation and harvest, main enemies and diseases), products and quality characteristics.

7. Warm Climate Cereals (Maize)

- For each species are examined: General elements - origin and distribution, economic importance and uses, development, adaptability (climatic and soil requirements), cultivation technique (crop rotation, soil treatment, inorganic nutrition and fertilization, sowing, water requirements and irrigation, maturation and harvest, main enemies and diseases), products and quality characteristics.

8. Warm Climate Cereals (Rice)

- For each species are examined: General elements - origin and distribution, economic importance and uses, development, adaptability (climatic and soil requirements), cultivation technique (crop rotation, soil treatment, inorganic nutrition and fertilization, sowing, water requirements and irrigation, maturation and harvest, main enemies and diseases), products and quality characteristics.

9. Legumes (for seed production)

- For each species are examined: General elements - origin and distribution, economic importance and uses, development, adaptability (climatic and soil requirements), cultivation technique (crop rotation, soil treatment, inorganic nutrition and fertilization, sowing, water requirements and irrigation, maturation and harvest, main enemies and diseases), products and quality characteristics.

10. Legumes (for hay production)

- For each species are examined: General elements - origin and distribution, economic importance and uses, development, adaptability (climatic and soil requirements), cultivation technique (crop rotation, soil treatment, inorganic nutrition and fertilization, sowing, water requirements and irrigation, maturation and harvest, main enemies and diseases), products and quality characteristics.

11. Industrial Crops (Cotton, Tobacco)

- For each species are examined: General elements - origin and distribution, economic importance and uses, development, adaptability (climatic and soil requirements), cultivation technique (crop rotation, soil treatment, inorganic nutrition and fertilization, sowing, water requirements and irrigation, maturation and harvest, main enemies and diseases), products and quality characteristics.

12. Industrial Crops (Sugar beet, Processing Tomato)

- For each species are examined: General elements - origin and distribution, economic importance and uses, development, adaptability (climatic and soil requirements), cultivation technique (crop rotation, soil treatment, inorganic nutrition and fertilization, sowing, water requirements and irrigation, maturation and harvest, main enemies and diseases), products and quality characteristics.

13. Oil Crops (Sunflower)

- For each species are examined: General elements - origin and distribution, economic importance and uses, development, adaptability (climatic and soil requirements), cultivation technique (crop rotation, soil treatment, inorganic nutrition and fertilization, sowing, water requirements and irrigation, maturation and harvest, main enemies and diseases), products and quality characteristics.

A combination of teaching and learning methods will be used, aiming at the active participation of the students; there will be lectures using audiovisual media, discussions, group activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, are posted in digital form on the AUA Open e-Class platform.

4. TEACHING METHODS--ASSESSMENT

MODES OF DELIVERY	Face to face														
USE OF INFORMATION AND COMMUNICATION TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the AUA Open eClass platform of the University (Integrated Electronic Course Management System) • Support of the lectures using presentation software • Use of audiovisual material • Use of Internet applications <p>Communication with students: face to face at office hours, email, eclass platform</p>														
TEACHING METHODS	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">65</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td style="text-align: center;">28</td> </tr> <tr> <td><i>Independent Study</i></td> <td style="text-align: center;">30</td> </tr> <tr> <td><i>Advisory support</i></td> <td style="text-align: center;">0.5</td> </tr> <tr> <td><i>Exams</i></td> <td style="text-align: center;">2</td> </tr> <tr> <td><i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i></td> <td style="text-align: center;">125.5 h</td> </tr> </tbody> </table>	<i>Activity</i>	<i>Workload</i>	Lectures (direct)	65	<i>Writing paper/ papers</i>	28	<i>Independent Study</i>	30	<i>Advisory support</i>	0.5	<i>Exams</i>	2	<i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i>	125.5 h
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<i>Exams</i>	2														
<i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i>	125.5 h														
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties: Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p>														

	The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Μπιλάλης, Δ. Παπαστυλιανού & Τραυλός, Η.Σ. (2018). *Γεωργία: Φυτά μεγάλης καλλιέργειας*. Εκδόσεις Πεδίο.
- Δόρδας, Χ. (2018). *Γενική Γεωργία*. Εκδόσεις Σύγχρονη παιδεία.

Suggested Bibliography in English Language:

- Villalobos, F.J. & Fereres, E. (2016). *Principles of Agronomy for Sustainable Agriculture*. Springer International Publishing.
- Sadras, V.O. & Calderini, D.F. (2015). *Crop physiology: applications for genetic improvement and agronomy*. Academic Press, Elsevier Inc.

Related academic journals:

- *Agronomy Journal*
- *European Journal of Agronomy*
- *Agronomy*
- *Crop Science*
- *International Journal of Agronomy*
- *Journal of Agronomy and Crop Science*
- *Archives of Agronomy and Soil Science*
- *Advances in Agronomy*
- *Agricultural and Forest Meteorology*
- *Agricultural Water Management*
- *Agronomy for Sustainable Development*
- *Annals of Applied Biology*
- *Computers and Electronics in Agriculture*
- *Environmental and Experimental Botany*
- *Field Crops Research*
- *Industrial Crops and Products*
- *Journal of Cereal Science*
- *Soil and Tillage Research*
- *Weed Science*
- *Agronomy Research*
- *Sustainability*

- *Agriculture*
- *Plants*

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5205	SEMESTER	2nd
COURSE TITLE	DATA BASE MANAGEMENT		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	3	5	
Laboratory exercises	2		
COURSE TYPE	Background		
PREREQUISITE COURSES	No		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/courses/413/		

2.LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The scope of the course is to help students to:</p> <ul style="list-style-type: none"> • Familiarize with the concepts of Database Technology • understand the usefulness of Database Management Systems (DBMS) • understand the database design rules • understand the operations of Relational Algebra for managing relational data model relationships • understand the SQL commands for creating and managing databases • explore the functioning of DBMSs through problem solving exercises <p>Upon successful completion of the course the student will be able to:</p> <ul style="list-style-type: none"> • analyze problems in their basic entities and detect their relationships • design entity-relationships diagrams that meet the requirements of specific applications • convert an entity-relationships diagram to a relational database schema • design a normalized relational database schema • create expressions of Relational Algebra • create SQL commands

- implement relational database schemas in a DBMS

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork

3.SYLLABUS

The theoretical part of the course covers the following topics:

1. Introduction to Databases and Database Management Systems (DBMS)
2. DBMS Architecture
3. Relational DBMS and Levels of Abstraction
4. Entity-Relationship Model
5. Relational model
6. Relational Algebra
7. SQL: Introduction, Standards, Basic commands
8. SQL: More commands, Functions
9. Converting Entity-Relationship Diagrams into Relational Database schema
10. Normalization
11. Complex Examples (A)
12. Complex Examples (B)
13. New Trends in Databases.

The laboratory part of the course covers the following topics:

- Getting acquainted with a software tool for Database Management
- Designing Tables, entering/deleting/modifying data
- Editing Tables, data types, validation rules
- Linking Tables / Creating Relationships
- Designing and processing of Queries
- Designing and editing Forms
- Designing and editing Reports
- Creating Macros

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, experiential (group) activities, as well as projections of relevant videos. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning
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<p>USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY</p>	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>																
<p>TEACHING METHODS</p>	<table border="1"> <tr> <td>Lectures (direct)</td> <td>39</td> </tr> <tr> <td>Laboratory Practice</td> <td>26</td> </tr> <tr> <td>Essay Writing</td> <td>0</td> </tr> <tr> <td>Autonomous study</td> <td>36</td> </tr> <tr> <td>Advisory Support</td> <td>0,5</td> </tr> <tr> <td>Examination</td> <td>2</td> </tr> <tr> <td>Laboratory Examination</td> <td>2</td> </tr> <tr> <td><i>Total</i> <i>(About 25 hours of study per ECTS)</i></td> <td>105,5</td> </tr> </table>	Lectures (direct)	39	Laboratory Practice	26	Essay Writing	0	Autonomous study	36	Advisory Support	0,5	Examination	2	Laboratory Examination	2	<i>Total</i> <i>(About 25 hours of study per ECTS)</i>	105,5
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<p>STUDENT PERFORMANCE EVALUATION</p>	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of: Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria: The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>																

5. ATTACHED BIBLIOGRAPHY

Bibliography (in Greek):

- Σχεσιακές βάσεις δεδομένων, Κεχρής Ευάγγελος, 3η έκδ./2021, ΕΚΔΟΣΕΙΣ ΚΡΙΤΙΚΗ ΑΕ
- Σχεσιακές Βάσεις Δεδομένων, Χρήστος Σκουρλάς, Έκδοση: 1η/2000, ΕΚΔΟΣΕΙΣ ΝΕΩΝ ΤΕΧΝΟΛΟΓΙΩΝ ΙΚΕ

- Βάσεις Δεδομένων: Σύγχρονη Διαχείριση, 13^η Έκδοση, Hoffer J., Ramesh V., Topi H. , Μιχαήλ Βαΐτης - Ευαγγελία Καβακλή (επιμέλεια), Έκδοση: 13η/2023, ΕΚΔΟΣΕΙΣ Α. ΤΖΙΟΛΑ & ΥΙΟΙ Α.Ε.
- Database Systems, <https://repository.kallipos.gr/handle/11419/8413>
- Εισαγωγή στην SQL, <https://repository.kallipos.gr/handle/11419/6247>

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5206	SEMESTER	2nd
COURSE TITLE	CALCULUS II		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE(URL)	https://oeclasseclass.aua.gr/eclasseclass/courses/4855/		

2. LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

To introduce students to the fundamentals of Linear Algebra, functions of many variables and ordinary differential equations which are relevant to economy and management.

Upon successful completion of the course, the student will be able to:

- Distinguishes the basic principles of Linear Algebra.
- Understand and use the mathematical models.
- Apply the mathematical models in order to describe economic and managerial phenomena.
- Apply the mathematical models in order to comprehend and foresee economic trends.
- Understands the basic "tools" for dealing with theoretical and practical problems that arise in the modern business environment.

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork
Working in an international environment
Working in an interdisciplinary environment
Production of new research ideas Teamwork
Project planning and management
Respect for difference and multiculturalism
Respect for the natural environment
Showing social, professional, and ethical responsibility and sensitivity to gender issues
Criticism and self-criticism
Production of free, creative and inductive thinking

3.SYLLABUS

<ol style="list-style-type: none"> 1. Matrices and Algebra of Matrices. Line Table, Column Table, Square Tables, Triangular Tables, Tiered Tables. 2. Transpose of a Matrix. Determinants and properties of Determinants. 3. Inverse of a Matrix. Inverse Matrix Method. Cramer's Rule for nxn Linear Systems. Gauss-Jordan method. Characteristic polynomial of a Matrix, Cayley-Hamilton Theorem. 4. Systems of Linear Equations. Elimination for Solving Systems of Linear Equations. 5. Vector Spaces. Linear Dependent and Independent Vectors. 6. Basis and Dimension of a Vector Space. Vector Subspaces. 7. Linear Mappings. Eigenvalues and Eigenvectors. 8. Applications to problems of Economy and Management. 9. Functions of many variables, Partial derivatives. 10. Optimization of functions of many variables with and without constraints. 11. Multiple integrals. 12. Introduction to ordinary differential equations, differential equations of first and higher order. 13. Mathematical modeling of problems related to economy and management and methods to solve such problems. <p>A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.</p>

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face –to- face, Distance learning
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software

	<ul style="list-style-type: none"> • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>																
TEACHING METHODS	<table border="1"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">52</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td style="text-align: center;">32</td> </tr> <tr> <td><i>Independent Study</i></td> <td style="text-align: center;">39</td> </tr> <tr> <td><i>Advisory support</i></td> <td style="text-align: center;">0,5</td> </tr> <tr> <td><i>Exams</i></td> <td style="text-align: center;">2</td> </tr> <tr> <td><i>Course Total (Approximately 25 hours of workload per credit unit125.5)</i></td> <td style="text-align: center;">125,5 h</td> </tr> <tr> <td></td> <td></td> </tr> </tbody> </table>	<i>Activity</i>	<i>Workload</i>	Lectures (direct)	52	<i>Writing paper/ papers</i>	32	<i>Independent Study</i>	39	<i>Advisory support</i>	0,5	<i>Exams</i>	2	<i>Course Total (Approximately 25 hours of workload per credit unit125.5)</i>	125,5 h		
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<i>Course Total (Approximately 25 hours of workload per credit unit125.5)</i>	125,5 h																
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>Compulsory written final examination at the end of the semester (weighting factor 100%) which may include:</p> <ul style="list-style-type: none"> • Multiplechoice questionnaires • Open-endedquestions • Problemsolving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>																

5. ATTACHED BIBLIOGRAPHY

Suggested bibliography:

- Φ. Κουτελιέρης, Ν. Σιάννης, Γραμμική Άλγεβρα, Εκδόσεις Τζιόλα, 2008.
- Μαρία Μαύρη, Οικονομικά Μαθηματικά, Εκδόσεις Προπομπός, 2013
- Θ. Μ. Ρασσιάς, Μαθηματική Ανάλυση II, Εκδόσεις Συμεών, 2007
- Α. Σ. Κυριαζής, Β.Ι. Σεβρόγλου, Απειροστικός Λογισμός II: Συναρτήσεις Πολλών Μεταβλητών, Εκδόσεις Έναστρον, 2011
- Μ. Λουκάκης, Μαθηματικά Οικονομικών Επιστημών (Β' Τόμος), Εκδόσεις Σοφία, 2008.
- Β.Ν. Κατσίκης, Στ. Κώτσιος, Γενικά Μαθηματικά για την Οικονομία και τη Διοίκηση, Εκδόσεις Τσότρας, 2018
- Gilbert, Strang, Γραμμική Άλγεβρα, Πανεπιστημιακές Εκδόσεις Κρήτης, 2008
- G. B. Thomas, R. L. Finney, M. D. Weir, F. R. Giordano, Απειροστικός Λογισμός, Τόμος II, Πανεπιστημιακές Εκδόσεις Κρήτης, 2009
- T. M. Apostol, Calculus V. 2, John Wiley and Sons, 1969

Related academic journals:

- Mathematical Programming.
- Journal of Functional Analysis.
- Linear Algebra and its Applications.
- Archiv der Mathematik.

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT / DEPARTMENT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	5210	SEMESTER	2nd
COURSE TITLE	ENGLISH II		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	3	0	
COURSE TYPE	Specialized General Knowledge		
PREREQUISITE COURSES:	-		
LANGUAGE OF INSTRUCTION and EXAMINATIONS:	English (Greek when necessary)		
IS THE COURSE OFFERED TO ERASMUS STUDENTS	Yes (In English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning outcomes
<p>The aims of the course are the following:</p> <ul style="list-style-type: none"> • To teach the students basic elements of the English language and Grammar aimed at raising their awareness about the usefulness of the language both for their academic studies and their future professional life thereafter. • To enrich the students' vocabulary through exposing them to language material from various sources (General English of a B1-B2 level, as defined by the Common European Framework of reference for languages, 2018). • To offer the students practice in grammatical and syntactic structures of English indispensable for the enhancement of their language proficiency (of a B1-B2 level, as defined by the Common European Framework of reference for languages, 2018). • To develop the students' 4 language skills (listening comprehension, speaking competence, reading comprehension, and writing ability, of a B1-B2 level, as defined by the Common European Framework of reference for languages, 2018). <p>Upon successful completion of the course the students will be able to:</p> <ul style="list-style-type: none"> • Understand clearly and without any particular deviations from the standard language form (which may cause a breakdown in communication) the main points of the General English they are presented with. • Address situations / problems which may arise when they find themselves in a country or setting among foreigners where they are obliged to use English to communicate.

- Produce oral language using vocabulary from various sources and grammatical / syntactic structures of a B1-B2 level (as defined by the Common European Framework of reference for languages, 2018).
- Produce basic written language on general topics (of a B1-B2 level (as defined by the Common European Framework of reference for languages, 2018).

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Production of free, creative, and inductive thinking

3. SYLLABUS

1. Participles
2. Conditional Clauses / Conditionals
3. Adjectives - Order of Adjectives - Adverbs
4. The Subjunctive Mood - Wishes - The Unreal / Idiomatic Past
5. The Causative Form
6. Relative Pronouns – Relative Adverbs – Relative Clauses
7. Articles - The English Noun II
8. Determiners
9. Inversion
10. Quantifiers
11. Subordinating Conjunctions - Subordinate Clauses
12. Prepositions – Prepositional Phrases - Phrasal Verbs - Verbs / Nouns / Adjectives + Prepositions
13. General Revision Exercises

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4. TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face-to-face, Distance learning	
USE OF INFORMATION AND COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open e-Class platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audio-visual material • Use of web applications Communication with students: face to face at office hours, email, e-class platform	
TEACHING METHODS	Activity	Semester workload
	Lectures (direct)	39
	Writing paper / papers	26

	Independent study	52	
	Advisory Support	6.5	
	Exams	2	
	Course total	125,5 h	
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>Special learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>		

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in the Greek Language:

'Mastering English Grammar for Greek Students' I. Margiolis

Suggested Bibliography in the English Language:

'English Grammar' Thomas – Martinet

Instructor's Notes

The students are also given General English texts for study and practice, as well as graded language exercises for consolidation of vocabulary items and B1-B2 level grammar and syntax forms.

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5301	SEMESTER	3rd
COURSE TITLE	HUMAN RESOURCES MANAGEMENT		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The aim of the course is:</p> <ul style="list-style-type: none"> • Present students with the main theoretical knowledge in modern Human Resource Management as part of the modern business / administrative development process. • Provide them with the basic "tools" for dealing with theoretical and practical problems that arise. <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • Know important considerations of the term "personality" and understands their importance in the business world • Analyze and supervise the key aspects and dimensions of the relationship amongst "employees - working environment - business - control" • Distinguish important parameters of 'working groups' and 'committees'

- Acquire the same perception of the mechanism of motivation, know important considerations of that term, and be able to analyze the correlation-motivation-productivity.
- Recognize and manage diversity issues (e.g., gender, multiculturalism)
- Understand / (co-) shaping / (co-) working towards correlative: (a) Work Planning / Job Analysis - Personnel Recruitment / Selection / Assessment and (b) Personnel Education / Training - Employee Performance.
- Understand key aspects of business ethics and employee ethics.

General Competences

- Decision-making
- Working independently
- Teamwork
- Working in an international environment
- Working in an interdisciplinary environment
- Production of new research ideas Teamwork
- Project planning and management
- Respect for difference and multiculturalism
- Respect for the natural environment
- Showing social, professional, and ethical responsibility and sensitivity to gender issues
- Criticism and self-criticism
- Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction, content and core functions of Human Resource Management
2. Strategic Human Resource Management
3. Planning/ HR Design
4. Job analysis
5. Job description and Specification
6. Recruitment and selection process of personnel
7. Staff Evaluation/ Performance appraisal
8. Policies and rewards systems
9. Employee relations & collective HR contracts
10. Occupational health and safety
11. Managing Diversity, Work Bulling, Harassment
12. Communication and team building
13. Career path and talent management
14. Case studies

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning														
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>														
TEACHING METHODS	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">52</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td style="text-align: center;">32</td> </tr> <tr> <td><i>Independent Study</i></td> <td style="text-align: center;">39</td> </tr> <tr> <td><i>Advisory support</i></td> <td style="text-align: center;">0,5</td> </tr> <tr> <td><i>Exams</i></td> <td style="text-align: center;">2</td> </tr> <tr> <td><i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i></td> <td style="text-align: center;">125,5 h</td> </tr> </tbody> </table>	<i>Activity</i>	<i>Workload</i>	Lectures (direct)	52	<i>Writing paper/ papers</i>	32	<i>Independent Study</i>	39	<i>Advisory support</i>	0,5	<i>Exams</i>	2	<i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i>	125,5 h
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p>														

	<p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria: The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Βαξεβανίδου, Μ., και Ρεκλείτης, Π., (2019), Διοίκηση Ανθρώπινων Πόρων, 1η Έκδοση, Εκδόσεις Προπομπός
- Noe, R., Hollenbeck, J., G., Gerhart, B., (2009), Διαχείριση Ανθρώπινων Πόρων, 1η έκδοση, Εκδόσεις Παπαζήση
- Dessler, G., (2012), Διαχείριση Ανθρώπινου Δυναμικού, 1η έκδοση, Εκδόσεις Κριτική
- Μουζά-Λαζαρίδη, Α., (2006), Διοίκηση Ανθρώπινων Πόρων, 1η έκδοση, Εκδόσεις Κριτική.

Suggested Bibliography in English Language:

- Sharon Armstrong, Barbara Mitchell, (2019), The Essential HR Handbook - Tenth Anniversary Edition: A Quick and Handy Resource for Any Manager or HR Professional, Career Press
- Erica Keswin, (2018), Bring Your Human to Work: 10 Surefire Ways to Design a Workplace That Is Good for People, Great for Business, and Just Might Change the World, McGraw Hill Education

Related academic Journals:

- Personnel Journal
- Human Resource management Review
- Human Resource Management Journal
- Human Resource Development
- HR Magazine
- The International Journal of Human Resource Management
- Employee relations
- Career Development International

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5302	SEMESTER	3rd
COURSE TITLE	MARKETING OF AGRICULTURAL PRODUCTS & FOODS		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The aim of the course is:</p> <p>To introduce the students to the concepts of Marketing and to lay the foundations for their proper understanding and delimitation of the framework in which Marketing and the Marketing Professional is moving for Agricultural Products.</p> <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • Understand the basic concepts of marketing science in the context of economic and social sciences; b) the socio-economic environment in which the marketing topic is acting within the framework of enterprises and organizations; and c) the rationale of marketing, the fields of implementation and the new forms of application of modern technology in Marketing. • Use the basic concepts of Marketing Science to interpret economic phenomena and market conditions • Understand how businesses react to changes in consumer purchasing behavior • Understand the operation of the Marketing Mix,

- Apply the Market segmentation process
- Analyze the business environment of the enterprise: Out-of-company and internal business environment focusing mainly on SWOT Analysis.

The sum of all the learning objects will be applied to agricultural products and foods.

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. The nature of marketing
2. Global marketing environment
3. Understanding customer behavior
4. Marketing research same customer understanding
5. Market segmentation and placement segmentation
6. Integrated marketing communications and mass communication techniques
7. Direct communication techniques and digital marketing
8. Providing value to the customer
9. Marketing and strategy design
10. Basic concepts and terminology
11. Marketing Environment, Mixture of Marketing - Newer Approaches (from 4Ps to 4Cs)

12. 4Ps products (Product concept-Targeting and product placement, Product and service pricing, Location, Promotion)

13. 7Ps of Services (People, Procedures, Business Environment), Marketing Tools

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning															
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>															
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving 															

	<ul style="list-style-type: none"> • Oral examination Evaluation criteria: correctness, completeness, clarity ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes: <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination Evaluation criteria: correctness, completeness, clarity <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria: The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Fahy John, Jobber David, (2014) Αρχές μάρκετινγκ, 1η έκδοση, Εκδόσεις Κριτική.
- Aurier Philippe , Sirieix Lucier, (2010), Μάρκετινγκ αγροτικών προϊόντων και τροφίμων, Εκδόσεις Προπομπός
- Καμενίδης, Χ. (2010). Μάρκετινγκ Αγροτικών Προϊόντων, Εκδόσεις Κυριακίδη.
- Armstrong, G., and Kotler, P., (2009), Εισαγωγή στο Μάρκετινγκ, 1η έκδοση, Εκδόσεις Επίκεντρο
- Τομάρας, Π., (2009), Εισαγωγή στο Μάρκετινγκ, 4η Έκδοση, έκδοση του ιδίου, Αθήνα

Suggested Bibliography in English Language:

- Vignali, C., Vranesevic, T. and Vrontis, D. (2008), Strategic Marketing and Retail Thought, 1st edition, Zagreb: Accent
- Purcell, Wayne D., and Purcell. Agricultural marketing: systems, coordination, cash and futures prices. Reston, Virginia: Reston Publishing Company, 1979.
- Wierenga, Berend, et al., eds. Agricultural marketing and consumer behavior in a changing world. Springer Science & Business Media, 2012.

Related academic Journals:

- International Journal of Research in Marketing
- International Journal of Production Economics
- International Journal of Community Science and Technology

Instructor's Notes

COURSE OUTLINE

1. GENERAL INFORMATION

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
DEPARTMENT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDY	<i>Undergraduate</i>		
COURSE UNIT CODE	5303	SEMESTER	3rd
COURSE TITLE	SUPPLY CHAIN MANAGEMENT		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES:	NO		
LANGUAGE OF INSTRUCTION:	Greek		
LANGUAGE OF EXAMINATION/ASSESSMENT:	Greek		
THE COURSE IS OFFERED TO ERASMUS STUDENTS	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

- To encourage the understanding of key issues of the Supply Chain and Logistics in relation to the competitive strategy that is formed in the modern changing environment.
- To introduce the students to the concepts of Supply Chain Management of goods and services.
- To develop students' analytical and critical vision skills

Upon successful completion of the course, the student will be able to:

- Identifies the basic concepts of supply chain analysis and logistics
- Understands the strategic role of supply chains
- Evaluates the efficiency of supply chain processes
- Analyzes logistics costs and the factors that shape it
- Analyzes and evaluates the requirements for the design and operation of supply chains
- Compares supply chains in terms of various parameters that determine their operation
- Consider creating a flexible supply chain Investigate the management of global distribution channels, as well as the appropriate risk management, in order to make the modern supply chain resilient.

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Working in an international environment
- Working in an interdisciplinary environment
- Production of new research ideas Teamwork
- Project planning and management
- Respect for difference and multiculturalism
- Respect for the natural environment
- Showing social, professional, and ethical responsibility and sensitivity to gender issues
- Criticism and self-criticism
- Production of free, creative and inductive thinking

3.SYLLABUS

Course description:

1. Introduction to the basic concepts of logistics and supply chain. Supply chain and competitive strategy
2. Logistics and value for the customer (marketing and logistics application framework, value gain for the customer, customer service, stock depletion effects).
3. Logistics and customer value (customer retention, market-driven supply chains, setting standards, goals and priorities in customer service).
4. Market approach
5. Measurement of cost and performance of logistics (logistics and final result, logistics and value for the shareholder)
6. Measurement of logistics costs and performance (total cost analysis, service costs, customer profitability, immediate product profitability)
7. Matching supply and demand
8. Creating a flexible supply chain
9. Strategic management of response time
10. Synchronized Supply Chain
11. Management of global distribution channels
12. Specific supply chain issues (supply chain risk management, overcoming obstacles to supply chain integration, future trends)
13. Case studies

A combination of teaching and learning methods will be used aiming at the active participation of students and the practical implementation of the thematic units under consideration. Therefore, there will be lectures using audiovisual media, analysis and discussion of case studies on real operational issues, experiential (group) exercises, as well as projection of relevant videos. Also, students will prepare an individual or group project.

Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING METHODS--ASSESSMENT

MODES OF DELIVERY

Face -to-face, Distance learning

<p>USE OF INFORMATION AND COMMUNICATION TECHNOLOGY</p>	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>														
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<p>STUDENT PERFORMANCE EVALUATION/ASSESSMENT METHODS</p>	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice test • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice test • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>special learning difficulties</p> <p>Students with special learning difficulties in writing and reading (as certified and characterized by a competent body) are examined according to the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p>														

	<p>The evaluation criteria become known during the first course and are clearly formulated on the course's website and in the e-class. The answers of the exam questions are posted in the eclass after the exams are held. Students have the opportunity to see their writing after the course is graded (in the announced office hours) and receive explanations about the grades they received.</p>
--	--

5.SUGGESTED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Christopher, M. (2017). *Logistics και Διαχείριση Εφοδιαστικής Αλυσίδας*. Αθήνα: Κριτική.
- Sunil, S. (2020). *Διοίκηση Εφοδιαστικής Αλυσίδας*. Θεσσαλονίκη: Τζιόλα
- Taylor, D. (2006). *Διαχείριση Εφοδιαστικής Αλυσίδας*. Αθήνα: Κλειδάριθμος.

Suggested Bibliography in English Language:

- Christopher, M. & Peck, H., (2003), *Marketing Logistics*, 2^η έκδοση, Butterworth-Heinemann.
- Heinrich, C., (2003), *Adapt or Die: Transforming your Supply Chain into an Adaptive Business Network*, John Wiley & Sons
- Chandrashekar, A & Schary, P., (2002) <<The Virtual Web- Based Supply Chain>>, Franke, U., *Managing Virtual Web Originations in the 21st Century*, Idea Group Publishing.
- Anderson, C., (2006) *The Long Tail: Why the Future of Business is Selling Les of More*, Hyperion, New York

Selected academic Journals:

- International Journal of Supply and Operations Management
- Journal of Supply Chain Management
- Supply Chain Management Review
- International Journal of Physical Distribution and Logistics Management

Instructor's Notes

COURSE OUTLINE

1. GENERAL INFORMATION

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDY	<i>Undergraduate</i>		
COURSE CODE	5304	SEMESTER	3rd
COURSE TITLE	VEGETABLE PRODUCTION		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	3	5	
Laboratory Exercises	2		
COURSE TYPE	Special Background		
PREREQUISITE COURSES:	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
THE COURSE IS OFFERED TO ERASMUS STUDENTS	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes
The course aims to familiarize students with the current situation and prospects of outdoor and indoor vegetable production, the nutritional value of vegetables, the economics of cultivation, the techniques of cultivation using modern technologies, as well as postharvest handling of vegetables.
Upon successful completion of the course the student will be able to:
<ul style="list-style-type: none"> • Recognize different vegetable crops • Become familiar with farming practices applied in outdoor and greenhouse vegetables • Know the cultivation particularities of the main fruit, leafy and root vegetables • Become familiar with postharvest handling of vegetables
General Competences
<ul style="list-style-type: none"> • Adapting to new situations • Decision-making • Individual/Independent work • Group/Team work • Development of free, creative and inductive thinking

3.SYLLABUS

<p>1. Introduction to vegetable production</p> <ul style="list-style-type: none"> • Introductory concepts - Object of vegetable production • Global production of vegetables • Production of vegetables in Greece • The climate of Greece in relation to the development of vegetable crops • The economic importance of vegetable crops for Greece • Problems of Greek vegetable production • Quality and nutritional value of vegetables

- Integrated and Organic vegetable production and their application in practice
 - Classification and summary presentation of vegetables based on common characteristics (phylogenetic relations, edible part, temperature requirements, needs for flower induction, method of pollination of flowers, method of propagation, duration of biological cycle)
2. The effect of aerial and soil environment on vegetable production
 - Impact of aerial and root environment on vegetable crops
 - Effect of air components, solar radiation, temperature, humidity and wind on vegetable crops
 - Influence of soil characteristics (depth, particle size distribution, humidity, temperature, acidity, organic matter, relief) on the growth of vegetables
 - Substrates used in soilless culture of vegetable crops (peat, compost, coconut, perlite, rockwool, pumice)
 3. Cultural practices in field vegetables
 - Outdoor vegetable growing techniques - General information
 - Conventional outdoor cultivation (characteristics, growing seasons, early)
 - Cultivation with soil cover, low tunnel, shading
 - Organic outdoor cultivation
 4. Cultural practices in greenhouse vegetables
 - General information
 - Feasibility of growing vegetables in the greenhouse.
 - Construction characteristics of greenhouses (shape, dimensions, frame, cover materials)
 - Greenhouse equipment (ventilation, heating and energy saving systems, shading, cooling, CO₂ enrichment, artificial lighting)
 - Shade netting greenhouses
 - Hydroponic vegetable cultivation - Feasibility, nutrient solution preparation facilities, hydroponic cultivation systems
 5. Vegetable cultivation
 - Ways of propagating vegetables - Types of vegetable propagating material, intrinsic and rude propagation, legal framework for the production and marketing of vegetable propagating material
 - Seed germination temperature
 - Soil treatment
 - Soil disinfection
 - Plant establishment with direct sowing and transplanting
 - Vegetable nurseries - Ways and means of sowing in nurseries
 - Vegetable grafting
 - Densities and distances for sowing or planting vegetables
 6. Fertilization of vegetables
 - Fertilization of vegetable crops
 - Availability of nutrients in vegetable crops
 - Calculation of vegetable needs in nutrients
 - Diagnosis of plant nutrition disorders through leaf diagnostics
 - Basic fertilization, hydro-fertilization and foliar fertilization of vegetables
 - Fertilization in organic and hydroponic vegetable crops
 7. Irrigation of vegetables
 - Irrigation of vegetable crops
 - Vegetable irrigation needs
 - Ways and techniques of irrigation of vegetable crops
 - Characteristics of vegetable irrigation systems
 - Irrigation dose and irrigation frequency adjustment

- Irrigation water quality
8. Crop protection
 - Weed control - plant protection of vegetable crops
 - Climate control in greenhouse vegetable crops
 - Application of plant regulators in vegetable crops
 - Pruning - support of vegetable crops
 - Assisting fruit set in greenhouse crops
 9. Harvesting and postharvest technology of vegetables
 - Vegetable harvesting techniques
 - Cleaning, sorting and packaging of vegetables
 - Transportation of vegetables
 - Post-harvest maintenance and storage of vegetables
 10. Cultivation of fruit vegetables with emphasis on tomato, cucumber and watermelon
 - Current status and importance of crops
 - Imports, exports and prospects
 - Installation and cultivation techniques in the countryside and the greenhouse
 - Harvesting, sorting, packaging, transport and post-harvest maintenance
 11. Cultivation of root vegetables with emphasis on potato, carrot and onion
 - Current status and importance of crops
 - Imports, exports and prospects
 - Installation and cultivation techniques
 - Harvesting, sorting, packaging, transport and post-harvest maintenance
 12. Cultivation of leafy vegetables with emphasis on lettuce, cabbage and spinach
 - Current status and importance of crops
 - Imports, exports and prospects
 - Installation and cultivation techniques
 - Harvesting, sorting, packaging, transport and post-harvest maintenance
 13. Cultivation of perennial vegetables with emphasis on asparagus and artichoke
 - Current status and importance of crops
 - Imports, exports and prospects
 - Installation and cultivation techniques
 - Harvesting, sorting, packaging, transport and post-harvest maintenance

A combination of teaching and learning methods will be used, aiming at the active participation of the students; there will be lectures using audiovisual media, discussions, group activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face to face, Distance learning	
USE OF INFORMATION AND COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the AUA Open eClass platform of the University (Integrated Electronic Course Management System) • Support of the lectures using presentation software • Use of audiovisual material • Use of Internet applications <p>Communication with students: face to face at office hours, email, eclass platform</p>	
TEACHING METHODS	<i>Activity</i>	<i>Workload</i>
	Lectures (direct)	65

	<i>Writing paper/ papers</i>	28
	<i>Independent Study</i>	30
	<i>Advisory support</i>	0.5
	<i>Exams</i>	2
	<i>Course Total</i> (Approximately 25 hours of workload per credit unit 125.5)	125.5 h
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties: Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria: The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>	

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Σάββας, Δ. (2016). *Γενική Λαχανοκομία*. Εκδόσεις Πεδίο
- Ολύμπιος, Χ. (2015). *Η Τεχνική της Καλλιέργειας των Υπαίθριων Κηπευτικών*. Εκδόσεις Αθ. Σταμούλη, Αθήνα.
- Χα, Ι.Α. & Πετρόπουλος Σ. (2014). *Γενική Λαχανοκομία και Υπαίθρια Καλλιέργεια Κηπευτικών*. Πανεπιστημιακές Εκδόσεις Θεσσαλίας, Βόλος

Suggested Bibliography in English Language:

- Pearson, C. J. (1992). *Field crop ecosystems*. Elsevier, UK.

- Peirce, L. C. (1987). *Vegetables*. John Wiley and Sons, UK.
- Resh, H. M. (1998). *Hydroponic Food Production*. Woodbridge Press, California, USA.
- Wien, H. C. (1999). *The physiology of vegetable crops*. CABI Publishing, UK.

Related academic Journals:

- *European Journal of Horticultural Science*
- *Scientia Horticulturae*
- *Journal of Horticultural Science and Biotechnology*
- *Journal of the American Society for Horticultural Science*
- *HortScience*
- *Folia Horticulturae*
- *Horticulturae*
- *Notulae Botanicae Horti Agrobotanici Cluj-Napoca*
- *Acta Horticulturae*
- *HortScience*
- *Agriculture*
- *Plants*
- *HortTechnology*

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5306	SEMESTER	3rd
COURSE TITLE	STATISTICS		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE(URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

To introduce students to the fundamentals of Probability and Statistics which are relevant to economy and management.

Upon successful completion of the course, the student will be able to:

- Distinguishes the basic principles of Probability and Statistics.
- using enumeration methods and basic probability tools
- describe and summarize data gathered from observing a phenomenon or performing an experiment
- apply estimation and testing methods in order to make data-based decisions
- identify the selected method's assumptions and keep in mind that it is required to apply checks for them
- critique data-based claims and evaluate data-based decisions
- complete a research project that employs simple statistical inference
- comply to ethical issues related to data gathering, data usage and publication of results
- Understands the basic "tools" for dealing with theoretical and practical problems that arise in the modern business environment.

General Competences

Adapting to new situations

Decision-making

Working independently
Teamwork
Working in an international environment
Working in an interdisciplinary environment
Production of new research ideas Teamwork
Project planning and management
Respect for difference and multiculturalism
Respect for the natural environment
Showing social, professional, and ethical responsibility and sensitivity to gender issues
Criticism and self-criticism

3.SYLLABUS

Statistical approach: a brief overview. Useful counting rules (multiplication principle, permutations, k-permutations, combinations).

Practical notion of probability; basic probability tools.

Conditional probability (multiplication rule; law of the total probability; Bayes theorem); Independence.

Random variables (cumulative distribution function; discrete and continuous random variables; probability function; probability density function; mean and variance).

Useful discrete distributions (Bernoulli; Binomial; Poisson).

Useful continuous distributions (Normal; χ^2 ; t and F).

Central limit theorem. The role of probability in statistics.

Descriptive statistics (frequency table; numerical descriptive measures; bar chart; pie chart; box plot; histograms).

Sampling distributions.

Estimation; point estimation (properties of an estimator); interval estimation (confidence intervals for a (difference of) population mean (s) or proportion (s));

Testing hypotheses for a (difference of) population mean (s) or proportion (s));

Analysis of variance (single-factor ANOVA; two-factor ANOVA).

Goodness-of-fit test; Chi-Square test of independence.

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face –to- face, Distance learning
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<p>USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY</p>	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>																
<p>TEACHING METHODS</p>	<table border="1"> <thead> <tr> <th><i>Activity</i></th> <th><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td>52</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td>32</td> </tr> <tr> <td><i>Independent Study</i></td> <td>39</td> </tr> <tr> <td><i>Advisory support</i></td> <td>0,5</td> </tr> <tr> <td><i>Exams</i></td> <td>2</td> </tr> <tr> <td><i>Course Total (Approximately 25 hours of workload per credit unit125.5)</i></td> <td>125,5 h</td> </tr> <tr> <td></td> <td></td> </tr> </tbody> </table>	<i>Activity</i>	<i>Workload</i>	Lectures (direct)	52	<i>Writing paper/ papers</i>	32	<i>Independent Study</i>	39	<i>Advisory support</i>	0,5	<i>Exams</i>	2	<i>Course Total (Approximately 25 hours of workload per credit unit125.5)</i>	125,5 h		
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<p>STUDENT PERFORMANCE EVALUATION</p>	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>Compulsory written final examination at the end of the semester (weighting factor 100%) which may includes:</p> <ul style="list-style-type: none"> • Multiplechoice questionnaires • Open-endedquestions • Problemsolving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the</p>																

	announced office hours) and receive explanations about the grade they received.
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5. ATTACHED BIBLIOGRAPHY

Suggested bibliography:

- Χαλικιάς, Ι. *Στατιστική*, Εκδόσεις Rosili 2017.
- Παπαδόπουλος, Γ. Κ., *Εισαγωγή στις Πιθανότητες και τη Στατιστική*, Εκδόσεις Gutenberg, 2015.
- Κουνιάς, Σ., Κολυβά-Μαχαίρα, Φ., Μπαγιάτης, Κ. και Μπόρα-Σέντα, Ε., *Εισαγωγή στη Στατιστική*, Εκδόσεις Χριστοδουλίδη, Θεσσαλονίκη 2001.

Related academic journals:

- Journal of Applied Probability
- Journal of Statistical Computation and Simulation.

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5307	SEMESTER	Xst
COURSE TITLE	Accounting		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <p>This is the first/introductory course of the Department of Agribusiness and Supply Chain Management in Accounting for Agricultural and Rural Business focusing on Financial Accounting Principles in the context of the International Financial Reporting Standards (IFRS). The aim of the course is to provide students with the necessary theoretical knowledge and techniques used internationally in financial accounting and reporting.</p> <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> - Understand the principles of financial accounting, the financial cycle, recording of transactions and reporting in the: Statement of Financial Position; Statement of Comprehensive Income; Statement of Changes in Equity. - Analyse the requirements of a particular accounting issue and apply the knowledge offered in practice. - Know and comprehend basic terms such as Journal, Journal entries, T-accounts etc - Know and comprehend the appropriate terminology in Financial Accounting as well as the relevant modern reporting approaches. - Make necessary Journal entries, Adjusting entries and prepare the relevant financial statements
General Competences
<p>Adapting to new situations</p> <p>Decision-making</p>

Working independently
Teamwork
Working in an international environment
Working in an interdisciplinary environment
Production of new research ideas Teamwork
Project planning and management
Respect for difference and multiculturalism
Respect for the natural environment
Showing social, professional, and ethical responsibility and sensitivity to gender issues
Criticism and self-criticism
Production of free, creative and inductive thinking

3.SYLLABUS

<ol style="list-style-type: none"> 1. Introduction in General Accounting 2. General Accounting Principles 3. Financial Statements, Balance Sheet (Financial Position) 4. Financial Statements, Income Statement 5. Owner’s Equity Statement 6. T- Accounts 7. Journal 8. Business transactions 9. Journal Entries 10. Trial Balance 11. Accounting Errors 12. Adjusting Entries <p>A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.</p>
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4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications

	Communication with students: face to face at office hours, email, eclass platform														
TEACHING METHODS	<table border="1"> <thead> <tr> <th><i>Activity</i></th> <th><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td>52</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td>31</td> </tr> <tr> <td><i>Independent Study</i></td> <td>40</td> </tr> <tr> <td><i>Advisory support</i></td> <td>0,5</td> </tr> <tr> <td><i>Exams</i></td> <td>2</td> </tr> <tr> <td><i>Course Total</i> (Approximately 25 hours of workload per credit unit 125.5)</td> <td>125,5 h</td> </tr> </tbody> </table>	<i>Activity</i>	<i>Workload</i>	Lectures (direct)	52	<i>Writing paper/ papers</i>	31	<i>Independent Study</i>	40	<i>Advisory support</i>	0,5	<i>Exams</i>	2	<i>Course Total</i> (Approximately 25 hours of workload per credit unit 125.5)	125,5 h
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<i>Course Total</i> (Approximately 25 hours of workload per credit unit 125.5)	125,5 h														
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>														

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Βασιλείου, Δ., Ηρειώτης, Ν., Μπάλιος Δ. 2019. Αρχές Χρηματοοικονομικής Λογιστικής – Χρηματοοικονομική Ανάλυση και Λήψη Αποφάσεων. Εκδόσεις: Rosili
- Needles, B., Powers, M. and Crosson, S. 2016. Εισαγωγή στη Λογιστική. (επιμ.) Εκδόσεις: Πασχαλίδης
- Νεγκάκης, Χ., 2015, Λογιστική Εταιριών σύμφωνα με τα Ελληνικά και Διεθνή Λογιστικά πρότυπα
Εκδόσεις: Αειφόρος Λογιστική.
- Μπάλας, Α., Χέβας, Δ. 2016. Χρηματοοικονομική Λογιστική, Εκδόσεις: Μπένος.
- Τσουκαλάς, Σ. 2010. Λογιστική Επιχειρήσεων Τροφίμων, Σ. Εκδόσεις Στοχαστής, Αθήνα.

Suggested Bibliography in English Language:

- Atrill, P. and McLaney E. 2017. Accounting and Finance for Non-Specialists. 10e. Pearson.
- Needles B. and Powers M. 2013. Principles of Financial Accounting; International Edition. 12e. CENGAGE Learning
- Harrison, Horngren, Thomas & Suwardy. 2014. Financial Accounting - International Financial Reporting Standards. 9e. Pearson Education.
- Wegandt, J. J., Kimmel D. P. and Kieso. E. D. 2016. Financial Accounting. IFRS edition. 3e. Wiley

Related academic Journals:

- Accounting Organizations & Society (Rank: Association of Business Schools Journal List 4*)
- Journal of Accounting & Economics (Rank: Association of Business Schools Journal List 4*)
- Journal of Accounting Research (Rank: Association of Business Schools Journal List 4*)
- The Accounting Review (Rank: Association of Business Schools Journal List 4*)
- Contemporary Accounting Research (Rank: Association of Business Schools Journal List 4)
- Review of Accounting Studies (Rank: Association of Business Schools Journal List 4)
- Abacus (Rank: Association of Business Schools Journal List 3)
- Accounting, Auditing & Accountability Journal (Rank: Association of Business Schools Journal List 3)
- Accounting & Business Research (Rank: Association of Business Schools Journal List 3)
- Accounting Horizons (Rank: Association of Business Schools Journal List 3)
- Accounting Forum (Rank: Association of Business Schools Journal List 3)
- British Accounting Review (Rank: Association of Business Schools Journal List 3)
- Critical Perspectives on Accounting (Rank: Association of Business Schools Journal List 3)
- European Accounting Review (Rank: Association of Business Schools Journal List 3)
- International Journal of Accounting (Rank: Association of Business Schools Journal List 3)
- Journal of Business Ethics (Rank: Association of Business Schools Journal List 3)
- Journal of Business Finance & Accounting (Rank: Association of Business Schools Journal List 3)
- Management Accounting Research (Rank: Association of Business Schools Journal List 3)
- Public Money & Management (Rank: Association of Business Schools Journal List 2)

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT / DEPARTMENT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	5310	SEMESTER	3rd
COURSE TITLE	ENGLISH III		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	3	0	
COURSE TYPE	Specialized General Knowledge		
PREREQUISITE COURSES:	-		
LANGUAGE OF INSTRUCTION and EXAMINATIONS:	English (Greek when necessary)		
IS THE COURSE OFFERED TO ERASMUS STUDENTS	Yes (In English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning outcomes
<p>The aims of the course are the following:</p> <ul style="list-style-type: none"> • To teach the students basic terms and concepts of Economics (Supply and Demand, Business Cycles, Inflation, Investment, Competition, 'Greenification' / 'Green' Economy, Business Planning, Entrepreneurship, Capital, Factors of Production) in English. • To teach the students basic terms and concepts of the language of Business in English. • To teach the students basic terms and concepts regarding various disciplines pertaining to Economics and Business English (Management, Business Administration, Banking, Finance, Customer Service, Accounting, Tax-related terms / Taxes, Negotiations, Conferences, Business Correspondence, Cover Letters, Customer Relations, Counter offers, Job Interviews, Project Management, Sales, Trade shows, Stock Markets, Contracts and Agreements, Quality Control, Advertising, Leadership / Leaders, Ethical Investment, Empowerment, Cash flows, Insurance / Warranties and Basic Math (Numbers, Decimals, Fractions, Percentages). • To train the students in all the above topics / subjects through many language exercises and relevant texts of Economic and Business English content. <p>Upon successful completion of the course the students will be able to:</p> <ul style="list-style-type: none"> • Understand and define / identify clearly basic terms and concepts of Economics (Supply and Demand, Business Cycles, Inflation, Investment, Competition, 'Greenification' / 'Green' Economy, Business Planning, Entrepreneurship, Capital, Factors of Production) in English. • Understand and define / identify clearly basic terms and concepts of Business English.

- Comprehend, define / identify, and distinguish between basic terms and concepts regarding various disciplines pertaining to Economics and Business English (Management, Business Administration, Banking, Finance, Customer Service, Accounting, Tax-related terms / Taxes, Negotiations, Conferences, Business Correspondence, Cover Letters, Customer Relations, Counter offers, Job Interviews, Project Management, Sales, Trade shows, Stock Markets, Contracts and Agreements, Quality Control, Advertising, Leadership / Leaders, Ethical Investment, Empowerment, Cash flows, Insurance / Warranties and Basic Math (Numbers, Decimals, Fractions, Percentages).
- Work out Business language exercises / problems and comprehend relevant texts of Economic and Business English content.
- Demonstrate a comprehensive and working knowledge / notion of the language of Business and Economics as it is expressed and used in the (Global) Labour Market.

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Production of free, creative, and inductive thinking

3. SYLLABUS

- 1: From General English to Business English
- 2: Business English / Economic Terms, Exercises in Business English, Business E-mails Exercises, Contract Negotiations, Business Negotiations / Talks , Employment Counter offers, Cover letter terms / Vocabulary, Customer Relations Management Software
Job Interview Vocabulary, Corporate Buzzwords / Jargon, IT Project Management, Project Management, The Nature of Business, Business Glossary
- 3: Business English Vocabulary Exercises – Basic Terms, General Economic / Business Terms Exercises, Sales, Trade Shows, Management, Noun Adjuncts
- 4: Business English Grammar I, Relative clauses, Exercises, Conditional sentences (I, II, III, mixed), Inversion; ‘Wish’ Sentence constructions, Phrasal Verbs Exercise, Adjectives – Adverbs, Exercises, Adverbs and Participles, The Indefinite Article, The Definite Article, Exercises , Some Any – Much Many, Exercises , Singular – Plural, Determiners, Various Grammar Points
- 5: Economics – Business Cycles, Inflation, Supply and Demand, Business Competition
- 6: Investing – The Stock Market, a. Investing (Finance), b. The Stock Market (Finance), c. Vocabulary relating to Investments and the Stock Market
- 7: Contracts – Agreements, Vocabulary and Exercises
- 8: Business English Tests – Exam test items, Quality Control, Business English Exercise
Business English Test 1, Business Collocations Quiz
Business English Vocabulary Test, Business English Test 2
- 9: Defining Marketing, Marketing Vocabulary, Marketing Vocabulary Multiple Choice Tests, ‘Greenification’, Advertising, Warranties
- 10: Sales Vocabulary (A), Glossary, Sales Vocabulary (B), Business Planning
- 11: : Conferences Vocabulary, Revision Test (Contracts, marketing, warranties, business planning, and conferences), Numbers Vocabulary, Insurance Vocabulary, Glossary
- 12: Ethical Investment, Leadership , Definitions of Leader and Leadership, Leadership versus Management, Businesspeople and Entrepreneurs, Empowerment, Cash flow
Market Share, Business English language (Various)
13. General Revision Exercises

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies, and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face-to-face, Distance learning														
USE OF INFORMATION AND COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open e-Class platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audio-visual material • Use of web applications <p>Communication with students: face to face at office hours, email, e-class platform</p>														
TEACHING METHODS	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Semester workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">39</td> </tr> <tr> <td>Writing paper / papers</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Independent study</td> <td style="text-align: center;">52</td> </tr> <tr> <td>Advisory Support</td> <td style="text-align: center;">6.5</td> </tr> <tr> <td>Exams</td> <td style="text-align: center;">2</td> </tr> <tr> <td>Course total</td> <td style="text-align: center;">125.5</td> </tr> </tbody> </table>	<i>Activity</i>	<i>Semester workload</i>	Lectures (direct)	39	Writing paper / papers	26	Independent study	52	Advisory Support	6.5	Exams	2	Course total	125.5
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>Special learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p>														

	<p>Specifically Defined Criteria: The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in the Greek Language:

'Achieve TOEIC' A. Betsis, Betsis Publications

Suggested Bibliography in the English Language:

'Cracking the TOEIC' E. Rolins, Random House, London

Instructor's Notes

The students are also given Economic English texts for study and practice, as well as graded language exercises for consolidation of vocabulary items and grammar and syntax forms.

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5401	SEMESTER	4th
COURSE TITLE	TOTAL QUALITY MANAGEMENT		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclclass.aua.gr/eclclass/		

2.LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

- To introduce students to a philosophy of modern management, which, based on customer needs' satisfaction, seeks to achieve the competitive advantage in the business environment.
- To encourage an understanding of the principles and practices of continuous improvement of the products and services quality and cost reduction.
- to present the core quality principles, methods and techniques used in business by employees' total involvement in the frame of the Total Quality philosophy
- to educate students on the use of teamworking, quality management and control tools.
- to highlight the interdisciplinary area of total quality management,

Upon successful completion of the course, the student will be able to:

- Understand the concept of total quality and the need to apply it in the modern environment
- Understand the differences in Total Quality Management from the traditional approach of management
- Understand the concept of Total Quality as used by industry and service providers
- Understand the requirements, functions and conditions for implementing the main principles of total quality
- Adopt and adapt a total quality management framework including employees' participation and quality circles, in order to resolve a specific business problem
- Compose a quality management toolkit and choose the right technique to make decisions that will improve the quality of products / services and introduce innovation.
- Select the appropriate qualitative and quantitative quality measuring techniques in complex business environments
- Distinguish the administrative / business factors that affect quality culture
- Propose the implementation of appropriate quality - certification programs
- Distinguish the administrative / business factors that affect total quality philosophy
- Identify potential problems in organizing individual parts of the business that run counter to predefined administrative policy.
- Discover the effectiveness or inefficiency of the internal organization of the departments, the existence of irregularities, fraud, weaknesses in the operation of natural and human systems.

General Competences

Working independently
 Teamwork
 Decision-making
 Search, analyze and synthesize data and information, using the necessary technologies
 Working in an Interdisciplinary Environment
 Search, analyze and synthesize data and information, using the necessary technologies
 Project planning and management
 Respect for difference and multiculturalism
 Showing social, professional, and ethical responsibility and sensitivity to gender issues

3.SYLLABUS

1. The concept of Total Quality Management (TQM)
2. Quality Theories & approaches and core principles of Total Quality philosophy. Barriers and success stories.
3. Leadership, style and change management in the TQM Frame
4. Building team spirit and teamworking (group dynamics)
5. Total involvement, decision making and empowerment
6. Communication, quality culture (moments of truth) and conflict management
7. Quality Function Deployment (Design), Stakeholders participation, Cost of Quality
8. Innovation, Quality assessment (qualitative and quantitative methods), & continuous improvement
9. Contemporary Quality tools and techniques for problem resolution
10. Training, Certification, Quality Management Systems (ISO9001)
11. Ethics, Corporate Social Responsibility, Quality Management and Crisis management in the supply chain, strategic alliances and cooperations.
12. TQM in services and customer experience. Customer satisfaction, retention and loyalty.
13. Business Strategy and Quality- Case Studies

A series of techniques will be used by the students in the frame of TQM exercises and cases, including:

1. Team building for problem resolution
2. Brainstorming and output assessment (histograms, Pareto analysis, Cause and effect diagram etc.)
3. Customer satisfaction survey (e.g. SERVQUAL)

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning															
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>															
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STUDENT PERFORMANCE EVALUATION	The evaluation process is in the language that the course is taught (Greek or English) and consists of:															

	<p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- [77112295]: ΣΥΓΧΡΟΝΕΣ ΜΕΘΟΔΟΙ ΣΤΗΝ ΔΙΟΙΚΗΣΗ ΚΑΙ ΤΕΧΝΟΛΟΓΙΑ ΠΟΙΟΤΗΤΑΣ, ΤΣΑΡΟΥΧΑΣ ΠΑΝΑΓΙΩΤΗΣ, ΝΤΕΛΙΟΥ ΚΛΕΟΠΑΤΡΑ
- [59394399]: Διοίκηση Ολικής Ποιότητας, Τσιότρας Γεώργιος
- [50810766]: Διοίκηση Ολικής Ποιότητας, Γεώργιος Αγγ. Μποχώρης
- [22706150]: Διοίκηση ολικής ποιότητας - Νέα αναθεωρημένη έκδοση, Κέφης Βασίλειος Ν.
- [10502]: Διοίκηση ολικής ποιότητας, Δερβιτσιώτης Κώστας Ν.
- [151759]: Διοίκηση Ολικής Ποιότητας, Λαλούμης Δημήτρης, Κατσώνη Βασιλική
- [94644185]: ΔΙΟΙΚΗΣΗ ΓΙΑ ΤΗΝ ΠΟΙΟΤΗΤΑ ΚΑΙ ΕΠΙΤΕΛΕΣΗ ΑΡΙΣΤΕΙΑΣ, JAMER R. EVANS, WILLIAM M. LINDSAY
- [59414712]: Διαχείριση Ποιότητας και Οργανωσιακή Αριστεία, 8η Έκδοση, Goetsch L. David - Stanley B. Davis, Γεώργιος Μποχώρης (επιμέλεια)
- [94701965]: Διαχείριση Ποιότητας στις Επιχειρήσεις Γεωργίας, Τροφίμων και Ποτών, Καρυπίδης Φίλιππος, Κοντογεώργος Αχιλλέας, Τσελεμπής Δημήτριος.

Suggested Bibliography in English Language:

1. Evans, J. and Lindsay, W., *The Management and Control of Quality*, Minneapolis: West Publishing Company, 2002.

Martin, W.B., *Providing Quality Service: What every hospitality service provider needs to know*, Prentice Hall, 2002

Related academic Journals:

1. The TQM Magazine
2. Quality Management Journal
3. Benchmarking: An International Journal
4. Total Quality Management & Business Excellence
5. International Journal of Quality & Reliability Management
6. International Journal of Quality and Service Sciences

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5402	SEMESTER	4th
COURSE TITLE	WAREHOUSE AND INVENTORY MANAGEMENT		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Special Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is to:</p> <ul style="list-style-type: none"> • deal with organising and operating warehouses and inventory management. • examine the role of warehouses and the parameters that affect their design and operation. • analyse the importance of inventories in the various supply chain typologies. <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • recognize the main issues of warehouse design and operation. • understand the role of inventory. • explain the criteria for selecting inventory and warehousing policies. • analyse inventory and warehousing requirements for businesses and organizations. • compare alternative inventory policies.
General Competences
<ul style="list-style-type: none"> • Adapting to new situations

- Decision-making
- Working independently
- Teamwork
- Working in an international environment
- Project planning and management
- Advance free, creative and causative thinking

3.SYLLABUS

1. Introduction to basic concepts
2. Determining storage needs
3. Warehouse fitting
4. Mechanical, technological equipment and automation
5. Product palleting, unification equipment
6. Flow design
7. Inventory handling
8. Inventory control
9. Aggregate Programming
10. MRP & ERP
11. Just in Time
12. Warehouse management systems
13. Special topics

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face-to-face, Distance learning									
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>									
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Compulsory written exam during the semester (weighting factor 30%)</p> <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties: Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria: The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>						

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Jacobs, R. (2011). *Διοίκηση Λειτουργιών και Εφοδιαστικής Αλυσίδας*. Λευκωσία: Broken Hill.
- Κακούρης, Α. (2013). *Διοίκηση Επιχειρησιακών Λειτουργιών*. Αθήνα: Προπομπός.
- Στειακάκης, Ε. & Κωφίδης, Ν. (2016). *Διοίκηση Παραγωγής και Υπηρεσιών*. Θεσσαλονίκη: Τζιόλα.
- Φωλίνας, Δ. & Πόνης, Σ. (2022). *Σύγχρονη Διοίκηση Αποθηκευτικών Κέντρων στην Εποχή του Industry 4.0*. Λευκωσία: Broken Hill.

Related academic Journals:

- Journal of Operations Management
- International Journal of Production Economics
- International Journal of Production Research

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5407	SEMESTER	4th
COURSE TITLE	Special Issues in Accounting		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

The course is a continuation of Accounting I and expand the material of Financial Accounting by examining additional elements of the financial statements within the framework of International Financial Reporting Standards (IFRS).

The aim is to continue the delivery to the student of the necessary knowledge and technical principles of financial accounting (within the IFRS), as well as the creation of the foundations for understanding the principles of Accounting Costs, Agricultural Investment Evaluation, Accounting and International Financing Reporting Standards and Financial Analysis of Agricultural Enterprises, both in theory and practice. The aim is also the understanding by the students of the Greek General Accounting Plan in order to lay the foundations for the use of Computerized Accounting Applications in the future.

Upon successful completion of the course, the student will be able to:

Analyzes the requirements of a problem and applies the theoretical knowledge gained in practice.

- Knows the appropriate scientific terminology of Financial Accounting and Financial Analysis, as well as the relevant modern scientific methods and approaches.
 - Offers the appropriate solutions through the use of the most modern methods of Financial Accounting.
 - Makes the necessary accounting entries at all stages of the accounting circuit.
 - Makes the necessary accounting entries to determine the operating and Net Income
- Understands how to prepare financial statements
- Understands how accounting assets, receivables and liabilities are accounted for
 - Understands the meaning of depreciation and Amortization, their different types of calculations in accordance with International Accounting Standards and the accounting treatment of their recording
 - Understands the meaning of inventories, their different types of valuation in accordance with International Accounting Standards as well as the accounting treatment of their recording
 - Understands the concepts of the accounts of the Hellenic General Accounting Plan (EGLS)

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Repetition in the Financial Statements
2. Greek General Accounting Plan
3. Current liabilities (Accounts Receivable)
4. Long-Term Liabilities (Accounts Payable)
5. Assets Management - Impairment of assets

6. Concept of Depreciation - Methods of calculation and accounting
7. Concept of inventory - Inventory valuation methods -FIFO, LIFO
8. Inventory Valuation Methods - WAC, Successive Balance Method
9. Continuous and Periodic inventory system – Their Impact on financial statements
10. Entries of Determining the Operating Income
11. Entries of Determining the Net Income
12. Final Trial Balance and preparation of creating financial statements
13. Closing of the Accounting books

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning															
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>															
TEACHING METHODS	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">52</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td style="text-align: center;">31</td> </tr> <tr> <td><i>Independent Study</i></td> <td style="text-align: center;">40</td> </tr> <tr> <td><i>Advisory support</i></td> <td style="text-align: center;">0,5</td> </tr> <tr> <td><i>Exams</i></td> <td style="text-align: center;">2</td> </tr> <tr> <td><i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i></td> <td style="text-align: center;">125,5 h</td> </tr> </tbody> </table>		<i>Activity</i>	<i>Workload</i>	Lectures (direct)	52	<i>Writing paper/ papers</i>	31	<i>Independent Study</i>	40	<i>Advisory support</i>	0,5	<i>Exams</i>	2	<i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i>	125,5 h
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<i>Exams</i>	2															
<i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i>	125,5 h															

STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Κόντος Γ.,- «Χρηματοοικονομική Λογιστική», 2021, Εκδόσεις Διπλογραφία
- Horngren's «Χρηματοοικονομική Λογιστική», 2017, Miller-Nobles, T. Mattison B. and Matsumura, Εκδόσεις Πασχαλίδη
- Αρχές Χρηματοοικονομικής Λογιστικής-Ανάλυση και Λήψη Αποφάσεων, Βασιλείου Δ., Ηρειώτης Ν., Μπάλιος Δ., Εκδόσεις Rosili

Suggested Bibliography in English Language:

Related academic Journals:

- Contemporary Accounting Research
- International Journal of Accounting
- Journal of Accounting and Economics
- Journal of Accounting Research
- Review of Accounting Studies
- The Journal of Cost Accounting Research

Instructor's Notes

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5404	SEMESTER	4th
COURSE TITLE	MANAGEMENT INFORMATION SYSTEMS		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	3	5	
Laboratory exercises	2		
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <p>The course aims to familiarize students with management information systems and their role in decision making process and the achievement of competitive advantage. The course also focuses on information systems development methods, project management for the procurement/ development of information systems and the implementation of services of information systems to solve business problems.</p> <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • recognize the types of information systems and the suitability of each system in solving specific business problems • explain the role of information systems in competitive advantage achievement • explain the business benefits from applying intelligent techniques in decision-making and knowledge management • describe the basic methodologies used for developing information systems • evaluate information systems • use project management tools for information systems procurement/development • implement services as subsystems of information systems
General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3. SYLLABUS

- 1. Basic concepts and importance of information systems in enterprises**
- 2. Information Systems in the Enterprise: Basic elements of an enterprise, Information systems categories, Operation of Information Systems in Enterprises**
- 3. Management of software and hardware technology in the enterprise**
- 4. Information Systems and Business Strategy: Achieving Competitive Advantage, Model of Competitive Forces, Value Chain Model**
- 5. Complex examples of achieving competitive advantage with information systems**
- 6. Decision Making: Decision Types, Decision Making Process, Decision Making Systems (DSS - ESS - GDSS), Intelligent Decision Making Systems**
- 7. Knowledge Management: Knowledge Management Systems, Knowledge Work Systems (KWS)**
- 8. Information Systems Development: Information System Life Cycle Analysis**
- 9. Information Systems Development: Collecting and Processing of User Requirements, Developing Models and Designing Systems**

10. Complex examples in the development of Information Systems
11. Evaluation of information systems
12. Project management for the procurement/ development of information systems
13. Ethical, privacy and security issues in information systems.

The laboratory part of the course covers the following topics:

Laboratory exercises focus on the analysis, design and implementation of subsystems of information systems that solve practical problems.

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4. TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning	
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face-to-face at office hours, email, eclass platform</p>	
TEACHING METHODS	<i>Activity</i>	<i>Workload</i>
	Lectures (direct)	39
	Laboratory Practice	26
	Essay Writing	20
	Autonomous study	36
	Advisory Support	0,5
	Examination	2
	Laboratory Examination	2
	<i>Total (About 25 hours of study per ECTS)</i>	125,5
STUDENT PERFORMANCE EVALUATION	The evaluation process is in the language that the course is taught (Greek or English) and consists of:	

	<p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>Special learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Wallace, P. (2014). «Πληροφορικά Συστήματα Διοίκησης», Εκδ. Κριτική.
- Βεσκούκης, Β.(2015). Στοιχεία τεχνολογίας λογισμικού. [ηλεκτρ. βιβλ.] Αθήνα: Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών. Διαθέσιμο στο: <http://hdl.handle.net/11419/3160>
- Δουληγέρης, Χ., Μητρόπουλος, Σ. (2015). Πληροφορικά συστήματα στο διαδίκτυο. [ηλεκτρ. βιβλ.] Αθήνα:Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών. κεφ 1. Διαθέσιμο στο: <http://hdl.handle.net/11419/3970>
- Καρανικόλας, Ν. (2012). Καθιερωμένα Πληροφοριακά Συστήματα Επιχειρήσεων. Τεχνική Αποτύπωση, Εκδόσεις Νέων Τεχνολογιών.
- Μητάκος, Θ., (2015). Πληροφορικά συστήματα διοίκησης. [ηλεκτρ. βιβλ.] Αθήνα: Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών. Κάλλιπος. Διαθέσιμο στο: <http://hdl.handle.net/11419/748>
- Laudon, K., Laudon J. (2015). Πληροφορικά Συστήματα Διοίκησης, 11η Αμερικάνικη Έκδοση, Κλειδάριθμος.
- Malaga R.A., (2004). Εισαγωγή στην Τεχνολογία Πληροφοριακών Συστημάτων, Εκδ. Γκιούρδας,

Suggested Bibliography in English Language:

- Wallace, P. (2021). Introduction to Information Systems, 4th Edition, Johns Hopkins University.

Related academic Journals:

- ***ACM Transaction on Management Information Systems***
- ***European Journal of Information Systems***
- ***IEEE Transactions on Software Engineering Journal of Management Information Systems***
- ***Journal of Strategic Information Systems***
- ***International Journal of Enterprise Information Systems International Journal of Business Information Systems***
- ***Journal of Enterprise Information Management***

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5405	SEMESTER	4th
COURSE TITLE	INTRODUCTION TO AGRICULTURAL ECONOMICS		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Special Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

to highlight the special characteristics of agricultural products and their differentiation from industrial products. There is also extensive reference to the policies implemented by governments in support of agricultural production, focusing on the Common Agricultural Policy of the European Union

Upon successful completion of the course, the student will be able to:

- understand the basic economic principles of a farm
- rationalize the composition and intensity of the production process of a farm
- understand the mechanisms of price formation of agricultural products and what are the potential effects of price changes on these products
- know and explain the current institutional framework of the Common Agricultural Policy

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an interdisciplinary environment

Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Characteristics of farming
2. The Agricultural Problem
3. Basic principles of agricultural production economics, basic characteristics and activities of agricultural firms
4. Agricultural production factors
5. General principles of production
6. Production costs
7. Economic effects of agricultural activity
8. The viability of the farm and the rural household
9. Introduction to the concepts of Agricultural Product Quality (standardization, packaging, identification, storage and transport, and processing)
10. The Common Agricultural Policy
11. Theory and Politics of International Trade
12. The rural sector and economic development
13. The Greek agricultural sector: evolution, characteristics, problems and institutions

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning														
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>														
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<i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i>	125,5 h														
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p>														

	<p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria: The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
--	---

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Λιανός, Θ. (2016). *Αγροτική Οικονομική. Θεωρία και Πολιτική*. Αθήνα: Μπένου.
- Παπαναγιώτου, Ε. (2010). *Οικονομική Παραγωγής Γεωργικών Προϊόντων*. Θεσσαλονίκη: Γράφημα.
- Σπάθης, Π., Παπαγεωργίου, Κ. & Δαμιανός Δ. (2015). *Αγροτική Πολιτική*. Αθήνα: Σταμούλης.

Suggested Bibliography in English Language:

- Barkley, A., & Barkley, P. W. (2016). *Principles of agricultural economics*. Routledge.

Related academic Journals:

- Journal of Agricultural and Applied Economics
- Journal of Agricultural and Resource Economics
- Journal of Agricultural Economics

Instructor's Notes

COURSE OUTLINE

1. GENERAL INFORMATION

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDY	<i>Undergraduate</i>		
COURSE UNIT CODE	5406	SEMESTER	4th
COURSE TITLE	POMOLOGY		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	3	5	
Laboratory Exercises	2		
COURSE TYPE	Special Background		
PREREQUISITE COURSES:	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS:	Greek		
THE COURSE IS OFFERED TO ERASMUS STUDENTS	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes
<p>The course aims to:</p> <p>(a) familiarizing students with: (i) tree requirements for vegetation and fruit setting; (ii) the interactions of endogenous with exogenous factors in fruit tree cultivation, (iii) the main cultural practices applied in orchards</p> <p>b) give emphasis on the climatic and soil requirements, cultivation techniques, as well as on the special needs of each species regarding the main fruit trees of Greece</p> <p>Upon successful completion of the course the student will be able to:</p> <ul style="list-style-type: none"> • recognize the main fruit tree species of Greece • understand and evaluate the effect of biotic and abiotic factors on fruit tree productivity • become familiar with farming practices that can be applied to orchards • become familiar with the particular cultivation requirements of the main fruit tree species • gain deep knowledge on postharvest handling of fruits
General Competences
<ul style="list-style-type: none"> • Adapting to new situations • Decision-making • Individual/Independent work • Group/Team work • Working in an international environment • Project planning and management • Development of free, creative and inductive thinking

3.SYLLABUS

<ol style="list-style-type: none"> 1. The morphology of fruit trees (roots, shoots, buds, leaves, flowers) 2. Rootstocks and propagation of fruit trees

3. Fruit bearing
4. Flowering, pollination, fruit set and fruit growth
5. Orchard management (soil and soil fertility, nutrition, irrigation, pruning and training of fruit trees, fruit thinning)
6. Fruit ripening, harvesting and storage
7. Orchard design and establishment
8. Olive tree
9. Citrus fruits (orange, lemon, tangerine)
10. Stone fruits (almond, apricot, crimson, plum, cherry and peach)
11. Pome fruits (apple, pear, quince)
12. Nut crops (peanut, chestnut, walnut, hazelnut)
13. Kiwi

A combination of teaching and learning methods will be used, aiming at the active participation of the students; there will be lectures using audiovisual media, discussions, group activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, are posted in digital form on the AUA Open e-Class platform.

4.TEACHING METHODS--ASSESSMENT

DELIVERY	Face to face, Distance Learning															
USE OF INFORMATION AND COMMUNICATION TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the AUA Open eClass platform of the University (Integrated Electronic Course Management System) • Support of the lectures using presentation software • Use of audiovisual material • Use of Internet applications <p>Communication with students: face to face at office hours, email, eclass platform</p>															
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires 															

- Open-ended questions
 - Problem solving
 - Essay/report
 - Oral examination
- Evaluation criteria:** correctness, completeness, clarity

learning difficulties:

Students with **special learning difficulties** in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.

Specifically-Defined Criteria:

The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Βασιλακάκης, Μ.Δ. (2015). *Γενική και Ειδική Δενδροκομία*. Εκδόσεις ΑΓΙΣ-ΣΑΒΒΑΣ ΓΑΡΤΑΓΑΝΗΣ
- Ποντίκης, Κ (1997). *Γενική Δενδροκομία*. Εκδόσεις Α. Σταμούλης

Suggested Bibliography in English Language:

- Salunkhe, D. K., Kadam, S. S. (1995). *Handbook of fruit science and technology. Production, Composition, storage, and processing*. Marcel Dekker inc. New York
- Lamb, K., Kelly, J.; Bowbrick, P. (1995). *Nursery stock manual*. Swanley, U.K
- Garner, R.J. (1988). *"The Grafters Handbook" fifth edition*. Cassell PLC, London, U.K.
- Childers, N., Moris J., Sibbett, G. S. (1995). *"Modern Fruit Science" tenth edition*. Horticultural Publications, Gainesville, Florida, U.S.A.

Related academic Journals:

- *Folia Horticulturae*
- *Horticulturae*
- *Notulae Botanicae Horti Agrobotanici Cluj-Napoca*
- *Scientia Horticulturae*
- *Acta Horticulturae*
- *HortScience*
- *Fruits*
- *Experimental Agriculture*
- *Agriculture*

- *Plants*
- *HortTechnology*
- *European Journal of Horticultural Science*

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT / DEPARTMENT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	5410	SEMESTER	4th
COURSE TITLE	ENGLISH IV		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
	3	0	
COURSE TYPE	Specialized General Knowledge		
PREREQUISITE COURSES:	-		
LANGUAGE OF INSTRUCTION and EXAMINATIONS:	English (Greek when necessary)		
IS THE COURSE OFFERED TO ERASMUS STUDENTS	Yes (In English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning outcomes
<p>The aims of the course are the following:</p> <ul style="list-style-type: none"> • To teach the students basic terms and concepts of Economics (Supply and Demand, Business Cycles, Inflation, Investment, Competition, 'Greenification' / 'Green' Economy, Business Planning, Entrepreneurship, Capital, Factors of Production, Elements of Economic Theory, GDP, Unemployment) in English. • To teach the students basic terms and concepts of Business English (Founding / Starting a Business / Startups, Trade terms, Tax-related lexical terms, Loans, Commercial Funding, Money / Finances, Careers, Human Resources (HR), Corporate terms / language, Soft Skills, Problem-solving activities / skills, Employment, Staff, and General Business Communication). • To teach the students basic terms and concepts regarding various disciplines pertaining to Economics and Business English (Management, Business Administration, Banking, Finance, Customer Service, Accounting, Tax-related terms / Taxes, Negotiations, Conferences, Business Correspondence, Cover Letters, Customer Relations, Counter offers, Job Interviews, Project Management, Sales, Trade shows, Stock Markets, Contracts and Agreements, Quality Control, Advertising, Leadership / Leaders, Ethical Investment, Empowerment, Cash flows, Insurance / Warranties and Basic Math (Numbers, Decimals, Fractions, Percentages). • To train the students in all the above topics / subjects through many language exercises and relevant texts of Economic and Business English content. <p>Upon successful completion of the course the students will be able to:</p> <ul style="list-style-type: none"> • Understand and define / identify clearly basic terms and concepts of Economics (Supply and Demand, Business Cycles, Inflation, Investment, Competition, 'Greenification' /

'Green' Economy, Business Planning, Entrepreneurship, Capital, Factors of Production, Elements of Economic Theory, GDP, Unemployment) in English.

- Understand and define / identify clearly basic terms and concepts of Business English (Founding / Starting a Business / Startups, Trade terms, Tax-related lexical terms, Loans, Commercial Funding, Money / Finances, Careers, Human Resources (HR), Corporate terms / language, Soft Skills, Problem-solving activities / skills, Employment, Staff, and General Business Communication).
- Comprehend, define / identify, and distinguish between basic terms and concepts regarding various disciplines pertaining to Economics and Business English (Management, Business Administration, Banking, Finance, Customer Service, Accounting, Tax-related terms / Taxes, Negotiations, Conferences, Business Correspondence, Cover Letters, Customer Relations, Counter offers, Job Interviews, Project Management, Sales, Trade shows, Stock Markets, Contracts and Agreements, Quality Control, Advertising, Leadership / Leaders, Ethical Investment, Empowerment, Cash flows, Insurance / Warranties and Basic Math (Numbers, Decimals, Fractions, Percentages).
- Work out Business language exercises / problems and comprehend relevant texts of Economic and Business English content.
- Demonstrate a comprehensive and working knowledge / notion of the language of Business and Economics as it is expressed and used in the (Global) Labour Market.

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Production of free, creative, and inductive thinking

3. SYLLABUS

- 1: Business English Vocabulary Exercises (Accounting, Banking, Finance(s), Investing, Starting a Business / Business Plans, Stock Market / Trading Terms)
- 2: English for Accounting, Taxes / Tax-related Vocabulary, Loans, Banking / Finance Terms
Business English Vocabulary Exercises, Gross Domestic Product (GDP) (Economics)
- 3: Economic Theory, Glossary, 110 Business English Terms
- 4: Ten Business English Texts for Reading Comprehension Practice
- 5: Banking – Finance, Credit Facility, Unemployment (Economics), Utility (Economics)
- 6: Soft Skills – Human Resources, Company Vocabulary, Setting up a business in Greece
- 7: The world of work – Employment / Jobs Vocabulary and Phrases
- 8: Banking Terms, Banking and Finance - General Overview – Vocabulary and Terms, Commercial funding, Banking Vocabulary, Banking text, Money / Finance Vocabulary
Money – Text - The most expensive cities in the world
- 9: Human Resources Vocabulary and Phrases, Career – Text, Staff – Text, Human Resource (HR) Vocabulary, HR Vocabulary- The Same or Different?
- 10: Business English Communication (Part 1 – 1 - 11), Business English Communication, (Part 2 – 11A - 25), Business English Communication (Part 3 – 1 -10)
- 11: Business English Expressions and Collocations
- 12: Business English - Negotiations Vocabulary, About Negotiations, Negotiating in English

Aspects of Negotiations, Marketing – Problem solving activities / Multiple Choice Test Items / Economic Terms

13: General Revision Exercises

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies, and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4. TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face-to-face, Distance learning																						
USE OF INFORMATION AND COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open e-Class platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audio-visual material • Use of web applications <p>Communication with students: face to face at office hours, email, e-class platform</p>																						
TEACHING METHODS	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Semester workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">39</td> </tr> <tr> <td>Writing paper / papers</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Independent study</td> <td style="text-align: center;">52</td> </tr> <tr> <td>Advisory Support</td> <td style="text-align: center;">6.5</td> </tr> <tr> <td>Exams</td> <td style="text-align: center;">2</td> </tr> <tr> <td>Course total</td> <td style="text-align: center;">125.5 h</td> </tr> <tr> <td> </td> <td> </td> </tr> <tr> <td> </td> <td> </td> </tr> <tr> <td> </td> <td> </td> </tr> <tr> <td> </td> <td> </td> </tr> </tbody> </table>	<i>Activity</i>	<i>Semester workload</i>	Lectures (direct)	39	Writing paper / papers	26	Independent study	52	Advisory Support	6.5	Exams	2	Course total	125.5 h								
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination 																						

	<p>Evaluation criteria: correctness, completeness, clarity</p> <p>Special learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in the Greek Language:
 'Achieve TOEIC' A. Betsis, Betsis Publications
 Suggested Bibliography in the English Language:
 'Cracking the TOEIC' E. Rolins, Random House, London
 Instructor's Notes

The students are also given texts Economics English for study and practice, as well as graded language exercises for consolidation of vocabulary items and grammar and syntax forms.

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5501	SEMESTER	5th
COURSE TITLE	BUSINESS STRATEGY & POLICY		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclclass.aua.gr/eclclass/		

2.LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

- To present to the students the concept of strategy and its importance for a company-organization as well as to focus on the strategic decision-making process and on the main strategies used by the company.
- To direct them to contemporary strategic business issues, with the help of examples and case studies.

Upon successful completion of the course, the student will be able to:

- Understand the basic concepts and importance of business strategy and policy
- Recognize and analyze the parameters of the company's internal and external environment that affect its strategy.

- Analyze the factors that lead to the achievement and development of a sustainable competitive advantage
- Organize strategic goals and analyze the processes and methods to fulfill them.

General Competences

- Working independently
- Teamwork
- Decision-making
- Working in an Interdisciplinary Environment
- Production of New Research Ideas
- Promoting free, creative and inductive thinking

3.SYLLABUS

1. Concept, Importance, Definition of Business Strategy
2. Strategic Management & Levels of strategy
3. Ownership, Stakeholders & Corporate Social Responsibility
4. Strategy & Organizational Culture
5. External business environment analysis
6. Internal Environment Analysis (Resources & Competencies)
7. Strategic competencies, Value Chain Analysis & SWOT Analysis
8. Sources of Competitive advantage (Porter)
9. Competitive strategy (Differentiation strategy)
10. Corporate Strategy (Related and unrelated diversification strategy)
11. Corporate Strategy (Horizontal & vertical integration, turnaround & rescue strategy)
12. Contemporary strategy (Business Canvas, Mergers & acquisitions, alliances, innovation & entrepreneurship)
13. Case Studies

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications

	Communication with students: face to face at office hours, email, eclass platform														
TEACHING METHODS	<table border="1"> <thead> <tr> <th data-bbox="571 338 1222 398"><i>Activity</i></th> <th data-bbox="1227 338 1377 398"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td data-bbox="571 405 1222 465">Lectures (direct)</td> <td data-bbox="1227 405 1377 465">52</td> </tr> <tr> <td data-bbox="571 472 1222 562"><i>Writing paper/ papers</i></td> <td data-bbox="1227 472 1377 562">32</td> </tr> <tr> <td data-bbox="571 568 1222 629"><i>Independent Study</i></td> <td data-bbox="1227 568 1377 629">39</td> </tr> <tr> <td data-bbox="571 636 1222 696"><i>Advisory support</i></td> <td data-bbox="1227 636 1377 696">0,5</td> </tr> <tr> <td data-bbox="571 703 1222 792"><i>Exams</i></td> <td data-bbox="1227 703 1377 792">2</td> </tr> <tr> <td data-bbox="571 799 1222 958"><i>Course Total</i> <i>(Approximately 25 hours of workload per credit unit 125.5)</i></td> <td data-bbox="1227 799 1377 958">125,5 h</td> </tr> </tbody> </table>	<i>Activity</i>	<i>Workload</i>	Lectures (direct)	52	<i>Writing paper/ papers</i>	32	<i>Independent Study</i>	39	<i>Advisory support</i>	0,5	<i>Exams</i>	2	<i>Course Total</i> <i>(Approximately 25 hours of workload per credit unit 125.5)</i>	125,5 h
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are</p>														

allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- [50659970]: ΣΤΡΑΤΗΓΙΚΗ ΤΩΝ ΕΠΙΧΕΙΡΗΣΕΩΝ ΤΟΜΟΣ Α΄, ΠΑΠΑΔΑΚΗΣ ΒΑΣΙΛΕΙΟΣ
- [11807]: Το επιχειρηματικό όραμα σε Business Plan, Κέφης Βασίλειος Ν., Παπαζαχαρίου Πέτρος
- [59368002]: Βασικές αρχές στρατηγικής των επιχειρήσεων, Johnson Gerry, Scholes Kevan, Whittington Richard
- [102071498]: Βιώσιμη Ανάπτυξη και Στρατηγική Επιχειρηματική Υπευθυνότητα σε Μικρομεσαίες Επιχειρήσεις, Μανασάκης Κωνσταντίνος
- [59368051]: Στρατηγική μικρομεσαίων επιχειρήσεων, σε συνθήκες κρίσης, Βλάδος Χάρης

Suggested Bibliography in English Language:

- Harmon, Paul. Business process change: a business process management guide for managers and process professionals. Morgan Kaufmann, 2019.
- Thomas, Brychan Celfyn, and Alun Merlyn Thomas. The Business of New Process Diffusion: Management of the Early Float Glass Start-ups. Routledge, 2019.
- Basak, Shounak, Sudhanshu Shekhar, and Kushal Saha. "Sustainable Supply Chain Development: An Energy Management Approach." Emerging Applications in Supply Chains for Sustainable Business Development. IGI Global, 2019. 81-102.

Related academic Journals:

- Strategic Management Journal
- Academy of Management Journal
- Journal of Management
- Organization Science
- Strategic Entrepreneurship Journal
- Journal of International Business Studies
- Long Range Planning
- Strategic Organization
- Global Strategy Journal
- Business Strategy and the Environment
- Advances in Strategic Management
- Journal of Family Business Strategy
- Research Methodology in Strategy and Management

- Harvard Business Review
- Journal of Small Business Strategy
- Cross Cultural and Strategic Management
- Journal of Business Strategy
- Business Strategy and Development
- Journal of Strategy and Management

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5502	SEMESTER	5th
COURSE TITLE	PROCUREMENT MANAGEMENT		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Special Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The aim of the course is to:</p> <ul style="list-style-type: none"> • examine the role of procurement management in businesses and organisations both in their internal and their external environment. • analyse the supplier selection criteria • analyse the modern tendencies of globalisation of supply and e-procurement. <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • describe the basic concepts of procurement management. • explain the role of procurement departments. • explain the relationship between procurement and globalization. • examine alternative approaches to assessing procurement procedures. • assess the performance of procurement procedures.

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Working in an international environment
- Project planning and management
- Respect for difference and multiculturalism
- Showing social, professional, and ethical responsibility and sensitivity to gender issues
- Advance free, creative and causative thinking

3.SYLLABUS

1. Introduction to basic concepts
2. Relationship of procurement departments with customers and suppliers
3. The dilemma of outsourcing
4. Globalisation of procurement
5. Information systems and procurement
6. Electronic procurement
7. Description of requirements
8. Supplier evaluation and selection
9. Negotiations with suppliers
10. Training, pricing and contract management
11. Purchases of fixed assets
12. Evaluation of the performance of the procurement function
13. Special topics

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face-to-face, Distance learning
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>
TEACHING METHODS	

<i>Activity</i>	<i>Workload</i>
Lectures (direct)	52
<i>Writing paper/ papers</i>	32
<i>Independent Study</i>	39
<i>Advisory support</i>	0.5
<i>Exams</i>	2
<i>Course Total</i> <i>(Approximately 25 hours of workload per credit unit 125.5)</i>	125.5 h

STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Compulsory written essay during the semester (weighting factor 30%)</p> <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Bowersox, D., Closs, D., Cooper, M., Bowersox J. (2015). *Εφοδιαστική και διοίκηση δικτύων διανομής*. Λευκωσία: Broken Hill.
- Harrison, A. & van Hoek, R. (2021). *Logistics Μάνατζμεντ και Στρατηγική*. Αθήνα: CoreView Solutions.
- Λάιος, Λ. (2010). *Διοίκηση Εφοδιασμού*. Αθήνα: Humantec.

Related academic Journals:

- International Journal of Procurement Management
- Journal of Global Operations and Strategic Sourcing
- Journal of Purchasing & Supply Management

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5504	SEMESTER	5th
COURSE TITLE	Agricultural Zoology and Entomology		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	3	5	
Laboratory Exercises	2		
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The aim of the course is:</p> <ul style="list-style-type: none"> • Students to acquire knowledge on the organization, form, function and diversity of animal organisms. • Students to understand the position and the role of various animal organisms in the Animal Kingdom and their role in the environment and agriculture, in particular. <p>Upon successful completion of the course, the student:</p> <ul style="list-style-type: none"> • Will acquire skills in the management of animal organisms in order to reduce the harmful and increase their beneficial effects on animal production, agriculture and the environment in general.

- Will become familiar with the morphology, anatomy - physiology and systematics of insects, with the symptoms of insect and mite infestations and the damage they cause to crop plants and stored products.
- Will be able to recognize the symptoms of phytoparasitic and zooparasitic nematodes.

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction. Sectors of zoology, importance of agricultural - applied zoology.
2. The chemical basis of animal organisms, special characters of the animal cell. Form, organization and functions of animal organisms.
3. Systematic zoology, zoological nomenclature, classification, phylogeny, origin and evolution of animal organisms. The main Phyla of agricultural importance.
4. Elements of agricultural zoology and entomology with emphasis on morphology, biology, ecology, recognition and role, as well as the management of primates, platyhelminthes, nematodes, ringed worms, insects, mites and rodents.
5. The fauna of natural ecosystems. The importance and diversity of insects, their position in the genus Arthropods. Phylogenetic origin of insects, the evolution of insects and biogeography. Insect communities.
6. Morphology - Body wall, cuticular outgrowths of the exoskeleton. Head: types and parts of the head. Components, organs: eyes, antennas, mouthparts, types of mouthparts. Endoskeleton of the head. Thorax: thoracic components, types of legs, way of movement of insects, origin, formation, species and connection of the wings, endoskeleton of the thorax. Abdomen: construction, reproductive components, crests, pseudopods, lamellar gills, centrifugal sting of hymenoptera.

7. Anatomy - Physiology of insects: 1. Digestive system: Parts and organs, glands, mechanism and physiology of digestion, nutrition and metabolism. 2. Circulatory system: blood lymph, spinal vessel, function of blood lymph circulation.
8. 3. Excretory system: Malpighian tubule, nephrocytes, labial glands. 4. Muscular system: the mechanism of flight and the muscles.
9. 5. Respiratory system: trachea, respiratory holes, mechanism and physiology of respiratory function. Aquatic insect respiration, respiratory metabolism.
10. 6. Nervous system: nerve cell, cell types, ganglia, nerves, insecticidal activity and nervous system. Nervous system organization (Brain, Gnatcephalus, Abdominal ganglion chain and their subdivisions).
11. Insect senses: i) sight (compound and simple eyes, mode of vision, light-producing organs), ii) hearing (types of hearing organs), iii) touch, iv) smell, v) taste and other senses. Special secretions of insects.
12. 7. Reproductive system: sexual reproduction, male and female reproductive organs, mating, eggs, fertilization, embryonic or post-embryonic development. Insect metamorphosis: identification of holometabolous insect larvae. Insects and global climate change and trade.
13. Class Insecta. Classification of insects by classes. Description, biology, ethology, and control of major pests of agricultural importance and other pests per class: Principles of control of harmful species.

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4. TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning									
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>									
TEACHING METHODS	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">65</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td style="text-align: center;">28</td> </tr> <tr> <td><i>Independent Study</i></td> <td style="text-align: center;">30</td> </tr> </tbody> </table>		<i>Activity</i>	<i>Workload</i>	Lectures (direct)	65	<i>Writing paper/ papers</i>	28	<i>Independent Study</i>	30
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<i>Writing paper/ papers</i>	28									
<i>Independent Study</i>	30									

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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Van Emden H.F. 2014. Γεωργική Εντομολογία. Επιμέλεια: Ν. Εμμανουήλ.
- Τζανακάκης, Μ.Ε., Κατσόγιαννος, Β.Ι. 2003. Έντομα καρποφόρων δέντρων και αμπέλου.
- Εμμανουήλ, Γ. Ν. 1998. Γεωργική Ζωολογία σελ. 315 Γ.Π.Α.
- Εμμανουήλ, , Γ. Ν. 1995. Γεωργική Ζωολογία, Ειδικό Μέρος Α΄ Φυτοφάγα Είδη

Suggested Bibliography in English Language:

- Gullan P. J. and P. S. Cranston 2014. The Insects: An Outline of Entomology, 5th Edition.
- Nation J.L. 2011. Insect Physiology and Biochemistry, Second Edition - CRC Press Book.
- Hill D.S. 2009. Agricultural Entomology.
- Borror and DeLong, 2005. Introduction to the Study of Insects. 7th Edition.
- HICKMAN, JR. C., L. S. ROBERTS, A. LARSON, 1996. Integrated principles of Zoology. Wm. C. Brown Publishers p.p. 901.
- BAKONYI G., 1995. Allattan (Zoology) MEZOGAZDA, p.p. 699.
- MILLER S. A. AND J. P. HARLEY, 1992. Zoology. Wm. C. Brown Publishers p.p.664.
- DORIT, R.L., WALKER, R. D., BARNES, 1991. Zoology. Saunders college publishing p.p. 1099.

Related academic Journals:

- Journal of Stored Products Research
- Journal of Insect Science
- Journal of Economic Entomology
- Entomologia Generalis
- Insects
- Crop Protection
- Journal of Pest Science
- Pest Management Science
- Journal of Food Protection
- Journal of Applied Entomology
- Entomologia Experimentalis et Applicata
- Bulletin of Entomological Research
- ZooKeys
- Zootaxa
- International Journal of Acarology
- Experimental and Applied Acarology

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5506	SEMESTER	5th
COURSE TITLE	CORPORATE GOVERNANCE & CORPORATE SOCIAL RESPONSIBILITY		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The aim of the course is:</p> <ul style="list-style-type: none"> • To introduce students to the deficiencies in corporate governance while also showing the importance of stakeholder relations • To present the profile of the debates/challenges regarding corporate social responsibility and shown the inter-relationship with governance • To present to the students • To present the basic principles, methods and techniques used by business in the frame of CSR • To highlight stakeholders' role and its impact on the long-term benefits in the social, financial and environmental frame. <p>Upon successful completion of the course, the student will be able to:</p>

- Understand moral & ethical ontological and applied issues in enterprises
- Develop creative thinking and critical competence in the cognitive field of business ethics.
- Become familiar with the subject of corporate social sensitivity.
- Realize the appropriate way of doing business in a framework of corporate social responsibility and corporate governance
- Understand elements of social entrepreneurship
- Familiarize themselves with diversity management approaches
- Familiarize themselves with corporate social responsibility strategy documentation

General Competences

Working independently
 Teamwork
 Decision-making
 Search, analyze and synthesize data and information, using the necessary technologies
 Adapt to new situations
 Respect for diversity and multiculturalism
 Respect for the natural environment
 Showing social, professional, and ethical responsibility and sensitivity to gender issues

3.SYLLABUS

1. Ethics and Entrepreneurship
2. Ethical responsibility: The individual and the business
3. Moral and ethical issues in the business and Corporate Social Responsibility
4. Ethical Approaches to the Mechanisms of the Free Economy: Funding, Accounting Illustrations, Investments
5. Scriptural Silence Codes: Revelation or Revelation
6. Business Ethics in Marketing & Logistics
7. Organizational justice in the workplace
8. Environmental Ethics
9. Intellectual Property and New Technologies
10. Ethics on the Internet
11. Ethical issues and international obligations in a context of globalized reality
12. New ethical challenges and checks for 21st century business
13. Develop a Strategic Corporate Social Responsibility Plan (Private / Public Sector) Case Studies

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning														
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>														
TEACHING METHODS	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">52</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td style="text-align: center;">32</td> </tr> <tr> <td><i>Independent Study</i></td> <td style="text-align: center;">39</td> </tr> <tr> <td><i>Advisory support</i></td> <td style="text-align: center;">0,5</td> </tr> <tr> <td><i>Exams</i></td> <td style="text-align: center;">2</td> </tr> <tr> <td><i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i></td> <td style="text-align: center;">125,5 h</td> </tr> </tbody> </table>	<i>Activity</i>	<i>Workload</i>	Lectures (direct)	52	<i>Writing paper/ papers</i>	32	<i>Independent Study</i>	39	<i>Advisory support</i>	0,5	<i>Exams</i>	2	<i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i>	125,5 h
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- [94645238]: Εταιρική κοινωνική ευθύνη, Rasche Andreas, Morsing Mette, Moon Jeremy (Συγγρ.) - Σαχινίδης Αλέξανδρος, Ρουμελιώτης Μιχάλης (Επιμ.)
- [7335]: ΕΤΑΙΡΙΚΗ ΚΟΙΝΩΝΙΚΗ ΕΥΘΥΝΗ, PHILIP KOTLER, NANCY LEE
- [117868]: ΕΤΑΙΡΙΚΗ ΔΙΑΚΥΒΕΡΝΗΣΗ, Θ. ΛΑΖΑΡΙΔΗΣ, Ε. ΔΡΥΜΠΕΤΑΣ
- [86183338]: Επιχειρηματικότητα, Alain Fayolle
- [102071498]: Βιώσιμη Ανάπτυξη και Στρατηγική Επιχειρηματική Υπευθυνότητα σε Μικρομεσαίες Επιχειρήσεις, Μανασάκης Κωνσταντίνος
- [77106826]: Στρατηγική Εταιρική Κοινωνική Ευθύνη, Haski-Leventhal Debbie, Κωνσταντίνος Μανασάκης, Γεώργιος Θερίου (επιμέλεια)
- [77107362]: Βασικές Αρχές της Βιώσιμης Επιχείρησης-Θεωρία, Πράξη και Στρατηγική, Sanders R. Nada, Wood D. John

Suggested Bibliography in English Language:

- Brent D. Beal (2013) Corporate Social Responsibility: Definition, Core Issues, and Recent Developments 1st Edition, SAGE
- Anna Aseeva (2021) From Corporate Social Responsibility to Corporate Social Liability: A Socio-Legal Study of Corporate Liability in Global Value Chains 1st Edition, Hart Publishing
- Debbie Haski-Leventhal (2022) Strategic Corporate Social Responsibility: A Holistic Approach to Responsible and Sustainable Business Second Edition, Sage
- David Chandler (2020) Strategic Corporate Social Responsibility: Sustainable Value Creation 5th Edition, Sage.
- George Serafeim (2020) Social-Impact Efforts That Create Real Value, Harvard Business Review
- Goel M., & Ramanathan P., (2014) Business Ethics and Corporate Social Responsibility – Is there a Dividing Line? Procedia Economics and Finance Volume 11, 2014, Pages 49-59
- Timothy J. McClimon (2021) 10 CSR Trends To Watch In 2021, Forbes.

Related academic Journals:

- Corporate Social Responsibility and Environmental Management
- Social Responsibility Journal
- International Journal of Corporate Social Responsibility
- International Journal of Corporate Strategy and Social Responsibility

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5509	SEMESTER	5th
COURSE TITLE	Agricultural Business By-products and Waste Management		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Special Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes

The course is the basic introductory course in the concepts of agricultural by-products and waste management. Analyzes issues of planning, programming, operation and control of the management of by-products and waste of agricultural enterprises. In addition, it highlights the strategic role and current trends.

Upon successful completion of the course the student will be able to:

- Identifies and classifies agricultural waste and by-products of primary production activities
- Looks for data for each category of waste - by-product
- Selects-distinguishes appropriate treatment method depending on the characteristics of the waste as well as the by-product as well as their expected legal disposal
- Studies and designs the selected system on a case by case basis
- The implemented system operates
- Studies designs and implements waste reuse

General Competences

- Adaptation to new situations
- Decision making
- Autonomous work
- Teamwork
- Working in an international environment
- Project design and management
- Promotion of free, creative and inductive thought

3. SYLLABUS

Theoretical part

1. HISTORICAL BACKGROUND:

Hunter gatherer -Nomad, farmer-breeder-fisherman. The footprint of this trek.

2. CURRENT TIME

Modern forms of agriculture (conventional, organic, integrated). Human-environment interaction through these forms of agriculture.

3. WASTE

Definition of waste, classification of these (urban, agricultural, hazardous, etc.) species (liquid solids etc). Relevant European and National legal framework. List of waste.

By-products of agricultural holdings (Crop-animal-fishery production). Contrast with waste.

4. AGRICULTURAL WASTE

Definition of agricultural waste.

Categories of agricultural waste based on the production sector (agriculture, livestock, fisheries), based on the sector of economic activity (primary, secondary, tertiary sector).

By-products of agricultural-livestock and fishing holdings-units.

5. METHODS OF TREATMENT OF LIQUID AGRICULTURAL WASTE - BY-PRODUCTS

Location - Facilities - Produced Quantities of Waste.

Physical, Chemical, Microbial Characteristics of Waste - Legislative Framework.

Pre-treatment (grading, sand collection, fat collection, balancing).

Primary treatment (precipitation, flotation, chemical precipitation).

Secondary treatment (Organic in suspension or heterogeneous, aerobic).

Secondary treatment Biological anaerobic processes - biogas and energy production).

Tertiary treatment (phosphorus nitrogen removal).

Disinfection.

Natural Liquid Waste Treatment Systems.

6. METHODS FOR TREATMENT OF SOLID WASTE - BY-PRODUCTS

Location - Facilities - Produced Quantities of Waste.

Physical, Chemical, Microbial Characteristics of Waste - Legislative Framework

Fractionation.

Drying Beds.

Composting.

Combustion - energy production.

7. PRESENTATION OF METHODS AIMED AT REDUCTION OR CIRCULAR MANAGEMENT OR NON-BURDENING THE ENVIRONMENT THROUGH BIODEGRADED MATERIALS.

8. DISPOSAL OF AGRICULTURAL WASTE TO THE ENVIRONMENT

Outflow of aerobic process.

Outflow of anaerobic process.

Composted material.

Three-phase olive mills.

Legislative framework.

TUTORIAL-LABORATORY SCHEME (2 hours per week)

STUDY ASSIGNMENT - STUDY STEPS

PROCEDURE FOR SELECTING A SUITABLE SYSTEM

STUDY DESIGN OF AGRICULTURAL WASTE - PRODUCTS (SOLID - LIQUIDS) TREATMENT SYSTEMS.

- Pre-treatment
- Sand collection
- Fat collection
- Balancing
- Floating
- Aerobic processes (activated sludge system)
- Aerobic processes (system of heterogeneous processes)
- Disinfection
- Anaerobic Processes - Biogas Production
- Natural wastewater treatment systems
 - Composting
 - Disposal of treated wastewater into the soil
- Examples of applications other than those already mentioned (eg sprays and pesticide containers, olive mills, dairies, etc.).

4. TEACHING and LEARNING METHODS - EVALUATION

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- Βαβίζος Γ., Μερτζάνης Α., (2003): *Περιβάλλον - Μελέτες Περιβαλλοντικών Επιπτώσεων. 2η Έκδοση.* Βιβλίο 345 σελ. Εκδόσεις Παπασωτηρίου, Αθήνα, ISBN 960-7530-03-9
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- Reed, S. C., Crites, R. W., & Middlebrooks, J. E. (1988). Natural Systems for Waste Management and Treatment. New York: McGraw-Hill.
- Rynk, J. R., van de Kamp, M., Willson, G. B., Singley, M. E., Richard, T. L., Kolega, J. J., Brinton, W. F. (1992). On-Farm Composting Handbook. NY: Northeast Regional Agricultural Engineering Service.
- Tchobanoglous, G., Theisen, H., & Samuel, V. A. (1993). Intergrated Solid Waste Management. Engineering Principles and Management Issues. New York: Mc Graw Hill.
- W. A. Dick, (2000) Land Application of Agricultural Industrial and Municipal By Products (σσ. 387-408). Wisconsin, USA: Soil Science Society of America Inc. Book Series 6
- WHO, 1982, Rapid assessment of sources of air, water, and land pollution, WHO, Geneva.

Related academic Journals:

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5510	SEMESTER	5 th
COURSE TITLE	OCCUPATIONAL SAFETY AND HEALTH		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Special Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <p>Understanding and interpreting the application of regulations and legislation related to Occupational Safety and the introduction of students to the basic concepts so that he can distinguish, explain and evaluate the factors for a safe job.</p> <p>Finally, the aim of the course is for students to understand the importance of Occupational Safety and to be able to solve related problems and apply the relevant legislation.</p> <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • Understands the basic and individual characteristics of occupational accident risks. • Has knowledge of methods and techniques of dealing with and managing accidents at work. • Distinguishes the key roles of security technician and occupational physician in a firm. • Uses and enforces safety laws and regulations at work. • Evaluate and recognize the likelihood, frequency and risk of accidents at work. • Analyzes and proposes safety measures at work.
General Competences
<ul style="list-style-type: none"> • Search, analysis and synthesis of data and information, using the necessary technologies • Adaptation to new situations • Decision making • Autonomous work • Teamwork • Working in an International Environment • Work in an interdisciplinary environment

- Promotion of new Research Ideas
- Respect for the Environment
- Project Design and Management
- Respect for Diversity and multiculturalism
- Demonstration of social, professional and moral responsibility and sensitivity to gender issues
- Exercise criticism and self-criticism
- Promoting free, creative and inductive thinking

3.SYLLABUS

1. Introductory concepts
2. Occupational accident statistics in Greece
3. Obligations of employers - Obligations and rights of employees
4. The role of the safety technician
5. The specialty of the occupational physician in the professional spaces
6. Labor inspection body
7. Accidents - First aid
8. The microclimate in the workplace
9. Lighting
10. Fire and fire protection
11. Noise in the workplace
12. Dangers of electricity
13. Chemical agents as an occupational hazard

A combination of teaching and learning methods will be used with the aim of active participation of students and the practical application of the topics under consideration: lectures using audiovisual media, analysis and discussion of case studies on real business issues, experiential (group) exercises, and relevant video. Students will also do individual or group work.

In addition, in eClass are posted in electronic form articles, audiovisual lecture material, web addresses, useful information, case studies and exercises for the practice of students.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Interactive Teaching • Use of web applications

	Communication with students: face to face at office hours, email, eClass platform														
TEACHING METHODS	<table border="1"> <thead> <tr> <th><i>Activity</i></th> <th><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td>52</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td>32</td> </tr> <tr> <td><i>Independent Study</i></td> <td>39</td> </tr> <tr> <td><i>Advisory support</i></td> <td>0,5</td> </tr> <tr> <td><i>Exams</i></td> <td>2</td> </tr> <tr> <td>Course Total (Approximately 25 hours of workload per credit unit 125.5)</td> <td>125,5 h</td> </tr> </tbody> </table>	<i>Activity</i>	<i>Workload</i>	Lectures (direct)	52	<i>Writing paper/ papers</i>	32	<i>Independent Study</i>	39	<i>Advisory support</i>	0,5	<i>Exams</i>	2	Course Total (Approximately 25 hours of workload per credit unit 125.5)	125,5 h
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	<i>Exams</i>	2													
Course Total (Approximately 25 hours of workload per credit unit 125.5)	125,5 h														
STUDENT PERFORMANCE EVALUATION	The evaluation process is in the language that the course is taught (Greek or English) and consists of:														
	i. <u>Compulsory written final examination</u> at the end of the semester (weighting factor 70% at least) which may include:														
	<ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving 														
	Evaluation criteria: correctness, completeness, clarity														
	ii. <u>Optional written exam or essay</u> during the semester (weighting factor 30%)														
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	<p>m material is listed on the course website.</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>														

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Παπακωνσταντίνου Κ. - Μπελιάς Χ. ,2007,Υγιεινή και Ασφάλεια Εργασίας Προστασία Περιβάλλοντος , εκδόσεις Rosili, ISBN 978-960-89407-0-3 , Κωδικός Εύδοξος 7374, Αθήνα.

- Ζωγόπουλος Ευστ., 2004, Υγιεινή και ασφάλεια στην εργασία , Εκδόσεις Κλειδάριθμος, ISBN 960-209-713-2, ISBN-13 978-960-209-713-7, Αθήνα.
- Ανδρεάδης Π. - Παπαϊωάννου Γ. ,1997, Ασφάλεια Εργαζομένου, Εκδόσεις ΙΩΝ, Αθήνα.
- Βελονάκης Μ.,1990, Υγεία Εργασία, Ιατρική της Εργασίας, Αθήνα.
- Δρίβας Σ., Ζορμπά Κ., Κουκουλάκη Θ. ,2001, Μεθοδολογικός οδηγός για την εκτίμηση και πρόληψη του επαγγελματικού κινδύνου, Ελληνικό Ινστιτούτο Υγιεινής και Ασφάλειας της Εργασίας, Αθήνα .
- Εργατοϋπαλληλικό Κέντρο Αθηνών – Τμήμα της Γενικής Συνομοσπονδίας Εργατών Ελλάδος, 2004, Οδηγός για την υγεία και την ασφάλεια των εργαζομένων, Ελληνικό Ινστιτούτο Υγιεινής και Ασφάλειας της Εργασίας, Αθήνα.
- Θεοδωράτος Π.,1997, Υγιεινή, Ασφάλεια Εργασίας και Προστασία Περιβάλλοντος, Εκδόσεις ΙΩΝ, Αθήνα.
- Μαρχαβίλας Π.Κ., 2009, “Υγιεινή & Ασφάλεια Εργασίας-Διαχείριση του Επαγγελματικού Κινδύνου”, ISBN 978-960-418-171-1, Σελ. 300, Εκδόσεις Τζιόλα., Θεσσαλονίκη .
- Μαρχαβίλας Π.Κ.,2010, “Στοιχεία Δικαίου και Τεχνική Νομοθεσία”, ISBN 978-960-418-978-960-89407-0-3 227-5, Σελ. 380, Εκδόσεις Τζιόλα., Θεσσαλονίκη.

Suggested Bibliography in English Language:

-

Related academic Journals:

-

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT / DEPARTMENT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	5511	SEMESTER	5th
COURSE TITLE	ENGLISH V		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
	3	0	
COURSE TYPE	Specialized General Knowledge		
PREREQUISITE COURSES:	-		
LANGUAGE OF INSTRUCTION and EXAMINATIONS:	English (Greek when necessary)		
IS THE COURSE OFFERED TO ERASMUS STUDENTS	Yes (In English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning outcomes
<p>The aims of the course are the following:</p> <ul style="list-style-type: none"> • To teach the students the basic terms and concepts of Logistics and Supply Chain Management (Transportation, 3PL, Outsourcing, Inbound – Outbound Logistics, Reverse Logistics, Warehousing, Logistics Operations, Supply Chain Principles, Procurement, Inventories, Inventory Management, Ordering, Imports-Exports, Customer Service Operations, Shipments, Acquisitions, Supply and Demand Planning, Global Supply Chains) in English. • To train the students in all the above topics / subjects through many language exercises (Multiple Choice tests, Error Recognition, and Incomplete Sentences) as well as relevant texts of Logistics and Supply Chain English content. <p>Upon successful completion of the course the students will be able to:</p> <ul style="list-style-type: none"> • Understand and define / identify / distinguish clearly basic terms and concepts of Logistics and Supply Chain Management (Transportation, 3PL, Outsourcing, Inbound – Outbound Logistics, Reverse Logistics, Warehousing, Logistics Operations, Supply Chain Principles, Procurement, Inventories, Inventory Management, Ordering, Imports-Exports, Customer Service Operations, Shipments, Acquisitions, Supply and Demand Planning, Global Supply Chains) in English. • Work out language exercises / problems pertaining to Supply Chain Management and Logistics Operations (Transportation / Shipments) as well as comprehend relevant texts of Logistics and Supply Chain English content.

- Demonstrate a comprehensive and working knowledge / notion of the language of Logistics and Supply Chain as it is expressed and used in the (Global) Labour Market.

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Production of free, creative, and inductive thinking

3. SYLLABUS

1: A. What is the Supply Chain? B. Supply Chain Management – Terms C. Business English Grammar Exercises D. Supply Chain job description E. Soft Skills Vs Hard Skills

2: A. Logistics B. The Importance of Logistics in Business C. Third-Party Logistics (3PL) D. Introduction to the Supply Chain E. The Role of Transportation in the Supply Chain F. Supply Chain Management G. Global Supply Chain Management H. Logistics and Supply Chain Managers I. Job Description: Retail Supply Chain Manager J. Inbound – Outbound Logistics K. Reverse Logistics (RL) L. Customs and Warehousing Services M. Transport and Terminal Services

3: Logistics A. Introduction B. Definitions of Logistics C. Logistics D. Supply Chain Management – Logistics E. Is Logistics the same as Supply Chain Management?

4: A. An Overview of Logistics 1. 1 What is logistics? 1. 2 The Logistics of Business Is Big and Important 1.3 The Work of Logistics 1.4 Logistical Operations B. The Council of Supply Chain Management Professionals C. Logistics Vocabulary Exercises

5: Logistics Terms - Glossary

6: A. Supply Chain Basics B. Supply Chain Strategy C. Modern Supply Chains D. Supply Chain Management Principles E. Demand Planning F. Supply Management and Procurement G. Warehousing Operations H. Inventory Management I. Manufacturing and Service Operations J. Transporting Operations K. Customer Service Operations, Quiz

7: A. Ordering Supplies, Word families, Exercises B. Import – Export Vocabulary

8: Logistics English - Multiple Choice Tests 1. Shipping related words and expressions 2. Outsourcing 3. Global Sourcing 4. Procurement 5. Business E-mails, Terminology / Glossary (1)

9: What is Purchasing and Procurement? Supply and Demand Planning Supply Management and Purchasing / Procurement Glossary

10: International Logistics, Exercises, Word Study, Vocabulary items, Terms, Word Families

11: Incomplete Sentences, Error Recognition

12. A. Inventory Management B. Logistics Multiple Choice test / problem items

13. General Revision Exercises

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies, and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4. TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face-to-face, Distance learning																						
USE OF INFORMATION AND COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open e-Class platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audio-visual material • Use of web applications <p>Communication with students: face to face at office hours, email, e-class platform</p>																						
TEACHING METHODS	<table border="1"> <thead> <tr> <th><i>Activity</i></th> <th><i>Semester workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td>39</td> </tr> <tr> <td>Writing paper / papers</td> <td>26</td> </tr> <tr> <td>Independent study</td> <td>52</td> </tr> <tr> <td>Advisory Support</td> <td>6.5</td> </tr> <tr> <td>Exams</td> <td>2</td> </tr> <tr> <td>Course total</td> <td>125.5 h</td> </tr> <tr> <td></td> <td></td> </tr> <tr> <td></td> <td></td> </tr> <tr> <td></td> <td></td> </tr> <tr> <td></td> <td></td> </tr> </tbody> </table>	<i>Activity</i>	<i>Semester workload</i>	Lectures (direct)	39	Writing paper / papers	26	Independent study	52	Advisory Support	6.5	Exams	2	Course total	125.5 h								
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Exams	2																						
Course total	125.5 h																						
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>Special learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the</p>																						

	AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in the Greek Language:

'Achieve TOEIC' A. Betsis, Betsis Publications

Suggested Bibliography in the English Language:

'Cracking the TOEIC' E. Rolins, Random House, London

Instructor's Notes

The students are also given texts on the topics of Supply Chain Management and Logistics for study and practice, as well as graded language exercises for consolidation of vocabulary items and grammar and syntax forms.

COURSE LAYOUT

1. GENERAL

SCHOOL	Applied Economic and Social Sciences		
DEPARTMENT	Agribusiness and Supply Change Management		
STUDY LEVEL	<i>Undergraduate</i>		
COURSE CODE	5512	SEMESTER	5th
COURSE TITLE	ENTERPRISE RESOURCE PLANNING SYSTEMS		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS/ECTS	
Lectures	3	5	
Laboratory work	2		
COURSE TYPE	Scientific area		
PREREQUISITES:	No		
LECTURES AND EXAMS LANGUAGE :	Greek		
IS THE COURSE OFFERED TO ERASMUS STUDENTS?	YES (in English)		
COURSE WEB PAGE (URL)	https://oeclass.aua.gr/eclass/courses/		

2.LEARNING OUTCOMES

<p>Learning Outcomes</p> <p>The scope of the course is to help students to:</p> <ul style="list-style-type: none"> • understand issues related to the necessity, methods and tools of integrated business resource management, emphasizing the processes of Logistics operations • understand resource management and workflow management issues throughout the supply chain (inside and outside a business) and the ways in which ERPs support the smooth operation of the business • understand the implementation of ERP systems, focusing on requirements analysis, architecture design, evaluation, selection and actions throughout its life cycle (implementation, parameterization, development, maintenance) <p>Upon successful completion of the course the student will be able to:</p> <ul style="list-style-type: none"> • use the basic functions of an Enterprise Resource Planning System (ERP)
<p>General Competences</p> <ul style="list-style-type: none"> • Search, analyze and synthesize data and information, using the necessary technologies • Adapt to new situations / Make decisions / Produce new research ideas • Work autonomously / Work in teams / Work in an interdisciplinary environment • Advance free, creative and causative thinking

3.COURSE CONTENT

<p>The theoretical part of the course covers the following topics:</p> <ul style="list-style-type: none"> • Introduction - understanding of business resources and management needs • Business Processes – ERP Evolution – Advantages of using ERP systems • Business Information Systems Architecture • ERP system selection criteria – ERP subsystems • ERP functionality. Business processes support, such as: <ul style="list-style-type: none"> • human resources management processes • financial management, • production management • Sales and customer management, e.t.c. • Customer Relationship Management System • Project management processes for implementing ERP system

- Case studies

The laboratory part of the course covers the following topics:

- Use of an ERP system for the development of specific logistics scenarios

4. TEACHING and LEARNING METHODS - EVALUATION

TEACHING METHOD	Face to face, Distance learning																		
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	<ul style="list-style-type: none"> • Support of the learning process through the AUA Open eClass platform of the University • Support of the lectures using presentation software • Use of Internet applications to support educational needs • Use of a ERP software tool <p>Communication with students: face-to-face at office hours, email, eclass platform</p>																		
TEACHING ORGANISATION	<table border="1"> <thead> <tr> <th><i>Activity</i></th> <th><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td>39</td> </tr> <tr> <td>Laboratory Practice</td> <td>26</td> </tr> <tr> <td>Essay Writing</td> <td>20</td> </tr> <tr> <td>Autonomous study</td> <td>36</td> </tr> <tr> <td>Advisory Support</td> <td>0,5</td> </tr> <tr> <td>Examination</td> <td>2</td> </tr> <tr> <td>Laboratory Examination</td> <td>2</td> </tr> <tr> <td><i>Total</i> <i>(About 25 hours of study per ECTS)</i></td> <td>125,5</td> </tr> </tbody> </table>	<i>Activity</i>	<i>Workload</i>	Lectures (direct)	39	Laboratory Practice	26	Essay Writing	20	Autonomous study	36	Advisory Support	0,5	Examination	2	Laboratory Examination	2	<i>Total</i> <i>(About 25 hours of study per ECTS)</i>	125,5
<i>Activity</i>	<i>Workload</i>																		
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<i>Total</i> <i>(About 25 hours of study per ECTS)</i>	125,5																		
STUDENTS EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) including:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) including:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the</p>																		

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5.SUGGESTED BIBLIOGRAPHY

Bibliography:

- Φιτσιλής Π. (2015) Σύγχρονα Πληροφοριακά Συστήματα Επιχειρήσεων, ΚΑΛΛΙΠΟΣ, <https://repository.kallipos.gr/handle/11419/2256>
- Πολλάλης Ι., Βοζίκης Α (2015). Πληροφοριακά Συστήματα Διαχείρισης Επιχειρησιακών Πόρων, εκδ. Υτορία.
- Φωλίνας, Δ., Μάνθου, Β., Βλαχοπούλου, Μ., (2007). Ολοκληρωμένα Πληροφοριακά Συστήματα Διαχείρισης Επιχειρησιακών Πόρων, Εκδ. Ανικούλα.
- Στεφάνου Κ., Μπιάλας Χ., (2017). Συστήματα Επιχειρησιακών Πόρων και Εφαρμογές με το σύστημα SAP, Εκδότης Αλτιντζής Α.
- Kurbel, K., (2013). Enterprise Resource Planning and Supply Chain Management, Springer.
- Martin, M. (2014). Discover Logistics with SAP (SAP ERP and SAP SCM), 2nd u edition, SAP Press.

Scientific Journals:

- Journal of Enterprise Information Management
- Journal of Enterprise Resource Planning Studies
- International Journal of Enterprise Information Systems (IJEIS)

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5513	SEMESTER	5th
COURSE TITLE	FINANCIAL STATEMENT ANALYSIS		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	2	5	
Laboratory Exercises	2		
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclclass.aua.gr/eclclass/		

2.LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The aim of the course is:</p> <p>The course builds on the modules of Accounting and it has a twofold aim: to acquaint students with the methods used to analyze the financial condition of an agricultural business; and to inform them in the manner by which firms can raise funds in order to finance their activities. In this context, the different forms and sources of business financing are examined with a detailed discussion of their individual characteristics.</p> <p>Then, the discussion extends to Financial Statement Analysis and Business Finance by examining the methods used to assess the financial position and liquidity of an agricultural enterprise.</p> <p>Upon successful completion of the course, the student will be able to:</p>

- Use the knowledge provided to select appropriate methods of Financial Analysis for the evaluation of agricultural enterprises.
- Utilize available techniques in corporate finance in order to gather, analyze, and interpret data related to the valuation, management and possible restructuring of an investment portfolio.
- Apprehend the range of possible financing tools for an agricultural enterprise and assess the potential risks involved in each case.
- Develop critical thinking for the collection and interpretation of financial data and the selection of appropriate analysis methods to assess the financial requirements of agricultural enterprises.

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Reiteration of basic financial accounting principles
2. Purpose of financial statement analysis
3. Overview of the methods available for Financial analysis.
4. Understanding the Common Size Statements
5. Visiting Financial Ratio Analysis in greater detail.
6. Cash Flows from Operating Activities
7. Indirect method
8. Direct method under IAS 7.
9. Cash Flows from Financing Activities
10. Cash Flows from Investing Activities
11. Free cash flows.
12. Equity

13. Reserves

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning														
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>														
TEACHING METHODS	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">52</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td style="text-align: center;">31</td> </tr> <tr> <td><i>Independent Study</i></td> <td style="text-align: center;">40</td> </tr> <tr> <td><i>Advisory support</i></td> <td style="text-align: center;">0,5</td> </tr> <tr> <td><i>Exams</i></td> <td style="text-align: center;">2</td> </tr> <tr> <td><i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i></td> <td style="text-align: center;">125,5 h</td> </tr> </tbody> </table>	<i>Activity</i>	<i>Workload</i>	Lectures (direct)	52	<i>Writing paper/ papers</i>	31	<i>Independent Study</i>	40	<i>Advisory support</i>	0,5	<i>Exams</i>	2	<i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i>	125,5 h
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<i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i>	125,5 h														
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p>														

	<p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Βασιλείου Δ., Ηρειώτης Ν., Μπάλιος Δ., 2019, « Αρχές Χρηματοοικονομικής Λογιστικής-Χρηματοοικονομική Ανάλυση και Λήψη Αποφάσεων», Εκδόσεις Rosili
- Damodaran A. 2014. “Εφαρμοσμένη Χρηματοοικονομική για Επιχειρήσεις”. (επιμ) Ε. Τσιριτάκης, Τ. Αγγελίδης, Α. Ζαπράνης. Nicosia, Cyprus: Broken Hill, Αθήνα: Εκδόσεις Πασχαλίδης.
- Αρτίκης Γ., 2013. “Χρηματοοικονομική Διοίκηση Ανάλυση και Προγραμματισμός”, Εκδόσεις “Νικητόπουλος Σαράντος και ΣΙΑ ΕΕ.
- Γαρεφαλλάκης Αλέξανδρος, “Αρχές Χρηματοοικονομικής Λογιστικής και Σύγχρονη Ανάλυση Λογιστικών Καταστάσεων”, Εκδόσεις “ΑΛΕΞΑΝΔΡΟΣ Σ. ΙΚΕ
- Subramanyam R.K., 2017, “Ανάλυση Χρηματοοικονομικών Αποφάσεων”, Εκδόσεις Πασχαλίδης

Suggested Bibliography in English Language:

Related academic Journals:

- Accounting Organizations & Society (Rank: Association of Business Schools Journal List 4*)

- Journal of Accounting & Economics (Rank: Association of Business Schools Journal List 4*)
- Journal of Accounting Research (Rank: Association of Business Schools Journal List 4*)
- The Accounting Review (Rank: Association of Business Schools Journal List 4*)
- Contemporary Accounting Research (Rank: Association of Business Schools Journal List 4)
- Review of Accounting Studies (Rank: Association of Business Schools Journal List 4)
- Abacus (Rank: Association of Business Schools Journal List 3)
- Accounting, Auditing & Accountability Journal (Rank: Association of Business Schools Journal List 3)
- Accounting & Business Research (Rank: Association of Business Schools Journal List 3)
- Accounting Horizons (Rank: Association of Business Schools Journal List 3)
- Accounting Forum (Rank: Association of Business Schools Journal List 3)
- British Accounting Review (Rank: Association of Business Schools Journal List 3)
- Critical Perspectives on Accounting (Rank: Association of Business Schools Journal List 3)
- European Accounting Review (Rank: Association of Business Schools Journal List 3)
- International Journal of Accounting (Rank: Association of Business Schools Journal List 3)
- Journal of Business Ethics (Rank: Association of Business Schools Journal List 3)
- Journal of Business Finance & Accounting (Rank: Association of Business Schools Journal List 3)
- Management Accounting Research (Rank: Association of Business Schools Journal List 3)
- Public Money & Management (Rank: Association of Business Schools Journal List 2)

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5514	SEMESTER	5st
COURSE TITLE	SOCIAL ENTREPRENEURSHIP & SUSTAINABLE DEVELOPMENT		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
	Lectures	4	5
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/courses/		

2. LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <ul style="list-style-type: none"> • to familiarize students with the overall view of a social enterprise with the formulation and implementation of its strategy with emphasis on the use of technology, knowledge and innovation, • the creation of knowledge-based social and sustainable firms is being considered, • the treatment of technological and business strategy as a dynamic process of utilizing its resources and capabilities. • to familiarize students with the contribution of social entrepreneurship on sustainable growth <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • understand issues concerning social and sustainable innovation and entrepreneurship, • create social and cooperative business ventures based on the use of knowledge and technology for development at the regional level • design a business plan and evaluate technical, financial and operational data in the frame of the principles of sustainable growth.
General Competences
<ul style="list-style-type: none"> • Search for, analysis and synthesis of data and information by the use of appropriate technologies • Adapting to new situations • Decision-making • Individual/Independent work • Group/Team work

- Development of free, creative and inductive thinking
- Respect for difference and multiculturalism
- Showing social, professional, and ethical responsibility and sensitivity to gender issues

3.SYLLABUS

1. Social economy, social entrepreneurship and social enterprises: basic definitions, characteristics and typologies
2. Social entrepreneurship: Causes of development and challenges, the relationship with sustainable growth
3. Types of values created through social enterprises: Performance measurement, social impact and value chain
4. Social entrepreneurship and sustainable development goals
5. Innovation, social entrepreneurship and sustainable development
6. Growth strategies in social entrepreneurship
7. Designing a social enterprise: operational plans, organization and management of social enterprises
8. The business model canvas for social enterprises
9. Social enterprises and Corporate Social Responsibility of for-profit enterprises
10. Women's social entrepreneurship
11. Skills and competences of social entrepreneurs
12. Social entrepreneurs: case studies
13. Social entrepreneurship in Greece

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning											
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the AUA Open eClass platform of the University (Integrated Electronic Course Management System) • Support of the lectures using presentation software • Use of audiovisual material • Use of Internet applications <p>Communication with students: face to face at office hours, email, eclass platform</p>											
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	Exams	2
	Course Total (Approximately 25 hours of workload per credit unit 125.5)	125.5 h
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>	

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Αποστολόπουλος, Ν. Δερμάτης, Ζ., Λιαργκόβας, Π. (2020). *Κοινωνική οικονομία και κοινωνική επιχειρηματικότητα*. Πατάκης. Κωδικός Βιβλίου στον Εύδοξο: 94700732
- Δημαδάμα, Ζ. (2021). *Βιώσιμη οικονομική ανάπτυξη: Η ενσωμάτωση των 17 στόχων του ΟΗΕ*. Παπαζήσης. Κωδικός Βιβλίου στον Εύδοξο: 102106904
- Καμινάρη-Κλήμη, Ο. (2010). *Κοινωνική Οικονομία*. Ελληνοεκδοτική. Κωδικός Βιβλίου στον Εύδοξο: 7670

- Κυριακίδου, Ο. & Σαλαβού, Ε. (2014). *Κοινωνική Επιχειρηματικότητα*. Rosili. Κωδικός Βιβλίου στον Εύδοξο: 41955379
- Κυριακόπουλος, Π. (2021). *Γυναικεία Κοινωνική Επιχειρηματικότητα: Μελέτες Περίπτωσης από το Ηνωμένο Βασίλειο*. Σιδέρης. Κωδικός Βιβλίου στον Εύδοξο: 112695355

Suggested bibliography in English Language:

- Acar Erdur, D. (Ed.). (2020). *Creating Social Value Through Social Entrepreneurship*. IGI Global.
- Chahine, T. (2016). *Introduction to social entrepreneurship*. CRC Press.
- Nicolopoulou, K., Karataş-Özkan, M., Janssen, F., & Jermier, J. M. (Eds.). (2017). *Sustainable entrepreneurship and social innovation*. Routledge Taylor & Francis Group Earthscan from Routledge.
- Singh, A., & Reji, E. M. (Eds.). (2021). *Social entrepreneurship and sustainable development*. Routledge.
- Stenn, T. L. (2016). *Social entrepreneurship as sustainable development: Introducing the sustainability lens*. Springer.

Related academic journals:

- Sustainability
- Journal of Social Entrepreneurship
- Social Enterprise Journal
- International Journal of Social Entrepreneurship and Innovation

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5602	SEMESTER	6th
COURSE TITLE	AGRI-FOOD SUPPLY CHAIN		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclclass.aua.gr/eclclass/		

2.LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The aim of the course is:</p> <ul style="list-style-type: none"> • To analyze the peculiarities and main implications of agri-food supply chains. • To examine the main trends and aspects covered by agriculture, the agri-food processing industry, trade, catering and consumption are addressed. • To analyze the policy issues, market structure and international trade. <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • describe the structure and components of agri-food supply chains • understand the importance of managing agri-food supply chains • recognize the parties involved in agri-food supply chains • explain the peculiarities of agri-food supply chains • evaluate the drivers that shape the market

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Working in an international environment
- Working in an interdisciplinary environment
- Production of new research ideas Teamwork
- Project planning and management
- Respect for difference and multiculturalism
- Respect for the natural environment
- Showing social, professional, and ethical responsibility and sensitivity to gender issues
- Criticism and self-criticism
- Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction to basic concepts
2. The stakeholders in agri-food supply chains (part A)
3. The stakeholders in agri-food supply chains (part B)
4. Policy issues
5. Market structure
6. International trade
7. Value chain (part A)
8. Value chain (part B)
9. Types of supply chains in different categories of agri-food products
10. Risk management
11. Future trends
12. Case studies
13. Special topics

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project.

Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none">• Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System)

	<ul style="list-style-type: none"> • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>																
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Aurier, P. & Sirieix, L. (2019). Μάρκετινγκ Αγροτικών Προϊόντων και Τροφίμων. Αθήνα Προπομπός.
- Καμενίδης, Χ. (2018). Μάρκετινγκ Αγροτικών Προϊόντων. Θεσσαλονίκη: Κυριακίδη.
- Μαλινδρέτος, Γ. (2015). Εφοδιαστική αλυσίδα, logistics και εξυπηρέτηση πελατών.
- Αθήνα: Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών.

Suggested Bibliography in English Language:

- Iakovou, E., Bochtis, D., Vlachos, D. & Aidonis, D. (2016). Supply Chain Management for Sustainable Food Networks. Hoboken, New Jersey: John Wiley & Sons.
- Information Resources Management Association (2016). Agri-Food Supply Chain Management. Hershey, Pennsylvania: IGI Global.

Related academic Journals:

- Supply Chain Management: An International Journal
- Food Policy
- International Food and Agribusiness Management Review
- Journal of Agribusiness in Developing and Emerging Economies
- Journal of Cleaner Production

Instructor's Notes

COURSE OUTLINE

1. GENERAL INFORMATION

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDY	<i>Undergraduate</i>		
COURSE CODE	5203	SEMESTER	2nd
COURSE TITLE	Animal Nutrition		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	2	5	
Laboratory Exercises	2		
COURSE TYPE	General Background		
PREREQUISITE COURSES:	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes	
<p>The aim of the course is:</p> <p>The purpose of the course is to provide students with theoretical training in animal nutrition, since it is universally accepted that nutrition is a critical factor affecting animal health, welfare and productivity, production costs and quality of animal products.</p> <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • Distinguishes the basic principles of farm animal nutrition • Understands the basic "tools" for dealing with theoretical and practical problems that arise in the modern business environment • Identify problems and propose alternative solutions related to the actions of each organization • Distinguishes the main axes of the subject of modern management and its affinities with related scientific disciplines as well as the characteristics of the Manager of the future. • Understand the importance and the way of operation of the examined public and private organizations 	
General Competences	
<p>Adapting to new situations</p> <p>Decision-making</p> <p>Working independently</p>	

Teamwork
Working in an international environment
Working in an interdisciplinary environment
Production of new research ideas Teamwork
Project planning and management
Respect for difference and multiculturalism
Respect for the natural environment
Showing social, professional, and ethical responsibility and sensitivity to gender issues
Criticism and self-criticism
Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction - Digestive system anatomical elements and physiology of digestion
2. Feed
3. Feed additives
4. Diet/Ration
5. Feed Efficiency
6. Nutrition Systems and Nutrition Techniques
7. Cattle nutrition and feeding
8. Sheep/Goats nutrition and feeding
9. Swine nutrition and feeding
10. Poultry nutrition and feeding
11. Nutrition and quality of livestock products
12. Organic Farming and Nutrition
13. Current challenges in animal nutrition

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

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	Communication with students: face-to-face at office hours, email, eclass platform														
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<i>Course Total</i> <i>(Approximately 25 hours of workload per credit unit 125.5)</i>	125,5 h														
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its</p>														

grading (during the announced office hours) and receive explanations about the grade they received.

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Φεγγερός Κ (2017): «Ζωοτροφές και Πρόσθετες Ύλες Ζωοτροφών (Βρωματολογία)», εκδόσεις UNIBOOKS IKE.
- Ζέρβα Γ (2013) : «Διατροφή Μηρυκαστικών Ζώων», εκδόσεις Αθ. Σταμούλη.
- Ζέρβα Γ, Καλαϊσάκη Π, Φεγγερού Κ (2004): «Διατροφή Αγροτικών Ζώων», εκδόσεις Αθ. Σταμούλη.
- Κατάρτιση Σιτηρεσίων Παραγωγικών Ζώων, Γ. Ζέρβα, Εκδόσεις Αθ. Σταμούλη, 2007
- Φυσιολογία Θρέψης Παραγωγικών Ζώων, Γ. Ζέρβα, Εκδόσεις Αθ. Σταμούλη, 2005

Suggested Bibliography in English Language:

- *Animal Nutrition, Mc Donald, P., Edwards, R.A., Greenhalgh, J.F.D. and Morgan, C.a. 2002. Prentice Hall, Pearson Education Limited, ISBN 0 582 41906 9*

Related academic Journals:

- *Animal Feed Science and Technology*
- *Poultry science*
- *Journal of Animal Physiology and Animal Nutrition*
- *Journal of Animal Science*
- *Animals*
- *Animal Nutrition*
- *Small Ruminant Research*

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5505	SEMESTER	5th
COURSE TITLE	OPERATIONAL RESEARCH		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
	Lectures	4	5
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE(URL)	https://oeclass.aua.gr/eclass/courses/		

2. LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

To introduce students to the terms and the meanings of Operations Research.

Upon successful completion of the course, the student will be able to:

- Distinguishes the basic principles of Operations Research.
- Understands the basic "tools" for dealing with theoretical and practical problems that arise in the modern business environment.
- Classify problems of Operations Research.
- Solve problems of Operations Research.
- Apply these methods to economy and management.
- Apply these methods to supply networks.
- Identify problems and propose alternative solutions related to the actions of each organization
- Understand the importance and the way of operation of the examined public and private organizations

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

3.SYLLABUS

1. The role of Operations Research in decision making
2. Models, techniques and methodology of Linear Programming
3. Linear Programming. General Issues. Examples of formulations.
4. The Simplex method.
5. The variations of Simplex method.
6. Duality theory.
7. Applications of Linear Programming.
8. Introduction to Dynamic Programming.
9. Optimality equations for finite and infinite horizon problems.
10. Applications to problems in network flows, inventory management
11. Applications to maintenance and replacement of equipment.
12. No-Linear Programming.
13. Introduction to Game Theory.

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face –to- face, Distance learning
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none">• Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System)• Support of lectures using presentation software• Use of audiovisual material• Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>

TEACHING METHODS															
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Course Total (Approximately 25 hours of workload per credit unit125.5)	125,5 h														
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>Compulsory written final examination at the end of the semester (weighting factor 100%) which may include:</p> <ul style="list-style-type: none"> • Multiplechoice questionnaires • Open-endedquestions • Problemsolving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>														

5. ATTACHED BIBLIOGRAPHY

Suggested bibliography:

- Π. Υψηλάντης, Επιχειρησιακή έρευνα, Εκδόσεις Προπομπός 2015.
- Ι. Κολέτσος, Δ. Στογιάννης, Εισαγωγή στην Επιχειρησιακή Έρευνα, 2015.
- Μ. Λουκάκης, Γραμμικός Προγραμματισμός, αριστοποίηση σε δίκτυα, Εκδόσεις Σοφία, 2010.

- Δ. Φακίνου, Α. Οικονόμου, Εισαγωγή στην Επιχειρησιακή Έρευνα, Εκδόσεις Συμμετρία, 2003
- D.R. Anderson, D.J. Sweeney, T.A. Williams, K. Martin, Διοικητική Επιστήμη, Ποσοτικές μέθοδοι για τη λήψη επιχειρηματικών αποφάσεων, Εκδόσεις Κριτική, 2014.
- S. Kiener, N. Maier-Scheubeck, R. Obermaier, M. Weiß, Διοίκηση Παραγωγής, Εκδόσεις Προπομπός, 2012.

Related academic journals:

- European Journal of Operational Research.
- Journal of the Operational Research Society.

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5601	SEMESTER	6th
COURSE TITLE	DIGITAL MARKETING		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

The aim of this course is to help students understand what Digital Marketing is, how it works and how it can help them optimize their marketing campaign by leveraging the challenges, techniques and tools of Digital Marketing. The combination of ICT & digital technologies and their various possibilities leads to a very wide range of options that come to enrich and reshape the strategy, development policy and the mix of Digital Marketing.

Upon successful completion of the course, the student will be able to:

- focus on the specific features of Digital Marketing development and promotion techniques
- distinguish the different types of online advertising
- understand how to apply the different types of digital projection
- distinguish the advantages and disadvantages of banners, popups, text-ads, flash ads & rich advertising media, 3D Visualization, advertorials, native advertising, online sponsorship
- understand SEO / SEM Search Engine Optimization
- manage paid search engine marketing campaigns.
- distinguish between different forms of media & digital projection techniques with application examples.
- understand email display formats.
- understand the methods and techniques of personalization & recommendations.
- give relevant examples of these applications

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Digital marketing and digital economy
2. Digital customer - customer experience - customer travel map
3. Digital marketing compliance with the General Data Protection Regulation (GDPR)
4. Digital Marketing development & promotion techniques
5. Design and development of an online presence
6. Content content marketing and content development strategy
7. Search Engine Optimization - SEO
8. Search advertising / pay per click
9. Social media MKT - social media MKT
10. Mobile marketing & APPS
11. Analytical digital marketing and internet
12. Neuromarketing - eye tracking
13. Innovative Digital Marketing Models

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY

Face -to-face, Distance learning

<p>USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY</p>	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>														
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<p>STUDENT PERFORMANCE EVALUATION</p>	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the</p>														

	announced office hours) and receive explanations about the grade they received.
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Βλαχοπούλου Μάρω, “Ψηφιακό Μάρκετινγκ”, Εκδόσεις Rosili (2019)
- Σιώμκος Ι. Γ., Μαύρος Α. Δ. “Έρευνα Αγοράς” Εκδόσεις Λιβάνης (2015)
- Πετρόπουλος, Φ., and Β. Ασημακόπουλος. "Επιχειρησιακές προβλέψεις." Αθήνα: Εκδόσεις Συμμετρία (2011).
- Πολυχρονόπουλος, Γεώργιος Ι., and Κωνσταντίνος Β. Ρόντος. "Εργαλεία και τεχνικές λήψης επιχειρησιακών αποφάσεων." (2015).

Suggested Bibliography in English Language:

- Denault, Jean-Francois, “The handbook of market research for life science companies: finding the answers you need to understand your market.” (2017).
- Ferrucci, F. (2013). Pro-active Dynamic Vehicle Routing: Real-time Control and Request-forecasting Approaches to Improve Customer Service. Springer Science & Business Media.

Related academic Journals:

- Journal of Innovations in Digital Marketing
- International Journal of Online Marketing
- Journal of Digital & Social Media Marketing
- International Journal of Internet Marketing and Advertising
- Journal of Digital & Social Media Marketing

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5604	SEMESTER	6th
COURSE TITLE	FINANCIAL MANAGEMENT AND EVALUATION OF INVESTMENTS		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	2	5	
Laboratory Exercises	2		
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

to educate students in current methodologies of investment decisions. Firstly, basic notions of mathematics of financial transactions. Then the students are initiated in the theoretical background of investment decisions, and project evaluation criteria along with corresponding algorithms are presented. Applications to agriculture follow focusing on purchase or lease decisions and replacement of equipment. A large part of the course is devoted on hands-on exercises and examples so that theory to be understood and to acquire skills of software use to solve practical problems.

Upon successful completion of the course, the student will be able to:

- describe the criteria for evaluating investment projects

- identify profitable versus non-profitable investment projects
- evaluate projects using software such as Excel
- assess the option of acquiring equipment through a loan or long-term lease

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction to basic concepts
2. Discounting and compounding techniques
3. Annuities and perpetuities
4. Loans amortization
5. Investment - consumption model
6. Traditional criteria of project appraisal
7. Discounted cash flows
8. Net present value
9. Internal rate of return
10. Investments decisions under uncertainty
11. Applications to the Agriculture
12. Purchase and replacement of equipment
13. Case studies

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning																		
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face-to-face at office hours, email, eclass platform</p>																		
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class</p>																		

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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Ross S., Westerfield W. R. 2016. «Χρηματοοικονομική των Επιχειρήσεων», Εκδόσεις Πασχαλίδης.
- Αρτίκης Γ., 2013. «Χρηματοοικονομική Διοίκηση – Αποφάσεις Επενδύσεων», Εκδόσεις :Νικητόπουλος Σαράντος και Σία ΕΕ
- Σπάθης Π., Τσιμπούκας Κ. 2010. «Οικονομική των Επιχειρήσεων». Ελληνοεκδοτική. ΑΘΗΝΑ
- Βασιλείου, Δ. και Ηρειώτης, Ν. 2018. Χρηματοοικονομική Διοίκηση. 2^η Έκδοση. Εκδόσεις: Rosili
- Robert Parrino, Thomas Bates, Stuart Gillan, David Kidwell, «Βασικές Αρχές χρηματοοικονομικής των Επιχειρήσεων», Εκδόσεις Αλέξανδρος Σ. ΙΚΕ

Suggested Bibliography in English Language:

Related academic Journals:

- Accounting Organizations & Society (Rank: Association of Business Schools Journal List 4*)
- Journal of Accounting & Economics (Rank: Association of Business Schools Journal List 4*)
- Journal of Accounting Research (Rank: Association of Business Schools Journal List 4*)
- The Accounting Review (Rank: Association of Business Schools Journal List 4*)
- Contemporary Accounting Research (Rank: Association of Business Schools Journal List 4)
- Review of Accounting Studies (Rank: Association of Business Schools Journal List 4)
- Abacus (Rank: Association of Business Schools Journal List 3)
- Accounting, Auditing & Accountability Journal (Rank: Association of Business Schools Journal List 3)
- Accounting & Business Research (Rank: Association of Business Schools Journal List 3)
- Accounting Horizons (Rank: Association of Business Schools Journal List 3)
- Accounting Forum (Rank: Association of Business Schools Journal List 3)
- British Accounting Review (Rank: Association of Business Schools Journal List 3)
- Critical Perspectives on Accounting (Rank: Association of Business Schools Journal List 3)
- European Accounting Review (Rank: Association of Business Schools Journal List 3)
- International Journal of Accounting (Rank: Association of Business Schools Journal List 3)
- Journal of Business Ethics (Rank: Association of Business Schools Journal List 3)
- Journal of Business Finance & Accounting (Rank: Association of Business Schools Journal List 3)
- Management Accounting Research (Rank: Association of Business Schools Journal List 3)
- Public Money & Management (Rank: Association of Business Schools Journal List 2)

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5606	SEMESTER	6nd
COURSE TITLE	RISK MANAGEMENT & CRISIS MANAGEMENT		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

- Introduce students to the basic principles and techniques of risk management that may arise within an organization, as well as the effective management of crises, with the main aim of limiting the extent and impact, in the event that they arise.
- To encourage the detailed and critical view of the students, so that they are able to distinguish the type of risk, but also the effects of crises in an organization, in the context of the modern global dynamic environment.
- To develop the skills of students to choose the appropriate techniques for managing risks and possible crises, including those of mass communication and information.

Upon successful completion of the course the students will be able to:

- Recognize the systemic approach to risk management and the effective management of emerging crises in an organization.
- Analyze and examine the full range of risks faced by businesses in the 21st century.
- Recognize the roles and responsibilities of directors in managing an event before it causes the crisis.
- Locates the appropriate executives and agencies inside and outside the organization who should be involved in the management of emergencies and situations.
- Identify problematic leadership behaviors, and inappropriate crisis management strategies
- Familiarize yourself with implementing emergency plans and developing and implementing a Business Continuity Management (BCM) strategy
- Distinguish ways of dealing with the crisis in communication.
- Identity the psychological factors that affect crises management.
- Explain the supply chain's practices and techniques for dealing with and managing a crisis.

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Working in an international environment
- Working in an interdisciplinary environment
- Production of new research ideas Teamwork
- Project planning and management
- Respect for difference and multiculturalism
- Respect for the natural environment
- Showing social, professional, and ethical responsibility and sensitivity to gender issues
- Criticism and self-criticism
- Production of free, creative and inductive thinking

3.SYLLABUS

Course description:

1. Concept, types and description of risk and crises.
2. Impact of risks on the various entities
3. Risk and management
4. Risk and crisis management
5. Risk assessment and classification
6. Damage control and identification of eligible risks
7. Risk control techniques
8. Business models. Risk management framework
9. Organizational culture and risk and crisis management.
10. Training of employees in dealing with and managing risks.

11. The role of communication in risk management
12. Risk management in the supply chain
13. Case Studies

A combination of teaching and learning methods will be used aiming at the active participation of students and the practical implementation of the thematic units under consideration. Therefore, there will be lectures using audiovisual media, analysis and discussion of case studies on real operational issues, experiential (group) exercises, as well as projection of relevant videos. Also, students will prepare an individual or group project.

Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4. TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning															
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the AUA Open eClass platform of the University (Integrated Electronic Course Management System) • Support of the lectures using presentation software • Use of audiovisual material • Use of Internet applications <p>Communication with students: face to face at office hours, email, eclass platform</p>															
TEACHING METHODS	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">52</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td style="text-align: center;">32</td> </tr> <tr> <td><i>Independent Study</i></td> <td style="text-align: center;">39</td> </tr> <tr> <td><i>Advisory support</i></td> <td style="text-align: center;">0,5</td> </tr> <tr> <td><i>Exams</i></td> <td style="text-align: center;">2</td> </tr> <tr> <td><i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i></td> <td style="text-align: center;">125,5 h</td> </tr> </tbody> </table>		<i>Activity</i>	<i>Workload</i>	Lectures (direct)	52	<i>Writing paper/ papers</i>	32	<i>Independent Study</i>	39	<i>Advisory support</i>	0,5	<i>Exams</i>	2	<i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i>	125,5 h
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p>															

	<ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Disclosure of evaluation criteria:</p> <p>The evaluation criteria become known during the first course and are clearly formulated on the course's website and in the e-class. The answers of the exam questions are posted in the eclass after the exams are held. Students have the opportunity to see their writing after the course is graded (in the announced office hours) and receive explanations about the grades they received..</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Hopkin P., (2021), *Αξιολόγηση και Διαχείριση Κινδύνων. Εφαρμογή Βέλτιστων Πρακτικών*, 5^η έκδοση ΠΡΟΠΟΜΠΟΣ
- Robert Heath, (2004), *Διαχείριση κρίσεων, Αποτελεσματικές τεχνικές για επιχειρησιακή ετοιμότητα*, μετάφραση: Βασιλική Σωτηρίου, Γκιούρδας
- Luecke R., Barton L., (2008), *Διαχείριση κρίσεων*, Modern Times

Suggested Bibliography in English Language:

- Bernstein, P. (1998) *Against the Gods: The Remarkable Story of Risk*, www.willwey.com
- Fink S., (2000), *Crisis Management: Planning for the Inevitable*
- Hillson, D. (2016) *The Risk Management Handbook: A Practical Guide to Managing the Multiple Dimensions of Risk*, www.koganpage.com
- Hopkin, P. (2013) *Risk Management (Strategic Success)*, www.koganpage.com
- Taylor, E. (2014) *Practical Enterprise Risk Management*, www.koganpage.com
- Teleb, N. N. (2008) *The Black Swan: The Impact of the Highly Improbable*, www.penguin.co.uk

- Pullan, P. and Murray-Webster, R. (2011) A Short Guide to Facilitating Risk Management, www.gowerpublishing.com
- Woods, M. (2011) Risk Management in Organizations: An Integrated Case Study Approach, www.routledge.com

Related academic Journals:

- ASIS SPC.1-2009 Organizational Resilience: Security, preparedness and continuity management systems, www.asisonline.org
- Canadian Institute of Chartered Accountants (1995) Criteria of Control, www.cica.ca
- Financial Reporting Council (2014) Guidance on Risk Management, Internal Control and Related Financial and Business Reporting, www.frc.org.uk
- Institute of Risk Management (2011) Risk Appetite & Tolerance, www.theirm.org
- International Standard ISO 22301:2012 Societal Security. Business Continuity Management Systems – Requirements, www.iso.org
- HM Treasury (2004) Orange Book: Management of Risk – Principles and Concepts, www.hmtreasury.gov.uk

Instructor' Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5607	SEMESTER	6th
COURSE TITLE	SUSTAINABLE SUPPLY CHAIN		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Special Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclclass.aua.gr/eclclass/		

2.LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The aim of the course is to:</p> <ul style="list-style-type: none"> • examine the concept of sustainability and how it affects the design and operation of supply chains. • examine the three pillars of sustainability (economic, social, environmental), the systems, methods and tools that support the relevant decision-making processes. <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • describe the basic concepts of sustainability • explain the importance of sustainability in the modern business environment • explain the role of the stakeholders • consider alternative supply chain scenarios that take into account economic, social and environmental criteria

- assess the performance of supply chains in terms of sustainability dimensions.

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Working in an international environment
- Working in an interdisciplinary environment
- Production of new research ideas
- Project planning and management
- Respect for the natural environment
- Showing social, professional, and ethical responsibility and sensitivity to gender issues
- Advance free, creative and causative thinking

3.SYLLABUS

1. Introduction to basic concepts
2. The pillars of sustainable development
3. The financial problems
4. The social problems
5. The environmental problems
6. Establishment of environmental and human health standards
7. Risk assessment and risk management
8. Management systems (part A)
9. Management systems (part B)
10. Impact assessment tools
11. Circular economy
12. Industrial ecology
13. Special topics

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face-to-face, Distance learning
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications

	Communication with students: face to face at office hours, email, eclass platform														
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Haski-Leventhal, D. (2018). *Στρατηγική Εταιρική Κοινωνική Ευθύνη*. Θεσσαλονίκη: Τζιόλα
- Αχιλλας, Χ., Μπόχτης, Δ., Αηδόνης, Δ. & Φωλίνας, Δ. (2020). *Αειφόρες εφοδιαστικές αλυσίδες*. Αθήνα: Κριτική.
- Καρβούνης, Σ. & Γεωργακέλλος, Δ. (2016). *Διαχείριση του Περιβάλλοντος*. Αθήνα: Βαρβαρήγου.

Related academic Journals:

- Journal of Cleaner Production
- Journal of Sustainable Development
- Sustainability

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5609	SEMESTER	6th
COURSE TITLE	STORED PRODUCT AND URBAN PESTS		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	3	5	
Laboratory Exercises	2		
COURSE TYPE	Special Background, Skills Development		
kills	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The aim of the course is:</p> <ul style="list-style-type: none"> • The knowledge on the symptoms that are caused to the stored products, the ability to examine stored products and decide about the severity of any infection that is related to insects, mites and rodents. • Pest management. • The knowledge on pest of urban environment. <p>Upon successful completion of the course, the student:</p> <ul style="list-style-type: none"> • Will have been supplied with knowledge on the morphology, systematics, biological cycles, ecology, risk and modern methods concerning the management of pests (i.e., insects, mites, rodents) that infest stored products and urban environment.

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

Theory

1. Stored-product pests: general aspects and importance. Synergism and associations with biotic and abiotic factors.
2. Primary stored-product insects: morphology, biology, ecology, symptoms, identification of Lepidoptera: *Sitotroga cerealella* and Coleoptera: *Sitophilus oryzae*, *Sitophilus granarius*, *Sitophilus zeamais*, *Rhyzopertha dominica*, *Prostephanus truncatus*, *Trogoderma granarium*, *Acanthoscelides obtectus*, *Bruchus pisorum*, *Bruchus rufimanus*, *Bruchus lentis*.
3. Secondary stored-product insects: morphology, biology, ecology, symptoms, identification of Lepidoptera: *Ephestia kuehniella*, *Ephestia elutella*, *Plodia interpunctella*, *Tinea granella*, Psocoptera: *Liposcelis bostrychophila*, and Coleoptera: *Tribolium confusum*, *Tribolium castaneum*, *Tenebrio molitor*, *Tenebroides mauritanicus*.
4. Secondary stored-product insects: morphology, biology, ecology, symptoms, identification of Coleoptera: *Oryzaephilus surinamensis*, *Oryzaephilus mercator*, *Cryptolestes ferrugineus*, *Lasioderma serricorne*, *Carpophilus hemipterus*, *Anthrenus* spp., and *Attagenus* spp.
5. Stored-product mites: morphology, biology, ecology, symptoms, identification of Astigmata: Acaridae and Glycyphagidae.
6. Stored-product mites: morphology, biology, ecology, symptoms, identification of Mesostigmata, Prostigmata and Cryptostigmata.
7. Rodents: identification
8. Rodents: biology, damages
9. Pest management: natural (extreme temperatures).
10. Pest management: chemical (fumigants, contact insecticides).
11. Pest management: alternative methods.

12. Pests in urban areas: morphology, biology, ecology, symptoms, identification, management of Dictyoptera, Siphonaptera, Hemiptera, Anoplura, and Psoroptidae.
13. Pests in urban areas: morphology, biology, ecology, symptoms, identification, management of Diptera (Muscidae, Tabanidae, Psychodidae, Sarcophagidae, Simuliidae, Ceratopogonidae, Culicidae), Psoroptidae, Sarcoptidae, Demodicidae, Ixodidae, and Argastidae.

Laboratory exercises

1. Primary stored-product insects: sampling, identification of adults and immatures of Lepidoptera: *Sitotroga cerealella* και Coleoptera: *Sitophilus oryzae*, *Sitophilus granarius*, *Sitophilus zeamais*.
2. Primary stored-product insects: sampling, identification of adults and immatures of Coleoptera: *Rhyzopertha dominica*, *Prostephanus truncatus*, *Trogoderma granarium*, *Acanthoscelides obtectus*, *Bruchus pisorum*, *Bruchus rufimanus*, *Bruchus lentis*.
3. Secondary stored-product insects: sampling, identification of adults and immatures of Lepidoptera: *Ephestia kuehniella*, *Ephestia elutella*, *Plodia interpunctella*, *Tinea granella* και Psocoptera: *Liposcelis bostrychophila*.
4. Secondary stored-product insects: sampling, identification of adults and immatures of Coleoptera: *Tribolium confusum*, *Tribolium castaneum*, *Tenebrio molitor*, *Tenebroides mauritanicus*.
5. Secondary stored-product insects: sampling, identification of adults and immatures of Coleoptera: *Oryzaephilus mercator*, *Cryptolestes ferrugineus*, *Lasioderma serricorne*, *Carpophilus hemipterus*, *Anthrenus* spp., *Attagenus* spp.
6. Collection of mites from samples of stored products.
7. Identification of major genera and species of stored-product mites (Astigmata: Acaridae, Glycyphagidae).
8. Identification of major genera and species of stored-product mites (Mesostigmata, Prostigmata, Cryptostigmata).
9. Rodents: identification of species and infestations.
10. Chemical management (conduct insecticides, fumigants).
11. Devices for sampling and/ or management of stored-product insects.
12. Identification of major insect species in urban areas: Dictyoptera, Siphonaptera, Hemiptera, Anoplura, and Psoroptidae.
13. Identification of major insect and mite species in urban areas: Diptera (Muscidae, Tabanidae, Psychodidae, Sarcophagidae, Simuliidae, Ceratopogonidae, Culicidae), Psoroptidae, Sarcoptidae, Demodicidae, Ixodidae, Argastidae.

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning
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<p>USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY</p>	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face-to-face at office hours, email, eclass platform</p>																		
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<p>STUDENT PERFORMANCE EVALUATION</p>	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the</p>																		

announced office hours) and receive explanations about the grade they received.

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Σταμόπουλος, Δ., 2013. Εχθροί Αποθηκευμένων Προϊόντων, Μουσείων και Κατοικιών, Πανεπιστημιακές Εκδόσεις Θεσσαλίας, Βόλος.
- Δίπτερα υγειονομικής σημασίας, 1999, Ν. Γ. Εμμανουήλ
- Έντομα αποθηκευμένων γεωργικών προϊόντων και τροφίμων, 1996, Κ. Θ. Μπουχέλος
- Τζανακάκης, Μ., 1995. Εντομολογία. University Studio Press, Θεσσαλονίκη.

Suggested Bibliography in English Language:

- Hagstrum, D.W., Phillips, T.W., Cuperus, G. (Eds.) 2012. Stored Product Protection. Kansas State University, Manhattan, KS, pp. 297-304.
- Hubert, J., 2012. The pest importance of stored product mites (Acari: Acaridida). Nova Science Publishers Inc, New York.
- Begall, S., Burda, H., Schleich, C.E. (Eds.), 2007. Subterranean rodents. News from underground. Springer, Berlin.
- Hill, D.S., 2003. Pests of storage foodstuffs and their control. Kluwer Academic Publishers, New York, NY.

Related academic Journals:

- Acta Tropica
- International Journal of Mosquito Research
- Journal of Stored Products Research
- Journal of Insect Science
- Journal of Economic Entomology
- Entomologia Generalis
- Insects
- Crop Protection
- Journal of Pest Science
- Pest Management Science
- Journal of Food Protection
- Journal of Applied Entomology
- Entomologia Experimentalis et Applicata
- Bulletin of Entomological Research
- ZooKeys
- Zootaxa
- International Journal of Acarology

- Experimental and Applied Acarology

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5610	SEMESTER	6th
COURSE TITLE	Law (Commercial, Civil)		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclclass.aua.gr/eclclass/		

2.LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

This course will introduce students to the creation, transfer and enforcement of negotiable instruments (e.g., checks and promissory notes) and the creation, priority and enforcement of security interests in personal property. This course will therefore cover Articles of the Uniform Commercial Code, as well as relevant Common Law and certain provisions of the Greek Bankruptcy Code.

Upon successful completion of the course, the student will be able to:

1. synthesize multiple sections of the UCC to solve problems.
2. translate factual scenarios and business problems into legal issues.
3. apply the UCC to hypotheticals.

4. simplify complex processes and analyses.
5. assess issues and arguments presented in hypothetical problem

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction; Article 1 Definitions; 38 Principles of Negotiability
2. Elements of Negotiability
3. Holdership; Indorsements; 39 Negotiations; Presentment
4. Dishonor & Liabilities
5. Holder in Due Course & Shelter
6. Properly Payable,
7. Warranties
8. Negligence
9. Bulk Sales Act; Basics of Bankruptcy; Security Interests; Attachmen
10. Security Agreements

11. Continuing Priorities; Disposition of Collateral

12. Filing; Default; Repossession

13. Review

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning															
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>															
TEACHING METHODS	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">52</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td style="text-align: center;">32</td> </tr> <tr> <td><i>Independent Study</i></td> <td style="text-align: center;">39</td> </tr> <tr> <td><i>Advisory support</i></td> <td style="text-align: center;">0,5</td> </tr> <tr> <td><i>Exams</i></td> <td style="text-align: center;">2</td> </tr> <tr> <td><i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i></td> <td style="text-align: center;">125,5 h</td> </tr> </tbody> </table>		<i>Activity</i>	<i>Workload</i>	Lectures (direct)	52	<i>Writing paper/ papers</i>	32	<i>Independent Study</i>	39	<i>Advisory support</i>	0,5	<i>Exams</i>	2	<i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i>	125,5 h
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

Ιωάννη Ρόκα «Εμπορικό Δίκαιο», 4^η εκδ., 2011, Εκδ. Νομική Βιβλιοθήκη Α.Ε.Β.Ε.

Νικολάου Γ. Πρωτοψάλτη «Πρακτικός οδηγός εμπορικού δικαίου, δικαίου αξιογράφων, δικαίου εταιρειών, πτωχευτικού δικαίου», 1^η εκδ., 2007, Εκδ. Σταμούλη Α.Ε.

"Βασικές Αρχές Αστικού Δικαίου", Π. Αγαλλοπούλου, Εκδ. Νομική Βιβλιοθήκη, Αθήνα, 2014

"Δίκαιο των Επιχειρήσεων", Π. Αγαλλοπούλου & Κ. Δελούκα, Εκδ. Νομική Βιβλιοθήκη, Αθήνα, 2017

Suggested Bibliography in English Language:

Related academic Journals:

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5605	SEMESTER	6th
COURSE TITLE	Introduction to Food Science and Technology		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	3	5	
Laboratory Exercises	2		
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The aim of the course is:</p> <p>The course is the basic introductory course of food science and technology Introduces:</p> <ul style="list-style-type: none"> • the basic and fundamental principles of food science and the underlying technologies associated with the production of safe and nutritious, fresh and processed food for humans. • the main technologies of food processing and preservation such as dehydration (drying), refrigeration, freezing, heat treatment (canning). <p>Upon successful completion of the course, the student will be able to:</p> <p>Will have knowledge and understanding of key issues and the latest developments in Food Science and Technology.</p>

- Has acquired the ability to understand complex concepts and to be informed about developments in the field of Food Science and Nutrition.
- Will be able to formulate and express views on Food Science and Nutrition issues to multiple recipients such as the scientific community of other fields of knowledge, the Food Industry, especially professionals in the professional field, society as a whole.
 - Has acquired communication skills in Food and Nutrition.

The knowledge, scientific abilities and skills that the student will have acquired with this introductory course can be used (if they wish to be led) in the next course of study in it or in related scientific subjects.

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction - The nature of food - Main chemical components
2. Food quality and safety
3. Food preservation methods
4. Special part - Food processing
5. Fruits - Vegetables
6. Cereals, Potatoes, Sugar
7. Wine
8. Olive Products: - Table (Edible) Olive - Olive Oil
9. Seed oils - Fats
10. Milk and dairy products
11. Meat and Poultry
12. Catch
13. Future trends -Special issues

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning																		
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face-to-face at office hours, email, eclass platform</p>																		
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination 																		

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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- ΧΗΜΕΙΑ ΤΡΟΦΙΜΩΝ, BELITZ D.-H., GROSCH W., SCHIEBERLE P. Εκδότης ΤΖΙΟΛΑΣ ISBN13 9789604183678
- ΑΡΧΕΣ ΤΕΧΝΟΛΟΓΙΑΣ ΤΡΟΦΙΜΩΝ, ΚΙΟΣΣΕΟΓΛΟΥ ΒΑΣΙΛΕΙΟΣ, ΜΠΛΕΚΑΣ ΓΕΩΡΓΙΟΣ, Εκδότης ΓΑΡΤΑΓΑΝΗΣ ISBN13 9789609828857
- Τεχνολογίες επεξεργασίας και συσκευασίας τροφίμων Αρβανιτογιάννης Ιωάννης Σ. , Στρατάκος Αλέξανδρος Χ. Εκδότης: University Studio Press, ISBN: 9789601220161

Suggested Bibliography in English Language:

Related academic Journals:

- Journal of Agricultural and Food Chemistry,
- Journal of Food Science and Technology,
- Agricultural and Environmental Chemistry,
- International Journal of Agricultural and Food Research (IJAFR)
- Journal of Food Processing & Technology

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT / DEPARTMENT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	5611	SEMESTER	6th
COURSE TITLE	ENGLISH VI		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
	2	0	
COURSE TYPE	Specialized General Knowledge		
PREREQUISITE COURSES:	-		
LANGUAGE OF INSTRUCTION and EXAMINATIONS:	English (Greek when necessary)		
IS THE COURSE OFFERED TO ERASMUS STUDENTS	Yes (In English)		
COURSE WEBSITE (URL)	https://mediasrv.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning outcomes
<p>The aims of the course are the following:</p> <ul style="list-style-type: none"> • To teach the students the basic terms and concepts of Logistics and Supply Chain Management (Materials Receiving, Fixed / Variable Costs, Incoterms, World Trade, Committees, Conferences, Green Supply Chains, Demand Variations Management, Distribution, Perishables, Packing List, Telephone Ordering, Warehouse Robotics, Picking List, Terms of Payment, Continuous Replenishment, Transport scheduling, Lean Inventory, Challenges / Issues and usual Problems faced by Logistics Managers and how they are resolved) in English. • To train the students in all the above topics / subjects through many language exercises (Multiple Choice tests, Error Recognition, and Incomplete Sentences) as well as relevant texts of Logistics and Supply Chain English content. • To introduce the students to the topic of soft / transversal skills, and particularly (collaborative) problem-solving using critical thinking and decision making • To develop the students' problem-solving skills <p>Upon successful completion of the course the students will be able to:</p> <ul style="list-style-type: none"> • Understand and define / identify / distinguish clearly basic terms and concepts of Logistics and Supply Chain Management (Materials Receiving, Fixed / Variable Costs, Incoterms, World Trade, Committees, Conferences, Green Supply Chains, Demand Variations Management, Distribution, Perishables, Packing List, Telephone Ordering, Warehouse Robotics, Picking List, Terms of Payment, Continuous Replenishment,

Transport scheduling, Lean Inventory, Challenges / Issues and usual Problems faced by Logistics Managers and how they are resolved) in English.

- Work out language exercises / problems pertaining to the above-mentioned Supply Chain Management and Logistics Operations as well as comprehend relevant texts of Logistics and Supply Chain English content.
- Demonstrate an understanding of soft / transversal skills (as opposed to hard skills), and particularly (collaborative) problem-solving using critical thinking and decision making
- Implement a basic level of problem-solving skills
- Demonstrate a comprehensive and working knowledge / notion of the language of Logistics and Supply Chain as it is expressed and used in the (Global) Labour Market.

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Production of free, creative, and inductive thinking

3. SYLLABUS

- 1: The Receiving of Goods and Materials, Quiz, Warehousing Operations Glossary
- 2: Fixed Costs vs Variable Costs in Transportation Operations, Incoterms, Transportation Operations Glossary
- 3: A. International Trade B. Incoterms C. CIF vs. FOB: An Overview – what is the difference?
- Chapter 4: A. Board Meetings and Committees B. Making the Supply Chain Greener C. Six Professions in the Logistics Industry D. Managing Changes in Demand
- 5: Invoices - Inventory Terns and Vocabulary Exercises, Revision Test items
- 6: A. Supply Chain Distribution Glossary B. Shipping Instructions – Bill of Sale C. Temperature controlled goods and perishables D. Packing List E. Placing an order on the telephone F. The Cross-docking technique in Logistics G. Warehouse Robotics H. E2E Logistics Solutions I. What is E2E (end-to-end) in Supply Chain Management? J. Text (E2E Services ad)
- 7: A. The Aims of Logistics B. What Are the Goals / Objectives of Logistics Management? C. Supply Chain Management (SCM) D. What is Production Logistics? E. Pick(ing) List Guide
- 8: A. Documentation B. Terms of Payment C. Terms of Payment in International Trade D. Shipping Goods E. Continuous Replenishment
- 9: A. Supply Chain B. Planning and Arranging Transportation C. Business Language Functions D. Transportation Today
- 10: A. Warehousing Today B. Outsourcing of Logistics Services C. New Trends in Third-Party Logistics D. Specificity – language / expressions E. Layers of Logistics
- 11: A. Logistics in different parts of the world B. The History of Transportation C. April 2021 D. Lean Inventory
- 12: A. Top 10 Supply Chain and Logistics Technology Trends in 2020 B. Challenges Faced by Logistics Managers in 2021 C. Top challenges facing logistics managers D. Other challenges Logistics Managers face every day, E. Common Logistics Problems and How to Solve Them F. Five Daily Problems Logistics Managers Contend with G. Problem solving - The mark of an independent employee H. What Kind of Problems Typically Arise in a Professional Context? - How to Improve Problem-Solving Skills I. 'AXA' creates a development path for transversal skills J. Logistics Multiple Choice test / problem items
- 13: General Revision Exercises

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies, and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4. TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face-to-face, Distance learning														
USE OF INFORMATION AND COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open e-Class platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audio-visual material • Use of web applications <p>Communication with students: face to face at office hours, email, e-class platform</p>														
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>Special learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically Defined Criteria: The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class</p>														

	platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in the Greek Language:

'Achieve TOEIC' A. Betsis, Betsis Publications

Suggested Bibliography in the English Language:

'Cracking the TOEIC' E. Rolins, Random House, London

Instructor's Notes

The students are also given texts on the topics of Supply Chain Management and Logistics for study and practice, as well as graded language exercises for consolidation of vocabulary items and grammar and syntax forms.

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5612	SEMESTER	6th
COURSE TITLE	ENVIRONMENTAL POLICY AND ENVIRONMENTAL ECONOMICS FOR THE AGRIFOOD SECTOR		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The specific course deals with the principles that govern the formulation of environmental policy as well as the principles of the environmental economics of agri-food businesses. It studies the tools of analysis, the principles of demand and cost, economic efficiency, and the techniques developed by economists to help make environmental decisions. It also discusses current environmental policy developments as well as their evaluation criteria. It also examines international environmental issues: global climate change, the economics of international environmental agreements, globalisation, economic development and the environment.</p> <p>The aim of the course is:</p> <ul style="list-style-type: none"> to provide knowledge regarding the principles of environmental policy making as well as environmental economics. for students to understand of how research is conducted and applied in this sector of the economy. In particular, how environmental policies are constructed and implemented in an interdisciplinary context. to provide students with the ability to evaluate environmental issues and policies. to provide insight into the decision-making process in environmental issues. <p>Upon successful completion of the course the student will be able to:</p> <ul style="list-style-type: none"> • conduct research in this sector of the economy.

- evaluate environmental issues and policies.
- apply tools and techniques related to relevant decision-making and environmental policy evaluation.
- to be a valuable researcher / worker for bodies that manage energy and the environment.

General Competences

- Search for, analysis and synthesis of data and information by the use of appropriate technologies
- Adapting to new situations
- Decision-making
- Individual/Independent work
- Group/Team work
- Development of free, creative and inductive thinking

3.SYLLABUS

- Introduction to Environmental Economics – Basic concepts
- Benefits and Costs, Supply and demand
- Markets, Externalities, and Public Goods
- Pollution Control Model-Damage Functions
- Cost-benefit analysis
- Cost-benefit analysis: The benefits
- Benefit-cost analysis: The costs
- Analysis of Environmental Policy
- Global Environmental Issues

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face,Distance learning
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the AUA Open eClass platform of the University (Integrated Electronic Course Management System) • Support of the lectures using presentation software • Use of audiovisual material • Use of Internet applications
TEACHING METHODS	

	Activity	Work Load
	Lectures (direct)	65
	<i>Independent Study</i>	58
	<i>Advisory support</i>	0,5
	<i>Exams</i>	2
	<i>Course Total (Approximately 25 hours of workload per credit unit 125.5)</i>	125.5 h
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of optional written exam during the semester (weighting factor 30%) Evaluation criteria: correctness, completeness, clarity The exam syllabus is listed on the AUA Open eClass platform.</p>	

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Field, B.C and Field, M. (2020). Οικονομικά του Περιβάλλοντος. Εκδόσεις: Broken Hill Publishers
- Harris Jonathan M., Roach Brian, Καμπάς Αθανάσιος (Επιστ. Επιμέλεια) (2023). Οικονομικά του Περιβάλλοντος και των Φυσικών Πόρων, 5η Έκδοση, Έκδοση: 5η/2023. (Εκδότης): ΕΚΔΟΣΕΙΣ Α. ΤΖΙΟΛΑ & ΥΙΟΙ Α.Ε.
- Σέμος, Α. (2010), “Αγροτική Πολιτική”, Θεσσαλονίκη: Ζήτη.
- Σπάθης, Π., Παπαγεωργίου, Κ. & Δαμιανός Δ. (2015), “Αγροτική Πολιτική”, Αθήνα: Σταμούλης.

Suggested Bibliography in English Language:

- Field, B.C and Field, M. (2020). Environmental Economics. Εκδόσεις: McGraw Hill

Related academic journals:

- American Journal of Agricultural Economics
- European Review of Agricultural Economics
- Journal of Agricultural Economics
- Agricultural Economics
- Journal of Agricultural and Resource Economics
- Agricultural and Resource Economics Review
- Journal of Agricultural & Applied Economics

- Environment and Development Economics
- International Review of Environmental and Resource Economics
- Review of Environmental Economics and Policy
- Economics of Energy and Environmental Policy
- Environmental Economics and Policy Studies

COURSE LAYOUT

1. GENERAL

SCHOOL	Applied Economics and Social Sciences		
DEPARTMENT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
STUDY LEVEL	<i>Undergraduate</i>		
COURSE CODE	5701	SEMESTER	7th
COURSE TITLE	FARM MANAGEMENT I		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	ECTS	
Lectures	4	5	
COURSE TYPE	In-Depth Analysis		
PREREQUISITES	NO		
LANGUAGE	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	Yes (in English)		
COURSE WEB PAGE	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

The knowledge and understanding of the concepts, definitions and methodologies of farm management and their application for the analysis of crop and livestock sectors with the aim of compiling Organization Plans. Students acquire the ability of decision making by problem solving in the adoption of agricultural and livestock sectors, by determining the type and quantity of the required primary production factors, and by ensuring the operation of the farm in its respective technical, economic and environmental conditions. The students also acquire the ability to estimate the value of the agricultural holding's assets. Finally, students gain the knowledge to estimate production costs and become familiar with the pricing of agricultural products. In this way, students can provide practical solutions to practical cost minimization issues.

Upon successful completion of the course, the student will be able to:

- understands the concept, operation and characteristics of agricultural holdings,
- understands and to utilise decision-making methodologies to find the optimum strategy and the most efficient way to organize and manage agricultural holdings,

- become familiar with the concept of (primary) production factors and their management,
- analyzes and calculates production costs and financial results of agricultural holdings,
- acquire the necessary knowledge to assess the value of the assets of the agricultural holding

General Competences

Search, analysis and synthesis of data and information, using the necessary technologies

Decision making

Autonomous Work

Teamwork

Project design and management

Promoting free, creative and inductive thinking

3.COURSE CONTENT

1. Concept, definition, content and aim of farm management. Relationship of Farm Management with other sciences
2. Agricultural and Livestock farms: concepts, definitions, characteristics, categories, types, life cycles, farmers' objectives, relationship with other economic institutions/organisations
3. Typology of agricultural holdings: concept, definition, methodologies (EU, USA)
4. Organization Plan: Concept, definition, content
5. The operations of farm management: design, implementation, control. Applications of farm management. The decision-making process in farm management.
6. Acquisition and management of labour, land and capital
7. Asset valuation methods (land, annual crops in progress, perennial plantations)
8. Asset valuation methods (agricultural machinery, agricultural constructions and land improvements)
9. Methods for estimating the value of productive animals
10. Concept, definition, estimation of production costs,
11. Concept, definition, estimation of financial results-income-income,
12. General principles of costing, costing methods, costing techniques
13. Cost types, cost categories

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING AND LEARNING METHODS - EVALUATION

TEACHING METHOD	Face-to-face, distant learning

<p>USE OF INFORMATICS and COMMUNICATION TECHNOLOGIES</p>	<ul style="list-style-type: none"> • Support of the learning process through the AUA Open eClass platform of the University (Integrated Electronic Course Management System) • Support of the lectures using presentation software • Use of audiovisual material • Use of Internet applications <p>Communication with the students: face-to-face, during office hours, through email, and on the e-class platform</p>																
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<p>STUDENTS EVALUATION</p>	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <ul style="list-style-type: none"> i. Compulsory written final examination at the end of the semester (weighting factor 70%) which includes: <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> ii. Optional written exam or essay during the semester (weighting factor 30%) which may include: <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>Special learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p>																

	<p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested bibliography in Greek Language:

- Οργάνωση και Διαχείριση Γεωργικών Εκμεταλλεύσεων, Σ. Τσουκαλάς, εκδόσεις Στοχαστής, Αθήνα 2010.
- Οικονομική Γεωργικών Εκμεταλλεύσεων, Γεωργική Μικροοικονομία, Β' Έκδοση, Κιτσοπανίδης Γ., ΕΚΔΟΣΕΙΣ ΖΗΤΗ, Θεσσαλονίκη, 2010
- Διαχείριση Αγροτικών Εκμεταλλεύσεων, Peter L. Nuthall, εκδόσεις Προπομπός, Αθήνα 2019
- Οικονομική Παραγωγής Γεωργικών Προϊόντων, Παπαναγιώτου Ευάγγελος εκδόσεις ΓΡΑΦΗΜΑ, Θεσσαλονίκη 2010

Suggested bibliography in English Language

- Nuthall, P.L., 2016. *Farm business management: the fundamentals of good practice*. CABI.
- Edwards, W., Duffy, P. and Kay, R., 2015. *Farm management*. 9th Edition, McGraw-Hill Higher Education

Related Academic Journals:

- Agricultural Economics Review, ISSN: 1109-2580
- European Review of Agricultural Economics, ISSN: 0165-1587
- Agribusiness: an International Journal, ISSN: 1520-6297
- Journal of Agribusiness in Developing and Emerging Economies, ISSN: 2044-0839

Instructor notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5702	SEMESTER	7th
COURSE TITLE	TRANSPORTATION AND DISTRIBUTION SYSTEMS FARM MANAGEMENT I		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	2	5	
Laboratory exercises	2		
COURSE TYPE	Special Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is to:</p> <ul style="list-style-type: none"> • focus on the structure and organisation of distribution and transport systems, how they operate, the factors that determine demand for them, as well as the methods of qualitative and quantitative estimation of this demand. • delve into the design of distribution centres and the scheduling and routing of vehicles. <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • describe the types and characteristics of modes of transport, the role of intermodal transportation and transport infrastructure. • understand the role and contribution of new technologies, such as telematics, to transport and distribution. • analyse and evaluate the design and operation requirements of distribution centres. • support decisions concerning the transportation process. • compare supply chains to the dimension of the transportation work.
General Competences
<ul style="list-style-type: none"> • Search for, analysis and synthesis of data and information, with the use of the necessary technology • Adapting to new situations • Decision-making • Working independently • Teamwork • Working in an international environment

- Project planning and management
- Advance free, creative and causative thinking

3.SYLLABUS

1. Introduction to basic concepts
2. Institutional and legal framework of operation
3. Analysis of the structure of the system and identification of required infrastructure
4. Modes of transportation and their characteristics (part A)
5. Modes of transportation and their characteristics (part B)
6. Terminals and combined transport
7. Use of new technologies
8. Factors and characteristics of demand
9. Demand forecasting methods and techniques in distribution and transport systems
10. Data processing and interpretation in distribution and transport networks
11. Optimization methods and techniques
12. Future trends
13. Special topics

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face-to-face, Distance learning																			
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>																			
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Jacobs, R. (2011). *Διοίκηση Λειτουργιών και Εφοδιαστικής Αλυσίδας*. Λευκωσία: Broken Hill.
- Sussman, J. (2003). *Εισαγωγή στα συστήματα μεταφορών*. Αθήνα: Σταμούλη.
- Γιαννάτος, Γ. & Ανδριανόπουλος, Σ. (1999). *Logistics Μεταφορές - Διανομή*. Αθήνα: Σέλκα - 4Μ.
- Σαμπράκος Ε.Α. (2009). *Ο τομέας των μεταφορών και οι συνδυασμένες εμπορευματικές μεταφορές*. Αθήνα: Σταμούλη.

Related academic Journals:

- European Transport Research Review
- International Journal of Physical Distribution & Logistics Management
- Logistics & Sustainable Transport

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5703	SEMESTER	7th
COURSE TITLE	SUPPLY CHAIN INFORMATION SYSTEMS		

INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS
Lectures	3	5
Laboratory exercises	2	

COURSE TYPE	General Background
PREREQUISITE COURSES	NO
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/

2.LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <ul style="list-style-type: none"> • to help students to become familiarized with concepts from the two fields: logistics and information systems and understand their interaction • to help students to understand the utilization of advanced technologies and information systems for supply chain management • to help students to acquire the skills of using information systems to manage the supply chain <p>Upon successful completion of the course, the student will be able to:</p>

- describe the type of data coming from each supply chain node, their interconnections, the flow of information between the nodes, the simulation of business processes in an information system
- implement techniques for the analysis, design and implementation of information systems
- explain the operation of the main information systems used in supply chain management
- explain the operation of advanced technologies and advanced information systems used in supply chain management
- use information systems to manage the supply chain

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Basic concepts of information systems and supply chain
2. Data interconnections between supply chain nodes, information flow between nodes and simulation of business processes in the information system
3. Techniques for analyzing, designing and implementing information systems in the context of supply chain management requirements
4. Resource Planning Systems (MRP, MRPII, JIT). Distribution Requirements Planning Systems (DRP). Advanced Planning Systems (APS).
5. Enterprise Resource Management Systems (ERP): Implementation, advantages, disadvantages, greek/international ERPs, main subsystems

6. Customer Relationship Management Systems (CRM). Partner Relationship Management Systems (PRM)
7. Warehouse Management Systems (WMS): Implementation, advantages, disadvantages, greek/international WMS
8. Warehouse Management Systems (WMS): Operations. Case studies
9. Transportation Management Systems (TMS)
10. Advanced technology and telematics systems for automating supply chain processes
11. Internet of Things and ubiquitous computing in supply chain

The laboratory part of the course covers the following topics:

- Use of advanced information systems and technologies in Logistics (e.g. ERP, WMS, vehicle routing, etc)

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning												
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face-to-face at office hours, email, eclass platform</p>												
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	<i>Total</i> <i>(About 25 hours of study per ECTS)</i>	125,5
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>	

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Πολλάλης Ι., Βοζίκης Α (2015). Πληροφοριακά Συστήματα Διαχείρισης Επιχειρησιακών Πόρων, εκδ. Υτορία.
- Στεφάνου Κ., Μπιάλας Χ., (2014). Σύγχρονα Επιχειρησιακά Συστήματα, Πληροφοριακά Συστήματα Διοίκησης και Συστήματα Επιχειρησιακών Πόρων (ERP), εκδότης Κ. Στεφάνου.

- Στεφάνου Κ., Μπιάλας Χ., (2017). Συστήματα Επιχειρησιακών Πόρων και Εφαρμογές με το σύστημα SAP, Εκδότης Αλτιντζής Α.
- Φιτσιλής, Π. (2015). Σύγχρονα πληροφοριακά συστήματα επιχειρήσεων, ERP-CRM-BPR, [ηλεκτρ. βιβλ.] Αθήνα: Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών, Κάλλιπος, Διαθέσιμο στο: <http://hdl.handle.net/11419/2256>
- Φωλίνας Δ., Παπαδοπούλου Ε.Μ. (2013). Διαχείριση διαδικασιών αποθήκης με τη χρήση πληροφοριακού συστήματος, Ιδιωτική έκδοση, Θεσσαλονίκη.
- Laudon, K., Laudon J. (2015). Πληροφοριακά Συστήματα Διοίκησης, 11η Αμερικάνικη Έκδοση, Κλειδάριθμος

Suggested Bibliography in English Language:

- Baumann, F., Ceniza, G., Massicette, S., Medepalli, A., Thomas, K. (2017). Digital Supply Chain For Dummies, JDA Software Group.
- Kurbel, K., (2013). Enterprise Resource Planning and Supply Chain Management, Springer.
- Martin, M. (2014). Discover Logistics with SAP (SAP ERP and SAP SCM), 2nd updated edition, SAP Press.
- Monk, E., Wagner, B. (2012). Concepts in Enterprise Resource Planning, Course Technology
- Olson D., (2012). Supply Chain Information Technology, Business Expert Press.
- Temponi, C., Vandaele, N. (eds) (2018). Information Systems, Logistics, and Supply Chain, Lecture Notes in Business Information Processing, Springer.
- Sousa, M.J., Cruz, R., Caracol, C. Dias, I. (2017). Handbook of Research on Information Management for Effective Logistics and Supply Chains, IGI Global.
- Wang, J. (2009). Innovations in Supply Chain Management for Information Systems: Novel Approaches, 1st edition Business Science Reference.

Related academic Journals:

- International Journal of Information Systems and Supply Chain Management (IJISSCM)
- Operations and Supply Chain Management: An International Journal (OSCM)
- Journal of Information Technology Impact (JITI)
- International Journal of Intelligent Enterprise (IJIE)
- International Journal of Logistics Systems and Management
- Journal of Enterprise Information Management
- Journal of Enterprise Resource Planning Studies
- International Journal of Enterprise Information Systems (IJEIS)

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5704	SEMESTER	7th
COURSE TITLE	AGROECONOMIC & SOCIOLOGICAL RESEARCH METHODS		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <p>the provision of knowledge that will contribute to the learning of both theoretical and methodological approaches for the implementation of socio-economic research in rural areas. The course aims to provide students with those theoretical and methodological tools, which will help them identify analyse and explain socio-economic phenomena. More specifically, the student understands that the aim of the research is exploratory, descriptive and explanatory. At the exploratory level the goal is to assist student on how to specify the research question how to prepare the research. The most important part of socio-economic research is descriptive using quantitative and qualitative data collection techniques. At this stage, the aim is to create an image of the situation, of the socio-economic context and of the relationships focusing on "how" and "who" and less on "why". At the explanatory level, the aim is to answer the "why" question in an attempt to identify the causes and reasons why something is happening. Thus, the student is taught how to carry out the steps of the research process from the selection of the topic, to focus on the key question (or questions) of the research, its design, with the selection of appropriate methods, in the collection of data, in their analysis with appropriate tools, in explaining the findings and finally in writing and communicating them results.</p> <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • To know the main research approaches in the field of business administration. • Familiarize with the specific terminology used in applied research. • To be aware of the various types of research and the stages of their implementation • To compose and prepare a research study. • To understand the socio-economic background and its epistemological documentation

applied research in the field of management science.

- To utilize the qualitative and quantitative techniques applied in administration practice.
- To apply research approaches and methods using quantitative and qualitative methods
- To be aware of the background, design and implementation of his own research.
- To develop critical thinking, problem solving and project management skills in complete work preparation.
- Be aware of issues of ethics and research ethics
- To apply presentation techniques

General Competences

Research, analyse and composing of data and information, using appropriate technologies

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in international environment

Working in an interdisciplinary environment

Production of new research ideas

Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction - Concept of research
2. Current trends in research
3. Research design
4. Development of research questions and research hypotheses
5. Research plan
6. Research methods
7. Primary and Secondary data
8. Questionnaires and research design
9. Analysis of Research data
10. Quantitative data analysis techniques
11. Techniques for analyzing quality data
12. Quality control and reporting
13. Ethical issues related to the conduct of the research

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4. TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning														
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>														
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p>														

Students with **special learning difficulties** in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.

Specifically-Defined Criteria:

The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Rainer Schnell, Paul Hill, Elke Esser (2014) Μέθοδοι Εμπειρικής Κοινωνικής Έρευνας, Κωδικός Βιβλίου στον Εύδοξο: 41954711, Έκδοση: 1η Ελληνική από 9η Γερμανική/2014, ISBN: 978-618-5036-09-6, Εκδόσεις ΠΡΟΠΟΜΠΟΣ.
- Earl Babbie, (2011), Εισαγωγή στην κοινωνική έρευνα, Αθήνα, Εκδόσεις Κριτική .Ε.
- M. Grawitz, Μέθοδοι των Κοινωνικών Επιστημών, Τόμοι Α΄ και Β΄, Αθήνα: Βιβλιόπολις Α.Ε.Β.Ε. Προϊόντα Πνευματικής Δημιουργίας, 2006.
- Θ. Καλφόπουλος, (επιμ.), Η Ποιοτική Παράδοση στις Κοινωνικές Επιστήμες, Αθήνα: Κάπολα Κων. Παγώνα Εκδόσεις - Εκθέσεις - Μελέτες, 2003.
- Π. Γέμτος, Οι Κοινωνικές Επιστήμες. Μια εισαγωγή, Αθήνα: Γ. Δαρδανός - Κ. Δαρδανός Ο.Ε., 1995.
- Ν. Κυριαζή, Η Κοινωνιολογική Έρευνα: Κριτική Επισκόπηση των Μεθόδων και των Τεχνικών, Αθήνα: Ελληνικά Γράμματα Α.Ε. Εκδόσεις - Βιβλιοπωλείο, 2001.

Suggested Bibliography in English Language:

Related academic Journals:

- Journal of Business Research
- Journal of Advanced Research
- International Journal of Social Research Methodology

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5705	SEMESTER	7th
COURSE TITLE	CUSTOMER BEHAVIOUR		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Special Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <p>Consumer Behavior deals with the process through which individuals or groups of individuals seek, choose and purchase, use and evaluate products and services to meet their needs and desires. The aim of the course is to understand the subject and the methods of this scientific field and to get acquainted with the classical and contemporary theoretical and empirical approaches to the study of consumer behavior and their importance for the development of effective marketing strategies.</p> <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • Be aware of the subject and methods of consumer behavior. • Be able to evaluate different theoretical and empirical approaches. • Understand, in particular, the processes through which consumers are looking for and assessing available choices and shaping their preferences. • Understand the importance of consumer behavior in designing effective marketing actions. • Understand the ways in which marketing strategies affect consumer behavior
General Competences
<p>Adapting to new situations</p> <p>Decision-making</p> <p>Working independently</p>

Teamwork
Working in an international environment
Working in an interdisciplinary environment
Production of new research ideas Teamwork
Project planning and management
Respect for difference and multiculturalism
Respect for the natural environment
Showing social, professional, and ethical responsibility and sensitivity to gender issues
Criticism and self-criticism
Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction to Consumer Behavior: Concept, Research Methods, Associated Branches, Relationship to Marketing.
2. External influences of consumer behavior: demographic and social characteristics, values, culture, reference groups, opinion leaders.
3. Internal processes: information processing, perception, learning, memory, motivation, self-image, personality, lifestyle, attitudes, feelings.
4. Theory and methods of segmentation of the consumer market.
5. Purchasing decisions:
6. Stages of purchasing decisions,
7. Types of purchasing decisions,
8. Consumer involvement and purchasing decisions.
9. Post-buying behavior.
10. Consumer protection: consumer protection policy,
11. State organizations
12. Consumer protection associations,
13. Regulatory frameworks and legislation.

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material

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<p>STUDENT PERFORMANCE EVALUATION</p>	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>														

5.ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Μπάλας, Γ. και Παπασταθοπούλου, Π. (2013). Συμπεριφορά Καταναλωτή, Εκδόσεις Rosili.
- Σιώμκος, Γ. (2011). Συμπεριφορά Καταναλωτή και Στρατηγική Μάρκετινγκ, Εκδόσεις Σταμούλη.
- Solomon, M. R. (2016). Συμπεριφορά Καταναλωτή: Αγοράζοντας, Έχοντας και Ζώντας, Εκδόσεις Τζιόλα.

Suggested Bibliography in English Language:

- Haugtvedt, C. P., Herr, P. M., & Kardes, F. R. (Eds) (2008). Handbook of Consumer Psychology, NY: Taylor and Francis.
- Hoyer, W., D., & MacInnis, D. J. (2010). Consumer Behavior, 5th Edition. Mason, OH: South-Western.

Related academic Journals:

- Journal of Customer Behaviour
- Journal of Consumer Behaviour
- Consumer Behavior and Culture

Instructor's Notes

COURSE OUTLINE

1. GENERAL INFORMATION

SCHOOL	APPLIED ECONOMICS AND SOCIAL SCIENCES		
DEPARTMENT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDY	<i>Undergraduate</i>		
COURSE UNIT CODE	5706	SEMESTER	7 th
COURSE TITLE	Management Accounting		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	2	5	
Lab	2		
COURSE TYPE	Scientific expertise		
PREREQUISITE COURSES:			
LANGUAGE OF INSTRUCTION:	Greek		
LANGUAGE OF EXAMINATION/ASSESSMENT:	Greek		
THE COURSE IS OFFERED TO ERASMUS STUDENTS	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes

The purpose of Management Accounting is to provide useful information to management helping to make the right decisions. The course aims to provide students with the foundations for understanding Management Accounting both in theory and in practice by presenting its basic concepts, principles and applications. The course material introduces students to the methods and processes of selecting accounting information for business decision-making, emphasizing the costing of products and services.

on successful completion of the course the student:

- will have become familiar with costing concepts and terms such as the cost of raw materials, direct labor, industrial overheads and their costing treatment for calculating production and service costs.
- will know costing techniques such as absorption costing, marginal costing and standard costing. They will have understood the basic principles and features of activity-based costing.
- They will be able to select and apply management accounting techniques in practical situations.
-

General Competences

- Decision-making
- Individual/Independent work
- Group/Team work

3. COURSE CONTENT

- The concept of costing. The costing system.

- The concept of cost and output. Cost discrimination. The elements of the cost of production.
- Raw Materials costing and inventory valuation. Direct Labor cost handling. Costing of General Industrial Expenses.
- Pre-defined G.B.E imputation factor. Under-billing - Over-billing G.B.E.
- Absorption costing, marginal costing, standard costing and activity based costing.
- Custom costing. Job costing sheet.
- Continuous production costing. Equivalent units of production.
- Budget cost and variance analysis.
- Breakeven analysis.
- Quality Management and Measurement
- Capital investment decisionsSpecial topics

4.TEACHING METHODS--ASSESSMENT

MODES OF DELIVERY	Face to face														
USE OF INFORMATION AND COMMUNICATION TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the AUA Open eClass platform of the University (Integrated Electronic Course Management System) • Support of the lectures using presentation software • Use of audiovisual material • Use of Internet applications 														
COURSE DESIGN	<table border="1"> <thead> <tr> <th><i>Activity</i></th> <th><i>Work Load</i></th> </tr> </thead> <tbody> <tr> <td>Lectures</td> <td>26</td> </tr> <tr> <td>Laboratory practice</td> <td>26</td> </tr> <tr> <td>Self-directed study</td> <td>69</td> </tr> <tr> <td>Exams</td> <td>4</td> </tr> <tr> <td>Consultation hours</td> <td>0,5</td> </tr> <tr> <td>Total</td> <td>125,5</td> </tr> </tbody> </table>	<i>Activity</i>	<i>Work Load</i>	Lectures	26	Laboratory practice	26	Self-directed study	69	Exams	4	Consultation hours	0,5	Total	125,5
<i>Activity</i>	<i>Work Load</i>														
Lectures	26														
Laboratory practice	26														
Self-directed study	69														
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Consultation hours	0,5														
Total	125,5														
STUDENT PERFORMANCE EVALUATION/ASSESSMENT METHODS	<p>Around the middle of the semester, the examination of the compulsory first written exam is planned. The material examined corresponds to approximately 1/3 of the total material examined and the grade constitutes 30% of the final grade of the semester. In case of non-participation in the first written examination, the student receives zero as a grade.</p> <p>In the final exam of the semester, the rest of the total material that was not examined in first written exam is examined and the grade of this exam corresponds to 70% of the final grade. By adding the grades of the two exams with the weights of 30% and 70%, respectively, the grade of the course in the specific semester is obtained.</p>														

5.SUGGESTED BIBLIOGRAPHY

- Suggested bibliography:

- 1.Horngren's Διοικητική Λογιστική, Miller-Nobles T.L., Mattison B.L., Matsumura Ella Mae, Εκδότης: Broken Hill Publishers

- 2.Διοικητική Λογιστική, Νεγκάκης Χρήστος, Κουσενίδης Δημήτριος, (Εκδότης):
Αειφόρος Λογιστική Μονοπρόσωπη ΙΚΕ

-

- *Related academic journals:*

- Journal of Accounting Research
- Management Accounting Research
- Advances in Management Accounting
- Journal of Management Accounting Research
- Accounting in Europe
- Accounting, Auditing and Accountability Journal

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5707	SEMESTER	7th
COURSE TITLE	AROMATIC - MEDICINAL PLANTS		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	3	5	
Laboratory Exercises	2		
COURSE TYPE	In-Depth Analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

The course aims to acquaint students with special knowledge related to the technique of cultivation of aromatic and medicinal plants, the active substances of essential oils, market requirements, botanical description, soil-climatic requirements and their adaptability to varieties, in the methods of receipt and industrial uses of essential oils and aromatic substances, as well as in the technological processing and marketing of aromatic and medicinal plants.

Upon successful completion of the course the student will be able to:

- recognize the most important aromatic and medicinal plants of Greece, as well as their properties and uses
- understands how they work and the techniques available for their use
- apply techniques, during cultivation and after harvest, aimed at obtaining high yields of essential oil with chemotypes

distinguish characteristics that meet the requirements of industry and markets

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

For the main aromatic and medicinal plants are examined: General elements - origin and distribution, economic importance and uses, development, adaptability (climatic and soil requirements), cultivation technique (crop rotation, soil treatment, inorganic nutrition and fertilization, sowing, water requirements and irrigation, maturation and harvest, main enemies and diseases), products and quality characteristics. Methods of receipt of essential oils and determination of the active ingredients of the essential oils. The effects of the active substances and the poisonous substances they contain on humans are also examined. At the same time, detailed data on the various extraction methods and types of aromatic extracts are provided, as well as additional data on prices and trends in international markets. Finally, the possibility of organizing agricultural units for cultivation and processing of aromatic and medicinal plants is studied. The aromatic and medicinal plants that are studied are the following:

1. Oregano - Thyme - Marjoram
2. Mountain tea
3. Honeysuckle - Mint
4. Basil
5. Lavender
6. Sage
7. Sea fennel
8. Hypericum - Calendula
9. Chamomile
10. Anise-Rosemary-Fennel
11. Artemisia-Achilles-Valerian
12. Crocus

13. Coriander-Cumin

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning																		
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face-to-face at office hours, email, eclass platform</p>																		
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report 																		

	<ul style="list-style-type: none"> • Oral examination Evaluation criteria: correctness, completeness, clarity <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria: The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Δόρδας, Χ. (2012). *Αρωματικά και Φαρμακευτικά Φυτά*. Εκδόσεις ΣΥΓΧΡΟΝΗ ΠΑΙΔΕΙΑ, Θεσσαλονίκη.
- Κατσιώτης, Σ.Θ. & Χατζοπούλου, Π.Σ. (2015). *Αρωματικά φαρμακευτικά φυτά και αιθέρια έλαια*. Εκδόσεις Κυριακίδη.

Suggested Bibliography in English Language:

- Mattias, A. & Laisne, N. (2017). *Medicinal plants: Production, Cultivation and Uses*. Nova Science Publishers.

Related academic journals:

- *Industrial Crops and Products*
- *Journal of Applied Research on Medicinal and Aromatic Plants*
- *Phytochemistry*
- *Journal of Ethnopharmacology*

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5708	SEMESTER	7th
COURSE TITLE	Special alternative forms of tourism		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Special Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

Students will understand the role that culture and the environment play in shaping the development framework, not only of alternative and mass tourism, but also as the main regulator of a series of quality criteria that affect the organization and operation of both the place as well as tourism businesses.

Upon successful completion of the course, the student will be able to:

- Understands the conceptual approaches of Alternative tourism and its content
- Understands the relationships that are formed between Alternative tourism and sustainable development
- Understands Culture as a quality factor of the tourism circuit
- Understands Environment as a quality factor of the tourism circuit
- Understands the possibilities and types of Alternative tourism planning
- Understands the financial framework to support Alternative tourism
- Understands the management of Alternative Tourism businesses
- Understands Alternative Tourism marketing

General Competences

- Search, analysis and synthesis of data and information, using the necessary technologies
- Adaptation to new situations
- Decision making

- Autonomous work
- Teamwork
- Working in an International Environment
- Work in an interdisciplinary environment
- Promotion of new Research ideas
- Respect for the Natural Environment
- Project planning and management
- Respect for Diversity and multiculturalism
- Demonstration of social, professional and moral responsibility and sensitivity in matters of gender
- Exercise criticism and self-criticism
- Promoting free, creative and inductive thinking

3.SYLLABUS

1. Introduction to tourism
2. The dimensions of the Tourism phenomenon
3. Basic incentives for tourist travel
4. Barriers to tourist movement
5. Life cycle of Greek Tourism Product
6. Alternative forms of Tourism - Introduction to the concept of Alternative tourism
7. Craft Tourism
8. Social Tourism - Travel Tourism
9. Third Age Tourism - Spa Tourism - Religious Tourism
10. Health Tourism- Wellness Tourism
11. Sports Tourism
12. Agritourism
13. Rural tourism and tourism in organized villages of special type

A combination of teaching and learning methods will be used with the aim of active student participation and the practical application of the topics under consideration: lectures using audiovisual media, analysis and discussion of case studies on real business issues, experiential (group) exercises, as well as projection of relevant videos. Students will also do individual or group work.

In addition, articles, audiovisual lecture materials, web addresses, useful information, case studies and student practice exercises are posted on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning									
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face-to-face at office hours, email, eclass platform</p>									
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<i>Activity</i>	<i>Workload</i>									
Lectures (direct)	65									
Laboratory Practice	--									
Essay Writing	28									

	Autonomous study	30
	Advisory Support	0,5
	Examination	2
	Laboratory Examination	--
	<i>Total</i> <i>(About 25 hours of study per ECTS)</i>	125,5
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>	

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Βαβίζος Γ., Μερτζάνης Α., (2003): *Περιβάλλον - Μελέτες Περιβαλλοντικών Επιπτώσεων. 2η Έκδοση.* Βιβλίο 345 σελ. Εκδόσεις Παπασωτηρίου, Αθήνα, ISBN 960-7530-03-9
- Εναλλακτικές και Ειδικές μορφές τουρισμού, Σωτηριάδης Μάριος, Φαρσάρη Ιωάννα, Εκδόσεις INTERBOOKS
- Επαγγελματικός Τουρισμός, Οργάνωση Συνεδρίων, Κραβαρίτης Κωστας, Εκδόσεις INTERBOOKS

- Εισαγωγή στον Επαγγελματικό τουρισμό, Λαζανά φιλιώ, Εκδόσεις INTERBOOKS
- ΦΕΚ 206/30-01-2017 τα Β' (2017) Καθορισμός τεχνικών προδιαγραφών χάραξης, σήμανσης, διάνοιξης και συντήρησης των ορειβατικών - πεζοπορικών μονοπατιών

Suggested Bibliography in English Language:

Related academic Journals:

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5801	SEMESTER	8o
COURSE TITLE	Food Quality Management		
INDEPENDENT TEACHING ACTIVITIES		WEEKLY TEACHING HOURS	CREDITS
	Lectures	3	5
	Laboratory Exercises	2	
COURSE TYPE	In-depth analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclash.aua.ar/eclash/		

2.LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

Explain and develop the requirements of the international standard ISO 9001 with examples and case studies, the common points as well as the differences among various Management Systems, food safety risks and control measures of these risks and categorization into Critical Control Points; Functional Prerequisite Programs and Prerequisite Programs, HACCP's basic principles, plan, requirements in accordance with ISO 22000 standard; the requirements of ISO 14001 and EMAS standards, as well as the requirements of integrated crop production management systems (Agro, Eurepgap, Globalgap).

Upon successful completion of the course, the student will be able to:

- (a) decode the ISO 9001 standard and develop and install a Quality Management System in accordance with the ISO 9001 standard;
- b) distinguish food safety risk control measures;
- c) categorize food safety risk control measures into Critical Control Points, Operational Prerequisite Programs and Prerequisite Programs;
- d) design a HACCP plan;
- e) decode the ISO 22000 standard and develop a Food Safety Management System in accordance with the ISO 22000 standard;
- f) decode ISO 14001 and EMAS standards and develop and install an Environmental

- Management System in accordance with ISO 14001 and EMAS standards;
- g) to develop and install an Integrated Crop Management System based on the common requirements of the different Management Systems (Agro, Eurepgap, Globalgap),
- h) develop and install an Integrated Management System, based on the common requirements of the different Management Systems; and
- i) evaluate inspection findings, in terms of compliance with the requirements of Management Systems.

General Competences

Search, analysis and synthesis of data and information, using the necessary technologies
 Adaptation to new situations
 Decision making
 Autonomous work
 Teamwork
 Working in an International Environment Work in an interdisciplinary environment
 Promotion of new Research Ideas Respect for the Natural Environment Project Design and Management Respect for Diversity and multiculturalism
 Demonstration of social, professional and moral responsibility and sensitivity to issues gender
 Exercise criticism and self-criticism Promoting free, creative and inductive thinking

3.SYLLABUS

1. Introduction - Requirements of the international standard ISO 9001
2. Common points of the requirements of the existing Management Systems,
3. Differences in the requirements of various Management Systems
4. Food safety hazards,
5. Food safety risk control measures
6. Ways to categorize control measures into Critical Control Points
7. Functional Prerequisite Programs and Prerequisite Programs,
8. Basic principles of HACCP,
9. HACCP plan,
10. Requirements of the Food Safety Management System according to the ISO22000 standard,
11. Requirements of ISO 14001 standards
12. Requirements of the EMAS standard,
13. Requirements of integrated crop production management systems (Agro, Eurepgap, Globalgap).

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	Support of the learning process through the University's AUA Open eClass platform (integrated e- Course Management System)
Support of lectures using presentation software	
Use of audiovisual material	

5.ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

Διαχείριση Ποιότητας και Οργανωσιακή Αριστεία, 8η Έκδοση, Goetsch L. David – Stanley B. Davis, Γεώργιος Μποχώρης (επιμέλεια), ISBN: 978-960-418-690-7, ΕΚΔΟΣΕΙΣ Α. ΤΖΙΟΛΑ & ΥΙΟΙ Α.Ε.

ISO 9000:2000, Αρβανιτογιάννης Ιωάννης Σ., Κούρτης Λάζαρος, ISBN: 960-351-436-5, ΕΚΔΟΣΕΙΣ ΣΤΑΜΟΥΛΗ ΑΕ

Αρβανιτογιάννης Ι. και Τζούρος Ν. (2006), "Το νέο πρότυπο ποιότητας και

ασφάλειας τροφίμων ISO 22000”, Εκδόσεις Σταμούλη Α.Ε., ISBN 960-351-651-1.

Suggested Bibliography in English Language:

Related academic Journals:

International Journal of Operations and Production Management

International Journal of Quality and Reliability Management

International Journal of Productivity and Performance Management

The TQM Journal

Total Quality Management and Business Excellence

Food Control

Food Policy

British Food Journal

Instructor's Notes

COURSE LAYOUT

1. GENERAL

SCHOOL	Applied Economics and Social Sciences		
DEPARTMENT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
STUDY LEVEL	<i>Undergraduate</i>		
COURSE CODE	5802	SEMESTER	8th
COURSE TITLE	FARM MANAGEMENT II		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	ECTS	
Lectures	4	5	
COURSE TYPE	Specialized general knowledge		
PREREQUISITES	NO		
LANGUAGE	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	Yes (in English)		
COURSE WEB PAGE	https://mediasrv.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <p>to complete the technical and economic analysis of crop and livestock farms, to examine their operation and to analyse their decision-making process. It is a continuation of the course: "Organization and Management of Agricultural Holdings I". In particular, this course</p> <p>Upon successful completion of the course the student will be able to:</p> <ul style="list-style-type: none"> • understand the necessity of keeping records on technical and economic figures for the implementation of technoeconomic analysis of agricultural holdings with basic and intermediate production sectors (livestock farms, in particular) and for the subsequent estimation of production costs and economic outcomes in such cases • understand the evaluation process of the technical and economic operation of the livestock farms and to become familiar with the available methods. • understand the decision-making process on farms under conditions of certainty and uncertainty and to utilize the suitable corresponding methods/tools in each case.
General Competenses
<p>Search, analysis and synthesis of data and information, using the necessary technologies</p> <p>Decision making</p> <p>Autonomous Work</p>

Teamwork

Project design and management

Promoting free, creative and inductive thinking

3. COURSE CONTENT

1. Basic principles of organization and management of agricultural holdings and different operation stages
2. Estimation of production costs of intermediate and final sectors of production of an agricultural holding.
3. Economic results/outcomes of agricultural holdings and economic efficiency of the agricultural activity
4. Analysis of agricultural technical data in crop and animal production
5. Analysis of agro-economic data in crop and animal production
6. Operation analysis of agricultural holdings (group analysis) with applications in livestock farms.
7. Separated analysis of different factors of production. Analysis of the use of agricultural machinery. Costs of maintenance and operation of agricultural machinery
8. Separated analysis of factors of production. Human labour utilization analysis (calculation of necessary and actual utilized labour).
9. Production planning in Agricultural holdings and decision Making under certainty. The Agricultural Budgeting method (Crop / Animal Production Budgeting, Partial and Total Agricultural Budgeting)
10. Production planning in Agricultural holdings and decision Making under certainty. The method of simplified programming.
11. Production Planning of Agricultural Holdings and Decision Making under Uncertainty Conditions. The Linear Programming Method (Graphic Method, Simplex Algorithm, Big M Method, Dual Problem)
12. Agricultural Production Planning and Decision Making under Uncertainty Conditions. Concept, significance, sources of origin and methods of mitigation of risk and uncertainty on agricultural holdings
13. Production Planning and Decision Making under Uncertainty Conditions. Sensitivity analysis, Decision tree, Table of expected revenues)

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4. TEACHING AND LEARNING METHODS - EVALUATION

TEACHING METHOD	Face-to-face, distant learning
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<p>USE OF INFORMATICS and COMMUNICATION TECHNOLOGIES</p>	<ul style="list-style-type: none"> • Support of the learning process through the AUA Open eClass platform of the University (Integrated Electronic Course Management System) • Support of the lectures using presentation software • Use of audiovisual material • Use of Internet applications <p>Communication with the students: face-to-face, during office hours, through email, and on the e-class platform</p>														
<p>TEACHING ORGANISATION</p>	<table border="1"> <thead> <tr> <th><i>Activity</i></th> <th><i>Work Load</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td>65</td> </tr> <tr> <td>Essay Writing</td> <td>28</td> </tr> <tr> <td>Autonomous study</td> <td>30</td> </tr> <tr> <td>Advisory Support</td> <td>0,5</td> </tr> <tr> <td>Examination</td> <td>2</td> </tr> <tr> <td><i>Total</i> <i>(About 25 hours of study per ECTS)</i></td> <td>125,5</td> </tr> </tbody> </table>	<i>Activity</i>	<i>Work Load</i>	Lectures (direct)	65	Essay Writing	28	Autonomous study	30	Advisory Support	0,5	Examination	2	<i>Total</i> <i>(About 25 hours of study per ECTS)</i>	125,5
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<p>STUDENTS EVALUATION</p>	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <ul style="list-style-type: none"> i. Compulsory written final examination at the end of the semester (weighting factor 70%) which includes: <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> ii. Optional written exam or essay during the semester (weighting factor 30%) which may include: <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>Special learning difficulties: Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p>														

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--	--

5. ATTACHED BIBLIOGRAPHY

Suggested bibliography in Greek Language:

- Σπαθής Π., Τσιμπούκας Κ., «Οικονομική των επιχειρήσεων. Με εφαρμογές στις επιχειρήσεις Τροφίμων και Γεωργίας», Ελληνοεκδοτική, Αθήνα, 2010
- Κιτσοπανίδης Γ., «Οικονομική Γεωργικών Εκμεταλλεύσεων, Γεωργική Μικροοικονομία, Β' Έκδοση», ΕΚΔΟΣΕΙΣ ΖΗΤΗ, Θεσσαλονίκη, 2010
- Διαχείριση Αγροτικών Εκμεταλλεύσεων, Peter L. Nuthall, εκδόσεις Προπομπός, Αθήνα 2019

Suggested bibliography in English Language

- Nuthall, P.L., 2016. *Farm business management: the fundamentals of good practice*. CABI.
- Edwards, W., Duffy, P. and Kay, R., 2015. *Farm management*. 9th Edition, McGraw-Hill Higher Education

Related Academic Journals:

- Agricultural Systems, ISSN: 0308-521X
- Journal of Agricultural Economics, ISSN:1477-9552
- Agricultural Economics Review, ISSN: 1109-2580
- European Review of Agricultural Economics, ISSN: 0165-1587
- Agribusiness: an International Journal, ISSN: 1520-6297
- Journal of Agribusiness in Developing and Emerging Economies, ISSN: 2044-0839

Instructor notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5803	SEMESTER	8th
COURSE TITLE	INTERNATIONAL EXPORT MARKETING		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
	Lectures	4	5
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <p>The purpose of the lesson is to present a succinct scientific approach to Marketing strategies followed by companies that have penetrated or intend to expand to foreign markets. It analyzes how to make business internationalization decisions in a globalized environment and describes the impacts of international trade, FDI and multinationals in the countries in which they operate. Examines sources of information from primary and secondary elements of an International Marketing Information System, describes alternative strategies for foreign market penetration and the factors that influence them and analyzes product, pricing, communication and promotion strategies. international markets. Finally, the process of international strategic marketing planning and planning is described</p> <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • Know the basic problems and practices of international marketing. • Analyze and oversee the key aspects and dimensions of understanding the nature of the process of modern international marketing management • Distinguish important parameters for the role of international marketing in the past, present and future. • Gain an understanding of the impact of international marketing on domestic economic policy. • Recognize and manage issues in the international cultural environment that influence the development of international marketing practices. • Understand the role of economic, legal, social and political forces in international marketing strategy.

- Understand the role of market research for export and international companies in the marketing decision-making process.
- Analyze the elements of the international marketing mix with particular emphasis on specific procedures and techniques related to the international export marketing.

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction to International Marketing - Objectives and Purpose
2. The Global Business Environment
3. Cultural Environment and Culture
4. The International Political Environment
5. The International Legal Environment
6. The International Economic Environment
7. International Marketing and Research
8. Multi-national and Global Business
9. Export marketing plan
10. Export paths and grey situations
11. International Product Policy
12. International View
13. International Distribution

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning														
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>														
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	AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Πανηγυράκης Γιώργος, (2013), Διεθνές Μάρκετινγκ, Εκδόσεις Σταμούλη, Αθήνα, (in Greek).
- Πανηγυράκης Γιώργος και Μουρδουκούτας Πάνος, (1999), Ιαπωνική Διοικητική και Μάρκετινγκ, Εκδόσεις Σταμούλη, Αθήνα.
- Cateora, Philip, R., Graham, John L., (2003), Διεθνές Μάρκετινγκ, Εκδόσεις Παπαζήση.

Suggested Bibliography in English Language:

- Cateora, Philip, R., Graham, John L., (latest edition), International Marketing, McGraw Hill Irwin.
- Czinkota, Michael R., Ronkainen, Ilkka A., (latest edition), International Marketing, Thomson/South Western.

Related academic Journals:

- Journal of International Marketing
- Journal of Global Marketing
- International Marketing Review

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5805	SEMESTER	8th
COURSE TITLE	BUSINESS INTELLIGENCE SYSTEMS (BI)		

INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS
Lectures	3	5
Laboratory exercises	2	

COURSE TYPE	Special Background
PREREQUISITE COURSES	NO
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/

2.LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <p>The course aims to present the usefulness of business intelligence in modern enterprises to the students, and to familiarize them with the application of business intelligence methods and techniques that support problem solving.</p> <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • explain the benefits from business intelligence systems utilization for the enterprise • implement data warehouses and perform OLAP tasks • apply methods and techniques of data visualization

- describe the intelligent decision support systems
- apply methods of data preprocessing and data mining
- explain the applications of recommendation systems and the categories of technologies that they use
- use specialized business intelligence software for problem solving

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction to Business Intelligence: Business Intelligence definitions, architectures, benefits. Applications in Businesses
2. Business Intelligence and Data Warehouses: Procedures. Architectures. Data Integration.
3. Business Intelligence and Data Warehouses: Developing Data Warehouses. Data marts. OLAP and OLTP
4. Data visualization: Methods and techniques
5. Intelligent Decision Support Systems: Analytic Hierarchy Process (AHP). Fuzzy Analytic Hierarchy Process (FAHP). Expert systems. Neuronic Nets. Intelligent Agents. Genetic Algorithms
6. Data mining: Definition. Data mining in modern enterprises
7. Data mining: The procedure of extracting knowledge from data. Data preprocessing.
8. Methods of data mining: Classification. Clustering. Association rules
9. Recommendation systems
10. Data mining software (e.g. RapidMiner)
11. Business Intelligence Applications in supply chain (A)

- 12. Business Intelligence Applications in supply chain (B)
- 13. Business Intelligence project management

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning																		
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face-to-face at office hours, email, eclass platform</p>																		
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report 																		

	<ul style="list-style-type: none"> • Oral examination Evaluation criteria: correctness, completeness, clarity <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Κύρκος, Ε. (2015). Επιχειρηματική Ευφυΐα & Εξόρυξη Δεδομένων, [ηλεκτρ. βιβλ.] Αθήνα: Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών. Διαθέσιμο στο: <http://www.kallipos.gr>
- Μοχάμεντ, Ζ. Τζ. & Γουάγκνερ Μ. (2017). Εξόρυξη και Ανάλυση Δεδομένων, Βασικές Έννοιες και Αλγόριθμοι, Κλειδάριθμος
- Νανόπουλος, Α. & Μανωλόπουλος, Ι. (2010). Εισαγωγή στην Εξόρυξη και τις Αποθήκες Δεδομένων. Εκδόσεις Νέων Τεχνολογιών, Αθήνα.
- Σταλίδης, Γ. και Καρδαράς, Δ. (2015). Διαχείριση Δεδομένων και Επιχειρηματική Ευφυΐα, Θεωρία και εφαρμογές για Στελέχη επιχειρήσεων, [ηλεκτρ. βιβλ.] Αθήνα: Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών. Διαθέσιμο στο: <http://hdl.handle.net/11419/1161>
- Tan P. – N., Steinbach M., Kumar, V. (2010). Εισαγωγή στην εξόρυξη δεδομένων, Εκδόσεις Τζιόλα & Υιοί, Α.Ε.

Suggested Bibliography in English Language:

- Quaddus, M., & Woodside, A., (2015). Sustaining competitive advantage via Business Intelligence, Knowledge Management, and System Dynamics, Emerald Books, 1st edition
- Provost F. & Fowcett T. (2013). Data Science for Business, O' Reilly Media.

- Ramesh, S & Dursun, D., Turban, E. (2018). Business Intelligence, Analytics and Data Science A Managerial Perspective, 4rd edition, Pearson Education (US),
- Sabherwal, R., & Beccera – Fernandez, I. (2011). Business Intelligence Practices, Technologies and Management. John Wiley and Sons Inc.
- Vercellis, C. (2009). Business Intelligence: Data mining and optimization for decision making, John Wiley and sons

Related academic Journals:

- International Journal of Business Intelligence
- Business Intelligence Journal
- Data Mining and Knowledge Discovery
- Intelligent Data Analysis
- International Journal of Business Intelligence and Data Mining, Interscience Publishers
- International Journal of Data Warehousing and Mining

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5806	SEMESTER	8th
COURSE TITLE	Introduction to water resources management		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Special Background//Skills Development		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclclass.aua.gr/eclclass/		

2.LEARNING OUTCOMES

Learning Outcomes
<p>The course aims at acquiring basic knowledge on sustainable water resources management and on irrigation planning and application.</p> <p>Upon successful completion of the course the student will be able to:</p> <ul style="list-style-type: none"> • understand the basic concepts of the hydrological cycle, water sources and the soil-plant-atmosphere relationship • understand and handle issues related to sustainable management and application of irrigation water • calculate the crops' water needs • recognize the components of an irrigation network as well as their use and connection • select and install the most suitable irrigation system <p>understand the basic concepts and importance of drainage in agriculture</p>
General Competences
Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Project planning and management

Production of free, creative and inductive thinking

3.SYLLABUS

Theoretical part

1. Introduction (hydrologic cycle, importance of irrigation, irrigation in Greece, sustainable agricultural water use)
2. Soil and water relationship
3. Soil water and plant relationship
4. Irrigation systems
5. Crop water needs (evapotranspiration, calculation methods, crop coefficients, crop irrigation needs)
6. Irrigation planning (irrigation dose, range, etc)
7. Irrigation water quality
8. Irrigation methods. Selection Criteria. Advantages and disadvantages of irrigation systems
9. Irrigation efficiency. Irrigation water management in Greece (institutional framework, Land Reclamation Organizations, management problems)
10. Principles of agricultural land drainage
11. Irrigation practices in vineyards, olives, kiwi and vegetables
12. Irrigation practices in citrus, deciduous trees, maize and cotton
13. Innovative irrigation techniques (deficit irrigation, partial rhizosphere drying, precision irrigation)

Laboratory exercises

1. Determination of soil moisture
2. Determination of soil water velocity and parameters of ground water movement
3. Quality parameters of irrigation water (hydraulic conductivity, pH)
4. Irrigation network connection components
5. Construction of a small irrigation network
6. Irrigation water losses
7. Getting to know the FAO's software "The ETo calculator" for the calculation of evapotranspiration
8. Determination of plants water status by direct and indirect techniques
9. Study of the effects of water scarcity on different types of plants growing in containers
10. Calculation of irrigation dose, duration and range for specific crops
11. Irrigation studies
12. Use of irrigation network for the fertilization of crops (fertigation)

Use of irrigation network for weed control (herbigation)

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will

also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

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- Χατζουλάκης, Κ.Σ. (2019). *Η άρδευση των καλλιεργειών: Μέθοδοι, σχεδιασμός, καινοτόμες τεχνικές, ανάγκες σε νερό, ποιότητα νερού, εφαρμογές*. Εκδόσεις ΑγροΤύπος, Αθήνα
- Τερζίδης, Γ.Α., Παπαζαφειρίου, Ζ.Γ. (1997). *Γεωργική Υδραυλική*. Εκδόσεις Ζήτη. Θεσσαλονίκη
- Παπαζαφειρίου, Γ.Ζ. (1999). *Οι ανάγκες σε νερό των καλλιεργειών*. Εκδόσεις Ζήτη, Θεσσαλονίκη
- Παπαμιχαήλ, Μ.Δ., Μπαμπατζιμόπουλος, Σ.Χ. (2014). *Εφαρμοσμένη Γεωργική Υδραυλική*. Εκδόσεις Ζήτη, Θεσσαλονίκη
- Πουλοβασίλης, Α. (2010). *Εισαγωγή στις αρδεύσεις*. Εκδόσεις Έμβρυο, Αθήνα
- Τσακίρης, Γ. (2006). *Υδραυλικά Έργα: Σχεδιασμός & Διαχείριση. Τόμος II: Εγγειοβελτιωτικά Έργα*. Εκδόσεις Συμμετρία, Αθήνα

Suggested Bibliography in English Language:

- Bartram, J., Ballance, R. (1996). *Water Quality Monitoring: A Practical Guide to the Design and Implementation of Freshwater Quality Studies and Monitoring Programmes*. Taylor & Francis, UK
- Ali, M.H. (2010). *Fundamentals of irrigation and on farm water management*. Springer-Verlag, NY
- Waller, P., Yitayew, M. (2015). *Irrigation and Drainage Engineering*. Springer International Publishing, Switzerland

- FAO (2002). *Irrigation Manual: Surface Irrigation Systems, Volume II, Module 7*. Harare.
- FAO (2002). *Irrigation Manual: Sprinkler Irrigation Systems, Volume III, Module 8*. Harare.
- FAO (2002). *Irrigation Manual: Localized Irrigation Systems, Volume IV, Module 9*. Harare.

Related academic Journals:

- *Agricultural Water Management*
- *Irrigation Science*
- *Irrigation and Drainage*
- *International Journal of Irrigation and Water Management*
- *Journal of Irrigation and Drainage Engineering*

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5807	SEMESTER	8th
COURSE TITLE	FLORICULTURE (PRINCIPLES AND MAIN CULTIVATIONS)		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	3	5	
Laboratory Exercises	2		
COURSE TYPE	Special Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

to acquire knowledge about the theoretical and applied knowledge of business floriculture. General principles are given regarding the effect of environmental conditions, with emphasis on photoperiodization and temperature, the physiology of growth and development (flowering, fruiting, formation of underground storage organs) of floricultural species. An analysis of basic elements of construction and management of greenhouses is made. Methods of cultivation of the main floricultural species are developed, with the aim of producing propagating material, cut flowers and foliages, as well as container plants. The required environmental conditions, cultivation techniques, phyto regulatory substances, methods of harvesting, sorting, preservation, storage, standardization, processing (drying), handling and marketing of Rose, Chrysanthemum, Carnation, Gerbera, Lilium, Azalea, Cyclamen and Gardenia plants are analyzed. These crops have been selected based on their economic importance in the

international and Greek market, but also as standard crops for other floricultural species with similar characteristics and related cultivation requirements.

Upon successful completion of the course, the student will be able to:

- acquire general knowledge of applied physiology and cultivation techniques that mainly concern the cultivation of under cover floricultural species
- acquire special knowledge related to the cultivation on a business scale of the most economically important for the country, crops, floricultural items, with the aim of producing propagating material, cut flowers and container plants.

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Environmental conditions in the business of Floriculture
2. Outdoors and greenhouse cultivation of Rose
3. Outdoors and greenhouse cultivation of Carnation
4. Outdoors and greenhouse cultivation of Chrysanthemum
5. Outdoors and greenhouse cultivation of Gerbera
6. Outdoors and greenhouse cultivation of Gladiolus
7. Greenhouse cultivation of Lilium
8. Outdoors and greenhouse cultivation of Gypsophila
9. Greenhouse cultivation of Poinsettia
10. Greenhouse cultivation of Gardenia
11. Greenhouse cultivation of Azalea
12. Greenhouse cultivation of Cyclamen
13. Handling of cut flowers and foliages (drying, stabilization)

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual

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- Βιβλίο [94692454]: Γενική Ανθοκομία, Δημήτριος Σάββας
- Βιβλίο [77120344]: Ανθοκομία – Καλλιέργεια και Μετασυλλεκτική Διαχείριση Ανθέων και Φυλλωμάτων, Αναστάσιος Δάρρας
- Βιβλίο [1947]: Φυτά Εσωτερικών Χώρων, Γεωργακοπούλου-Βογιατζή Χρ.

Suggested Bibliography in English Language:

- Boodley James, Θερμοκηπιακές Εγκαταστάσεις -Επιχειρηματική Ανθοκομία Ι, Εκδόσεις Στέλλα Παρικού & ΣΙΑ Ο.Ε., Αθήνα, 1999
- Roy A. Larson, Introduction to Floriculture, second edition, Academic press Inc., San Diego, 1992

Related academic Journals:

- *European Journal of Horticultural Science*
- *Scientia Horticulturae*
- *Journal of Horticultural Science and Biotechnology*

- *Journal of the American Society for Horticultural Science*
- *HortScience*
- *Folia Horticulturae*
- *Horticulturae*
- *Notulae Botanicae Horti Agrobotanici Cluj-Napoca*
- *Acta Horticulturae*

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5808	SEMESTER	8th
COURSE TITLE	Environment and Recycling Management in the Agricultural Sector		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
	Lectures	4	5
COURSE TYPE	Special Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is: Familiarization of students with the basic concepts and terminology related to recycling - alternative management and with the standard technologies of recycling / recovery of waste as well as the recognition of the basic cost elements related to the alternative management systems and ways of calculating the required contribution.</p> <p>Upon successful completion of the course the student will be able to:</p> <ul style="list-style-type: none"> • Understand and are aware of the basic principles of the current national and EU legal framework, as well as the relevant regulations issued by the central administration or the local government. • They are aware of the legal obligations of companies that have an extended responsibility of the producer. • They have the ability to spread a sensitized concept, regarding the prevention of pollution, the reduction of waste volume, the recycling and reuse of materials and energy, etc. • Have knowledge of what are the main recycling tasks per specific waste stream, what are the main directions of the legislation in recycling / alternative management and possible developments in the near future, what are the available technologies, their environmental impact as well as their costs their construction and operation, as well as the operating costs of alternative management systems. • Acquire skills of analysis and resolution of complex institutional and financial-technical issues, for recycling and alternative management systems.
General Competences
<ul style="list-style-type: none"> • Search, analysis and synthesis of data and information, using the necessary technologies • Adaptation to new situations

- Decision making
- Working independently
- Teamwork
- Working in an International Environment
- Work in an interdisciplinary environment
- Promotion of new Research Ideas
- Respect for the Natural Environment
- Project planning and management
- Respect for Diversity and Multiculturalism
- Demonstration of social, professional and moral responsibility and sensitivity to gender issues
- Exercise criticism and self-criticism
- Promoting free, creative and inductive thinking

3.SYLLABUS

1. European institutional framework for waste recycling, extended producer responsibility, trends in European legislation (circular economy), key concepts, basic separation techniques and recycling technologies.
2. General principles of alternative management - National legislative framework.
3. Packaging recycling.
4. Waste prevention.
5. Bio-waste and composting
6. Recycling end-of-life vehicles.
7. Recycling of tires.
8. Recycling of mineral oils.
9. Recycling of electrical and electronic equipment waste.
10. Recycling batteries and accumulators.
11. Recycling of excavation, construction and demolition waste.
12. Compilation of technical files for the approval of alternative management systems.
13. Environmental impact of recycling.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning						
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face-to-face at office hours, email, eclass platform</p>						
TEACHING METHODS	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">65</td> </tr> <tr> <td>Laboratory Practice</td> <td style="text-align: center;">--</td> </tr> </tbody> </table>	<i>Activity</i>	<i>Workload</i>	Lectures (direct)	65	Laboratory Practice	--
<i>Activity</i>	<i>Workload</i>						
Lectures (direct)	65						
Laboratory Practice	--						

	Essay Writing	28	
	Autonomous study	30	
	Advisory Support	0,5	
	Examination	2	
	Laboratory Examination	--	
	<i>Total</i> <i>(About 25 hours of study per ECTS)</i>	125,5	
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>		

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Ηλεκτρονικό περιοδικό "περιβάλλον για τους Ευρωπαίους"
- Βαβίζος Γ., Μερτζάνης Α., (2003): *Περιβάλλον - Μελέτες Περιβαλλοντικών Επιπτώσεων. 2η Έκδοση.* Βιβλίο 345 σελ. Εκδόσεις Παπασωτηρίου, Αθήνα, ISBN 960-7530-03-9

Suggested Bibliography in English Language:

- http://ec.europa.eu/environment/news/efe/themes/waste/index_el.htm
- www.generationawake.eu/el
- Green Week 2014 - circular economy
- ec.europa.eu/environment/greenweek/programme.html
- European Commission [DG Environment] Waste Prevention – Handbook: Guidelines on waste prevention programs , October 2012.

Related academic Journals:

1. Preparing a Waste Management Plan – A methodological guidance note, European Commission – Directorate-General Environment, 2012.
2. Guidance on the interpretation of key provisions of Directive 2008/98/EC on waste, European Commission, Directorate-General Environment, Brussels 2012.
3. Use of Economic Instruments and Waste Management Performances – Final Report, Bio Intelligence Service, Contract ENV.G.4/FRA/2008/0112, 10 April 2012, European Commission DG Env., Brussels.
4. OECD/EEA database on instruments used for environmental policy and natural resources management, <http://www2.oecd.org/ecoinst/queries/>
5. EEA, Resource efficiency in Europe, Policies and approaches in 31 EEA member and cooperating countries, No 5/2011
6. EEA, 2011 Survey of resource efficiency policies in EEA member and cooperating countries, Country Profile Greece, May 2011
7. Naoko Tojo, Alexander Neubauer and Ingo Brauer, IIIIE, Waste management policies and policy instruments in Europe, Report written as part of project HOLIWAST, WP 1, 2006.

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5809	SEMESTER	8th
COURSE TITLE	Law (Tax, Labour)		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	In-depth analysis		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <p>The analysis and interpretation of tax legislation. The lectures start with a theoretical approach to general concepts, such as meaning, content and distinctions of taxes as well as the general principles governing tax law. Then, the Greek tax system is presented, including the administrative tax procedure and particularly the judicial one protection in tax disputes. The course also addresses key issues in labor relations and labor law that employ enterprises and their employees and are of particular applied interest.</p> <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • Understand the concepts of Tax and Labor Law, • Recognize the scope of application of Tax and Labor Law, • Understand the fundamental principles governing Tax and Labor Law, • Analyze theoretical issues of Tax and Labor Law • Resolve practical issues of Tax and Labor Law
General Competences
<p>Search, analysis and synthesis of data and information, using the necessary technologies</p> <p>Adaptation to new situations</p> <p>Decision making</p> <p>Autonomous work</p> <p>Teamwork</p>

Working in an International Environment
Work in an interdisciplinary environment
Promotion of new Research Ideas
Respect for the Natural Environment
Project Design and Management
Respect for Diversity and multiculturalism
Demonstration of social, professional and moral responsibility and sensitivity to issues gender
Exercise criticism and self-criticism
Promoting free, creative and inductive thinking

3.SYLLABUS

<ol style="list-style-type: none"> 1. Introduction. Subject, distinctions, sources and fundamental principles of labor law 2. The individual contract of employment. Concept and special characteristics, distinction from related concepts, training, successive employment contracts 3. The subjects of the employment contract. 4. Working time 5. Typology of modern forms of employment. Partial, rotating and temporary employment. Job lending, employee posting, flexible forms of employment 6. Labour Remuneration 7. Employer provision. Health and safety at work. 8. Collective labor agreements 9. Collective labor disputes 10. Concept and distinctions of taxes 11. The principle of tax legality and tax equality 12. Income taxation 13. Rules of International Tax Law <p>A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.</p>
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4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications

	Communication with students: face to face at office hours, email, eclass platform														
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>														

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Εγχειρίδιο Εργατικού Δικαίου, Ιωάννης Αλ. Τζιώνας, Εκδόσεις Τζιόλα, 2019
- Φορολογικό Δίκαιο, Φορτσάκης Θ., Σαββαΐδου Κ. , Πανταζόπουλος Π., Τσουρουφλής Α., Εκδόσεις Πολιτεία
-

Suggested Bibliography in English Language:

Related academic Journals:

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5810	SEMESTER	8th
COURSE TITLE	REVERSE SUPPLY CHAIN		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Specialized general knowledge		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes

The aim of the course is to:

- examine the material flows of products that have completed their useful life cycle.
- analyse the alternative options available to businesses and organizations.
- discuss the role and obligations of the parties involved.
- examine the similarities and differences with the forward supply chain, as well as synergy capabilities, in order to create closed-loop supply chains.
- highlight the economic and environmental benefits of reverse supply chains.

Upon successful completion of the course, the student will be able to:

- explain the importance of reverse supply chains.
- describe alternative reverse logistics networks.
- develop specific proposals on how to improve the efficiency and performance of extended supply chains.
- synthesise the requirements of forward and reverse supply chains.
- plan expanded supply chains.

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Working in an international environment
- Working in an interdisciplinary environment

- Production of new research ideas
- Project planning and management
- Respect for the natural environment
- Advance free, creative and causative thinking

3.SYLLABUS

1. Introduction to basic concepts
2. Reverse supply chain activities
3. Alternative channels
4. Comparison of forward and reverse supply chain networks
5. The role of product design
6. The role of the parties involved
7. Managing returns
8. Packaging and reverse supply chains
9. The role of vulnerable social groups
10. Secondary markets
11. Disposal of end-of-life products
12. Case studies
13. Special topics

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face-to-face, Distance learning															
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>															
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<p style="text-align: center;">STUDENT PERFORMANCE EVALUATION</p>	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p style="padding-left: 40px;">Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Compulsory written essay during the semester (weighting factor 30%)</p> <p style="padding-left: 40px;">Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>	

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Μαλινδρέτος, Γ. (2015). *Εφοδιαστική αλυσίδα, logistics και εξυπηρέτηση πελατών*. Αθήνα: Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών.

Suggested Bibliography in English Language:

- Dyckhoff, H., Lackes, R. & Reese, J. (2013). *Supply Chain Management and Reverse Logistics*. Berlin: Springer.
- Gupta, S.M. (2016). *Reverse Supply Chains: Issues and Analysis*. Boca Raton, Florida: CRC Press.

Related academic Journals:

- International Journal of Production Research
- Journal of Cleaner Production
- Journal of Operations Management

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5811	SEMESTER	8th
COURSE TITLE	ENTREPRENEURSHIP AND INNOVATION IN THE SUPPLY CHAIN		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Specialized general knowledge		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes

The aim of the course is to:

- examine the key concepts of entrepreneurship and innovation by focusing on applications in supply chain management.
- recognise the dimensions, legal framework and forms of entrepreneurship and innovation.
- highlight the skills required for preparing relevant plans and proposals.

Upon successful completion of the course, the student will be able to:

- explain the importance of entrepreneurship and innovation.
- describe the different choices of entrepreneurship and innovation in supply chain management.
- distinguish opportunities in different markets and different industries.
- assess the internal and external environment of the businesses and organizations involved.
- plan the implementation map.

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Working in an international environment
- Working in an interdisciplinary environment

- Production of new research ideas
- Project planning and management
- Advance free, creative and causative thinking

3.SYLLABUS

1. Introduction to basic concepts
2. Globalisation and international competitive environment
3. The concept of innovation
4. Innovation in the EU and performance of the Greek innovation system
5. The concept of entrepreneurship
6. Business challenges and business culture
7. Skills for innovation and entrepreneurship
8. The relationship between competitiveness, entrepreneurship and innovation with the supply chain
9. Smart supply chain
10. The role of the logistics sector in the recovery of entrepreneurship
11. Formulation and preparation of business plans
12. Case studies
13. Special topics

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face-to-face, Distance learning															
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>															
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p style="padding-left: 40px;">Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Compulsory written essay during the semester (weighting factor 30%)</p> <p style="padding-left: 40px;">Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Bessant, J. & Tidd, J. (2016). *Καινοτομία και Επιχειρηματικότητα*. Θεσσαλονίκη: Τζιόλα.
- Πιπερόπουλος, Π.Γ. (2008). *Επιχειρηματικότητα, καινοτομία και business clusters*. Αθήνα: Σταμούλη.
- Χατζηκωνσταντίνου, Γ.Θ. & Γωνιάδης, Η.Ι. (2009). *Επιχειρηματικότητα και καινοτομία*. Αθήνα: Δαρδανός.

Suggested Bibliography in English Language:

- Carrizo Moreira, A., Ferreira, L.M.D.F. & Zimmermann, R.A. (2018). *Innovation and Supply Chain Management*. Berlin: Springer.
- Lee, W.B. (2012). *Creating Entrepreneurial Supply Chains: A Guide for Innovation and Growth*. Plantation, Florida: J. Ross.

Related academic Journals:

- Entrepreneurship Theory and Practice
- Journal of Global Entrepreneurship Research

- Strategic Management Journal

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5901	SEMESTER	9th
COURSE TITLE	PRODUCTION MANAGEMENT		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Special Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

- To introduce students to the planning, programming, organizing and control of the production process
- To Understand how raw materials with processes are converted into products, with the right combination of appropriate production factors
- To encourage an understanding of the basic principles, methods and practices used to solve the problems of organizing the modern production process
- to educate students on the use of computational/software packages in order to solve these problems quickly and effectively

Upon successful completion of the course, the student will be able to:

- Understands the importance of operating product production and / or service delivery within the business value chain
- It recognizes the need for planning in operations management
- Describe and apply short-, medium- and long-term planning techniques for operations management.
- Understands in depth the concept of quality and efficient management of resources in operations management
- Combines all types of information sources to extract information
- Analyze and evaluate components of specific operating systems and present their findings in writing, individually or through participation and collaboration with peers in small groups

- Apply theoretical knowledge for designing and programming operating systems using IT tools

General Competences

- Working independently
- Teamwork
- Decision-making
- Search, analyze and synthesize data and information, using the necessary technologies
- Project design and management
- Production of free, creative and inductive thinking

3.SYLLABUS

1. Production management principles - production management and business - production management strategy
2. Product design and development of production systems
3. Forecasting methods
4. Capacity Planning & Job Measurement
5. Select installation location
6. Spatial planning
7. Production Planning & Planning
8. Inventory management
9. Project management principles
10. Quality management principles
11. Reliability and maintenance
12. MRP and ERP systems,
13. The simple processes (JIT), Scheduling, Crisis management / emergency response-Case Studies

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning	
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>	
TEACHING METHODS	<i>Activity</i>	<i>Workload</i>

	Lectures (direct)	65
	<i>Writing paper/ papers</i>	28
	<i>Independent Study</i>	30
	<i>Advisory support</i>	0,5
	<i>Exams</i>	2
	<i>Course Total</i> <i>(Approximately 25 hours of workload per credit unit 125.5)</i>	125,5 h
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>	

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Δημητριάδης Γ. Σ., & Μιχιώτης Ν. Α. (2007). *Διοίκηση Παραγωγικών Συστημάτων*, Εκδ. ΚΡΙΤΙΚΗ, ISBN: 9789602185223
- Ιωάννου, Γ. (2005). *Διοίκηση Παραγωγής & Υπηρεσιών*, Εκδ. ΣΤΑΜΟΥΛΗ, ISBN: 9603516287
- Κακούρης, Α. (2013). *Διοίκηση Επιχειρησιακών Λειτουργιών*, Εκδ. ΠΡΟΠΟΜΠΟΣ, ISBN: 9789607860996
- Παππής Κ. (2008). *Διοίκηση Παραγωγής*, Εκδ. ΣΤΑΜΟΥΛΗ, ISBN: 9789603517467
- Slack, N., Chambers, S., & Johnston R. (2010), *Διοίκηση παραγωγής προϊόντων και υπηρεσιών*, Εκδ. ΚΛΕΙΔΑΡΙΘΜΟΣ, ISBN : 9789604613151

Suggested Bibliography in English Language:

- Lee Krajewski, Manoj Malhotra, Larry Ritzman (2018) *Operations Management: Processes and Supply Chains (What's New in Operations Management) 12th Edition*, Pearson
- Sushil Gupta, Martin Starr (2014) *Production and Operations Management Systems 1st Edition*, CRC Press
- Jay Heizer, Barry Render, Chuck Munson (2016) *Principles of Operations Management: Sustainability and Supply Chain Management 10th Edition*, Pearson
- William Stevenson (2020) *Operations Management*, McGraw-Hill Education; 14th edition
- Edward A. Silver, David F. Pyke, Douglas J. Thomas (2021) *Inventory and Production Management in Supply Chains 4th Edition*, CRC Press
- F. Robert Jacobs, William Berry, D Whybark, Thomas Vollmann (2018) *Manufacturing Planning and Control for Supply Chain Management: The CPIM Reference, Second Edition 2nd Edition*, McGraw Hill.

Related academic Journals:

- International Journal of Operations & Production Management
- Production and Operations Management
- Journal of Operations Management
- Operations Management Research

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5902	SEMESTER	9th
COURSE TITLE	SERVICE MARKETING		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
	Lectures	4	5
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

The service sector is the dominant economic power at global level, and management and marketing practices in this area are rapidly expanding and evolving. The purpose of this course is to give participants an understanding of the specifics of service marketing as opposed to product marketing. Then they will understand the impact of marketing on consumer behavior. The ultimate goal is to deepen management and marketing practices. Starting with the presentation of the key features of the services they will learn how they affect key strategic issues in the services. Issues related to service quality, service excellence, the importance of service business employees, the importance of the service area, and the production processes of the service will be discussed. Therefore, Issues related to strategic placement and communication, service pricing, and the creation and management of long-term customer relationships will also be studied.

Upon successful completion of the course, the student will be able to:

- Understand the multilevel effects of service specifics and know their management mechanisms and techniques.
- Understand the meaning and importance of customer service excellence and know the factors that can lead a service company to deliver excellent customer service.
- Evaluate the best strategy on a case-by-case basis and know how to implement it.
- Analyze loyalty and loyalty schemes design.
- Compare management and marketing data for each location where the service is provided.

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Concept of services and their importance in the Greek economy
2. Service classification systems
3. Quality of service
4. Customer service
5. Human Resources Management and the Marketing Perspective
6. The role of the organization of service processes in shaping the customer experience
7. Managing the product portfolio of a service business
8. Service invoicing
9. Communication strategies
10. Communication campaign
11. Trading Strategies
12. Distribution management for service companies
13. Marketing of industrial services.

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY

Face -to-face, Distance learning

<p>USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY</p>	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>														
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<p>STUDENT PERFORMANCE EVALUATION</p>	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the</p>														

	announced office hours) and receive explanations about the grade they received.
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Γούναρης, Σ. & Καραντινού Κ. (2014), Μάρκετινγκ Υπηρεσιών, Εκδόσεις Rosili.
- Αυλωνίτης, Γ., Τσιότσιου, Ρ. & Γούναρης Σ. (2015), Μάρκετινγκ Υπηρεσιών, Broken Hill Publishers

Suggested Bibliography in English Language:

- Fisk, Raymond P., Grove, Stephen J. & John, Joby (2013), Services Marketing Interactive Approach, Fourth Edition, Southwestern Cengage Learning.
- Lovelock, C. H. & Wirtz, J. (2007), Services Marketing: People, Technology, Strategy, Sixth Edition, Pearson, Prentice-Hall.
- Wirtz, Jochen, Chew, Patricia & Lovelock, Christopher (2012), Essentials of Services Marketing, Second Edition, Pearson Education.

Related academic Journals:

- Journal of Services Marketing
- Journal of Professional Services Marketing
- Journal of Financial Services Marketing

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5903	SEMESTER	9th
COURSE TITLE	INDUSTRIAL ORGANIZATION		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
	Lectures	4	5
COURSE TYPE	Special Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes

During the last few decades the field of Industrial Organization has been studied by most economists, and especially by those focusing in finance, marketing and strategy. This is mainly due to two reasons: (1) industrial organization is the first field in economics in which game theory has been applied to a large extent, and (2) industrial organization has analysed the operation of highly competitive markets. In particular, industrial organization places great emphasis on the study of business strategies and their interaction in the market (price competition, product differentiation, advertising, etc.) and also deals with the study of oligopoly (i.e. competition between competitors).

Upon successful completion of the course the student will be able to:

- have a deeper understanding of firm's behaviour in a non-competitive environment
- understand how markets and industries operate
- understand how cartels operate and how to deal with them through competition policy
- explain the differences between competitive and non-competitive markets

analyse the various firms' pricing techniques and the differentiation strategy of their products

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction to basic concepts
 2. Games and Strategy
 3. Competition
 4. Monopolies, Monopsonies and Dominant Firms
 5. Concentration and Market Power, Oligopoly
 6. Entry, Exit and Sector Dynamics
 7. Business Practices - Pricing
 8. Business Practices- Product Differentiation
 9. Business Practices - Advertising
 10. Business Practices - R&D and Innovation
 11. Business Performance and Growth
 12. Vertical Markets
 13. Competition Policy - Cartels and unfair agreements
- A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning	
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>	
TEACHING METHODS	<i>Activity</i>	<i>Workload</i>

	Lectures (direct)	65
	<i>Writing paper/ papers</i>	28
	<i>Independent Study</i>	30
	<i>Advisory support</i>	0,5
	<i>Exams</i>	2
	<i>Course Total</i> <i>(Approximately 25 hours of workload per credit unit 125.5)</i>	125,5 h
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria: The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>	

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Belleflamme, P. & Page M. (2016). *Βιομηχανική Οργάνωση*. Θεσσαλονίκη: Σοφία.
- Cabral, L. (2018). *Βιομηχανική Οργάνωση*. Αθήνα: Κριτική.
- Κατσουλάκος, Γ. (2015). *Θεωρία Βιομηχανικής Οργάνωσης – Αγορές, Επιχειρησιακές Στρατηγικές και Πολιτική Ανταγωνισμού*. Αθήνα: Gutenberg.
- Παπαδόγγονας, Θ. (2018). *Εισαγωγή στη Βιομηχανική Οικονομική*. Αθήνα: Τσότρας.
- Φώτης, Π. (2013). *Βιομηχανική Οργάνωση και Πολιτική Ανταγωνισμού*. Αθήνα: Προπομπός.

Suggested Bibliography in English Language:

Related academic Journals:

- International Journal of Industrial Organization
- Review of Industrial Organization
- The Journal of Industrial Economics

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5904	SEMESTER	9th
COURSE TITLE	ELECTRONIC BUSINESS		

INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS
Lectures	3	5
Laboratory exercises	2	

COURSE TYPE	General Background
PREREQUISITE COURSES	NO
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/

2.LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <ul style="list-style-type: none"> • to help students to understand the importance of e-business and e-commerce for businesses and for the whole supply chain • to help students to understand the importance of eGovernment for the state and the citizen • to help students to become familiar with business models and e-commerce strategies • to help students to know the electronic supplies, procedures and types of supplies as well as the software tools that support them • to help students to understand the importance of e-marketing and customer relationship management software • to help students to become familiar with technologies and policies for the security of e-commerce

Upon successful completion of the course, the student will be able to:

- explain the role of e-business, e-commerce and e-government and recognize their differences
- describe the procedures and types of e-procurement
- explain the role and dynamics of e-marketing
- explain the importance of electronic purchasing in supply chain management
- identify the requirements, specifications, and features necessary to design and implement a successful e-shop
- create a website using a software tool
- "build" an online store using a specialized tool

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

The theoretical part of the course covers the following topics:

1. Introduction to e-business and e-commerce
2. Fundamental elements of e-commerce
3. Business models and e-commerce strategies
4. Electronic payment systems and transaction security
5. E-business strategy
6. E-Government

7. Electronic procurement (certification, notification, bidding, assignment, auctions, catalogs, ordering, pricing, payment)
8. E-marketplaces and support of supply chain management
9. E-marketing, customer relationship management, personalization technologies
10. E-shop design and functionality
11. Legal and tax issues
12. Collaborative Systems and social business
13. E-business prospects

The laboratory part of the course covers the following topics:

- Create a website to show products and/or services using a suitable software tool
- E-shop development using a specialized software tool and practical applications on specific issues of e-commerce

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning																
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face-to-face at office hours, email, eclass platform</p>																
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	<i>Total</i> <i>(About 25 hours of study per ECTS)</i>	125,5
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>	

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Αρσένης Σ. (2007). Σχεδιασμός Πετυχημένων Ιστοσελίδων. Μάρκετινγκ και Πωλήσεις Προϊόντων και Υπηρεσιών μέσω Διαδικτύου, Εκδόσεις Κλειδάριθμος.
- Βλαχοπούλου Μ., Δημητριάδης Σ. (2014). Ηλεκτρονικό Επιχειρείν και Μάρκετινγκ, Καινοτόμα μοντέλα σε ψηφιακό περιβάλλον", Εκδ. Rosili.
- Δρόσος, Δ., Βουγιούκας, Δ., Καλλίγερος, Ε., Κοκολάκης, Σ., Σκιάνης, Χ. (2015). Επιχειρείν στο διαδίκτυο και σε ασύρματες συσκευές. [Κεφάλαιο Συγγραμματος]. Στο Δρόσος, Δ., Βουγιούκας, Δ., Καλλίγερος, Ε., Κοκολάκης, Σ., Σκιάνης, Χ. 2015. Εισαγωγή

στην επιστήμη των υπολογιστών & επικοινωνιών. [ηλεκτρ. βιβλ.] Αθήνα:Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών. κεφ 9. Διαθέσιμο στο:
<http://hdl.handle.net/11419/4579>

- Δουληγέρης, Χ., Μητρόπουλος, Σ. (2015). ΗΛΕΚΤΡΟΝΙΚΟ ΕΠΙΧΕΙΡΕΙΝ ΚΑΙ ΗΛΕΚΤΡΟΝΙΚΟ ΕΜΠΟΡΙΟ. [Κεφάλαιο Συγγράμματος]. Στο Δουληγέρης, Χ., Μητρόπουλος, Σ. 2015. Πληροφοριακά συστήματα στο διαδίκτυο. [ηλεκτρ. βιβλ.] Αθήνα:Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών. κεφ 3. Διαθέσιμο στο: <http://hdl.handle.net/11419/3972>
- Καρανικόλας, Ν. (2006). Τεχνολογίες Διαδικτύου και Ηλεκτρονικό εμπόριο, Εκδ. Νέων Τεχνολογιών.
- Πολλάλης Ι. και Γιαννακόπουλος Δ. (2007). Ηλεκτρονικό Επιχειρείν, εκδόσεις Σταμούλης.
- Χονδροκούκης, Γ. (2015). Εισαγωγή στο Ηλεκτρονικό Εμπόριο e-επιχειρείν, Εκδότης Βαρβαρήγου, Μ.
- Chaffey D. (2016). Ψηφιακές επιχειρήσεις και ηλεκτρονικό εμπόριο, Στρατηγική, υλοποίηση και εφαρμογές, 6η Αμερικάνικη έκδοση, Κλειδάριθμος.
- Schneider, G. (2015). Ηλεκτρονικό Εμπόριο, 11η έκδοση, Χ. Γκιούρδας & Σία ΕΕ.

Suggested Bibliography in English Language:

- Grefen P., Beyond e-Business, (2016). Towards networked structures, Routledge, Taylor & Francis Group, London and New York.

Related academic Journals:

- Information Systems and e-Business Management
- International Journal of Electronic Business
- Journal of Internet and e-business studies
- Electronic Commerce Research and Applications
- International Journal of e-Education, e-Business, e-Management and e-Learning

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5905	SEMESTER	9th
COURSE TITLE	SHIPPING AND LOGISTICS		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Specialized general knowledge		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is to:</p> <ul style="list-style-type: none"> • focus on the globalised dimension of supply in relation to shipping, given that most of the goods moving internationally are transported by sea. • examine cargo import and export procedures. • analyse the basic characteristics of maritime transport. <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • understand the role of maritime transport in the global economy. • recognise the infrastructure supporting maritime transport. • explain the importance of international conventions and agreements governing maritime transport. • explain the peculiarities of maritime transport. • assess the strategic geographical significance of ports.
General Competences
<ul style="list-style-type: none"> • Adapting to new situations • Decision-making • Working independently • Teamwork • Working in an international environment • Working in an interdisciplinary environment • Production of new research ideas • Project planning and management

- Respect for the natural environment
- Advance free, creative and causative thinking

3.SYLLABUS

1. Introduction to basic concepts
2. The role of shipping in international supply chains
3. The global port industry
4. Port organization and management (part A)
5. Port organization and management (part B)
6. Types of ships and cargos
7. The Law of the Sea
8. The International Maritime Organization and the international conventions on safety and prevention of pollution from ships
9. Global commodity flows and regional specialisations
10. Port selection and competitiveness
11. The role of Greece
12. Case studies
13. Special topics

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face-to-face, Distance learning															
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>															
TEACHING METHODS	<table border="1"> <thead> <tr> <th><i>Activity</i></th> <th><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td>65</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td>28</td> </tr> <tr> <td><i>Independent Study</i></td> <td>30</td> </tr> <tr> <td><i>Advisory support</i></td> <td>0.5</td> </tr> <tr> <td><i>Exams</i></td> <td>2</td> </tr> <tr> <td><i>Course Total</i> (Approximately 25 hours of workload per credit unit 125.5)</td> <td>125.5 h</td> </tr> </tbody> </table>		<i>Activity</i>	<i>Workload</i>	Lectures (direct)	65	<i>Writing paper/ papers</i>	28	<i>Independent Study</i>	30	<i>Advisory support</i>	0.5	<i>Exams</i>	2	<i>Course Total</i> (Approximately 25 hours of workload per credit unit 125.5)	125.5 h
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<i>Course Total</i> (Approximately 25 hours of workload per credit unit 125.5)	125.5 h															

STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Compulsory written essay during the semester (weighting factor 30%)</p> <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Ζυγομάλας, Ν. (2015). *Μεταφορά φορτίων*. Αθήνα: Ίδρυμα Ευγενίδου.
- Κοτρικάλα, Α.-Μ. (2016). *Ναυτιλία και περιβάλλον*. Αθήνα: Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών.

Suggested Bibliography in English Language:

- Blecker, T., Jahn, C. & Kersten, W. (2011). *Maritime Logistics in the Global Economy*. Norderstedt, Germany: Books on Demand.
- Panayides, P. & Song, D.-W. (2015). *Maritime Logistics*. London, UK: Kogan Page.

Related academic Journals:

- Maritime Economics & Logistics
- International Journal of Logistics Research and Applications
- Maritime Logistics

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5906	SEMESTER	9th
COURSE TITLE	SUPPLY CHAIN MANAGEMENT OF SERVICES		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Specialized general knowledge		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

<p>Learning Outcomes</p>
<p>The aim of the course is to:</p> <ul style="list-style-type: none"> • highlight the benefits of adopting practices that apply to traditional supply chains of goods in the service sector. • explain how the adoption of lean or agile approaches to service delivery can make a decisive contribution to the remodelling of the parameters that characterise them (cost, quality, speed, etc.). • examine which practices are appropriate, depending on the specific characteristics of the services. <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • understand the role of maritime transport in the global economy. • recognise the infrastructure supporting maritime transport.

- explain the importance of international conventions and agreements governing maritime transport.
- explain the peculiarities of maritime transport.
- assess the strategic geographical significance of ports.

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Working in an international environment
- Production of new research ideas
- Project planning and management
- Showing social, professional, and ethical responsibility and sensitivity to gender issues
- Advance free, creative and causative thinking

3.SYLLABUS

1. Introduction to basic concepts
2. Creating value in the service industry
3. Customer needs
4. Service development
5. Distribution of services and distribution channels
6. Marketing of services
7. Productive service systems
8. Design of service processes
9. Balancing demand and productive capacity
10. Sources of competitive advantage
11. Lean and agile approaches
12. Case studies
13. Special topics

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face-to-face, Distance learning
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications

	Communication with students: face to face at office hours, email, eclass platform														
TEACHING METHODS	<table border="1"> <thead> <tr> <th data-bbox="571 338 1222 398"><i>Activity</i></th> <th data-bbox="1227 338 1378 398"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td data-bbox="571 405 1222 465">Lectures (direct)</td> <td data-bbox="1227 405 1378 465">52</td> </tr> <tr> <td data-bbox="571 472 1222 533"><i>Writing paper/ papers</i></td> <td data-bbox="1227 472 1378 533">32</td> </tr> <tr> <td data-bbox="571 539 1222 600"><i>Independent Study</i></td> <td data-bbox="1227 539 1378 600">39</td> </tr> <tr> <td data-bbox="571 607 1222 667"><i>Advisory support</i></td> <td data-bbox="1227 607 1378 667">0.5</td> </tr> <tr> <td data-bbox="571 674 1222 734"><i>Exams</i></td> <td data-bbox="1227 674 1378 734">2</td> </tr> <tr> <td data-bbox="571 741 1222 958"><i>Course Total</i> <i>(Approximately 25 hours of workload per credit unit 125.5)</i></td> <td data-bbox="1227 741 1378 958">125.5 h</td> </tr> </tbody> </table>	<i>Activity</i>	<i>Workload</i>	Lectures (direct)	52	<i>Writing paper/ papers</i>	32	<i>Independent Study</i>	39	<i>Advisory support</i>	0.5	<i>Exams</i>	2	<i>Course Total</i> <i>(Approximately 25 hours of workload per credit unit 125.5)</i>	125.5 h
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Compulsory written essay during the semester (weighting factor 30%)</p> <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>														

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Lovelock, C. & Wirtz, J. (2018). *Μάρκετινγκ Υπηρεσιών*. Θεσσαλονίκη: Δίσιγμα.
- Slack, N., Chambers, S. & Johnston, R. (2010). *Διοίκηση παραγωγής προϊόντων και υπηρεσιών*. Αθήνα: Κλειδάριθμος.
- Κουλουριώτης, Δ. & Ξανθόπουλος, Α. (2017). *Διοίκηση Παραγωγής και Επιχειρησιακών Λειτουργιών: Σχεδιασμός, Προγραμματισμός και Έλεγχος σε Συστήματα Παραγωγής και Υπηρεσιών*. Θεσσαλονίκη: Τζιόλα.

Related academic Journals:

- Journal of Service Research
- Journal of Services Marketing
- The Service Industries Journal

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5907	SEMESTER	9th
COURSE TITLE	INTERNATIONAL FINANCING REPORTING STANDARDS AND INTERNATIONAL ACCOUNTING		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	2	5	
Laboratory Exercises	2		
COURSE TYPE	Special Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes

The aim of the course is to introduce students to international accounting standardization and the international accounting environment. International Accounting Standards are the modern approach to accounting, which creates a new framework and new requirements for businesses and professionals.

Upon successful completion of the course the student will be able to:

- know the 'Conceptual Framework' adopted by the International Financial Reporting Standards Board and how new accounting standards are adopted
- deepen into accounting methodologies and accounting practices adopted in accordance with International Financial Reporting Standards
- know and understand key differences in the structure, presentation and valuation of accounts between the Financial Statements prepared in accordance with International Financial Reporting Standards and other financial statements
- analyse and understand the impact on accounting information from the use of alternative accounting practices and methodologies applied in accordance with International Financial Reporting Standards in relation to other accounting frameworks

General Competences

Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment
Working in an interdisciplinary environment
Production of new research ideas Teamwork
Project planning and management
Respect for difference and multiculturalism
Respect for the natural environment
Showing social, professional, and ethical responsibility and sensitivity to gender issues
Criticism and self-criticism
Production of free, creative and inductive thinking

3.SYLLABUS

1. Introduction to basic concepts
2. Origins of International Accounting
3. The evolution of international accounting and its transnational classifications
4. Multinational Business Accounting
5. The accounting framework of the European Union
6. International taxation
7. International Accounting Standards (part A)
8. International Accounting Standards (part B)
9. Standardization of Financial Statements
10. Balance Sheet
11. Statement of Changes in Equity and Statement of Cash Flows
12. Consolidation of Financial Statements
13. Case studies

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>
TEACHING METHODS	

	<i>Activity</i>	<i>Workload</i>
	Lectures (direct)	52
	<i>Writing paper/ papers</i>	31
	<i>Independent Study</i>	40
	<i>Advisory support</i>	0,5
	<i>Exams</i>	2
	<i>Course Total</i> (Approximately 25 hours of workload per credit unit 125.5)	125,5 h
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>	

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Δημητράς, Α. (2016). *Διεθνή Λογιστικά Πρότυπα*. Ελληνικά Ακαδημαϊκά Ηλεκτρονικά Συγγράμματα και Βοηθήματα - Αποθετήριο Κάλλιπος.
- Καρτάλης, Ν. (2019). *Διεθνή Λογιστικά Πρότυπα (θεωρία και πράξη)*. Ερευνητικές Μελέτες και Επιστημονικές Υπηρεσίες Αστική Μη Κερδοσκοπική Εταιρεία
- Μπατσινίλας, Ε. & Πατατούκας Κ. (2015). *Σύγχρονη Λογιστική σύμφωνα με τα Ελληνικά Λογιστικά Πρότυπα και με αναφορά κατά θέμα στα Διεθνή Λογιστικά Πρότυπα*. Αθήνα: Σταμούλης.

Suggested Bibliography in English Language:

Related academic Journals:

- International Journal of Accounting
- International Journal of Accounting Information Systems
- Journal of International Accounting, Auditing and Taxation
- Journal of International Accounting Research

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5908	SEMESTER	8th
COURSE TITLE	SOIL SCIENCE AND FERTILIZERS		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	2	5	
Laboratory Exercises	2		
COURSE TYPE	Special Background/Skills Development		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes

The aim of the course is:

The first part of this course focuses on soil chemical, physical and biological processes. The soil is characterized as a buffering system with water and reactive soil particles affecting mobility and bioavailability of nutrients. This affects soil organisms as well as plants. The second part of this course presents the main principles of nutrient management and fertiliser use.

Upon successful completion of the course, the student will be able to:

- understand the function and processes of soil formation
- understand the basic characteristics and properties of soils, and their importance for food production systems and food quality
- have a knowledge of the tools and techniques required for sustainable soil management

design a fertilization program based on efficiency - economy - sustainability

General Competences

- Adapting to new situations
- Decision-making
- Individual/Independent work
- Group/Team work
- Project planning and management
- Development of free, creative and inductive thinking

3.SYLLABUS

1. Introduction to basic concepts (soil functions, soil formation, soil classification)
2. Soil physical properties (texture, structure, porosity, humidity, ventilation, temperature, color, depth, consistence)
3. Soil chemical properties (pH, ion retention and exchange, cation exchange capacity, redox status, salinity, sodicity)
4. Soil organic matter
5. Soil biological properties
6. Essential plant nutrients and their relationship to crop production (criteria of necessity, role of nutrients, availability of nutrients)
7. Nitrogen, phosphorus and potassium (their role in plant nutrition, their cycle, availability estimation and practical management practices)
8. Calcium, magnesium and secondary nutrients or micronutrients
9. Soil analysis and interpretation of results
10. Nutrition management practices
11. Inorganic commercial fertilizers
12. Use of organic sources of nutrients
13. Basic principles regarding the methods and the time of fertilizers application

Laboratory exercises

1. Soil sampling and sample preparation for analysis (drying, determination of moisture content)
2. Symptomatology, diagnosis and treatment of nutritional disorders
3. Determination of soil texture
4. Determination of soil bulk density, particle density and porosity
5. pH determination
6. Determination of total and active calcium carbonate in soil
7. Soil electrical conductivity (EC)
8. Determination of exchangeable soil cations, cation exchange capacity (CEC) and percent base saturation
9. Determination of total soil N content
10. Determination of available P
11. Determination of exchangeable K
12. Determination of soil organic matter content
13. Determination of soil secondary nutrients or micronutrients

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The

students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4. TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning																		
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face-to-face at office hours, email, eclass platform</p>																		
TEACHING METHODS	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">39</td> </tr> <tr> <td>Laboratory Practice</td> <td style="text-align: center;">26</td> </tr> <tr> <td>Essay Writing</td> <td style="text-align: center;">20</td> </tr> <tr> <td>Autonomous study</td> <td style="text-align: center;">36</td> </tr> <tr> <td>Advisory Support</td> <td style="text-align: center;">0,5</td> </tr> <tr> <td>Examination</td> <td style="text-align: center;">2</td> </tr> <tr> <td>Laboratory Examination</td> <td style="text-align: center;">2</td> </tr> <tr> <td><i>Total</i> <i>(About 25 hours of study per ECTS)</i></td> <td style="text-align: center;">125,5</td> </tr> </tbody> </table>	<i>Activity</i>	<i>Workload</i>	Lectures (direct)	39	Laboratory Practice	26	Essay Writing	20	Autonomous study	36	Advisory Support	0,5	Examination	2	Laboratory Examination	2	<i>Total</i> <i>(About 25 hours of study per ECTS)</i>	125,5
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<i>Total</i> <i>(About 25 hours of study per ECTS)</i>	125,5																		
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p>																		

	<p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria: The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Brady, N.C., Weil R.R. (2015). *Εδαφολογία: Η φύση και οι ιδιότητες των εδαφών*. Εκδόσεις Έμβρυο, Αθήνα
- Παναγιωτόπουλος, Κ. (2016). *Εδαφολογία*. Εκδόσεις Γαρταγάνης Αγρι-Σάββας, Αθήνα
- Γιάσογλου, Ν.Ι. (1995). *Μαθήματα Εφαρμοσμένης Εδαφολογίας*. Πανεπιστημιακές Εκδόσεις ΓΠΑ, Αθήνα

Suggested Bibliography in English Language:

- Rowell, D.L. (1994). *Soil Science: Methods and applications*. Longman, London
- Plaster, E. (2008). *Soil Science & Management, 4th ed.* Thomson Delmar Publ., NY
- White, R.B. (2005). *Principles & Practice of Soil Science*. Blackwell Publ., UK
- Sys, I., Van Rast, E., Debaveye, J. (1991). *Land evaluation*. GADC, Belgium.
- Ashman, M., Puri, G. (2002). *Essential Soil Science: A Clear and Concise Introduction to Soil Science*. Wiley-Blackwell Publ., New Jersey
- Carter, M. (1993). *Soil sampling and methods of analysis*. Canadian Society of Soil Science. Ontario, Canada
- Leeper G.W., Uren N.C. (1993). *Soil Science. An Introduction*. Melbourne University Press, Melbourne, Australia

Related academic Journals:

- *Journal of Soil Science*
- *Journal of Environmental Quality*
- *European Journal of Soil Science*
- *Journal of Agriculture and Food Production*
- *Soil Science*
- *Soil Science Society of America Journal*
- *Soil and Tillage Research*
- *Developments in Soil Science*
- *Soil Technology*

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5909	SEMESTER	9th
COURSE TITLE	VITICULTURE – ENOLOGY		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	3	5	
Laboratory Exercises	2		
COURSE TYPE	Special Background/ Skills Development		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <p>The course aims at:</p> <p>a.Acquiring knowledge on history of grape and wine culture of Greece from antiquity up to date</p> <p>b.Acquiring knowledge on basic viticulture and applied viticulture</p> <p>c.Acquiring knowledge of grape/berries composition, grape maturity process</p> <p>d.Acquiring knowledge on common mechanical processes and on common chemical processes, must adjustment methods</p> <p>e.Understanding White winemaking - Red winemaking</p> <p>f.Understanding Alcoholic and Malolactic fermentation</p> <p>The aim of the practical teaching is to train the students to understand basic knowledge on vines and viticulture on understanding the importance of the measurement of basic wine analytical procedures such as sugars, ph, titratable acidity. Besides basic training on wine tasting will be offered as also on Wine geography of the wines of various viticultural Greek regions.</p> <p><u>Upon successful completion of the course the student will be able to:</u></p> <ul style="list-style-type: none"> • Understand the basic concepts of viticulture and winemaking • To know the berries constituents and the importance of each part to the winemaking procedure • To know the details of white and red winemaking <p>To understand the wine tasting evaluation procedure</p>
General Competences
Adapting to new situations

Decision-making

Working independently

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Production of new research ideas Teamwork

Project planning and management

Respect for difference and multiculturalism

Respect for the natural environment

Showing social, professional, and ethical responsibility and sensitivity to gender issues

Criticism and self-criticism

Production of free, creative and inductive thinking

3.SYLLABUS

Lectures

1. Wine and viticulture in Greece from antiquity to nowadays
2. Vine Physiology
3. Applied Viticulture I
4. Applied Viticulture II
5. Berry composition and Grape maturity
6. Common pre-fermentative procedures, and must adjustments
7. White and Red winemaking
8. Alcoholic and Malolactic fermentation
9. Wine Filtration and Bottling – Conservation and transportation conditions of wines
10. Wine evaluation by tasting
11. Greek wine georgraphy
12. Greek wine geography
13. European wine geography

Field Training

- 1-2. Visiting vineyards
3. Measuring Baume
4. Measuring Brix
5. Measuring pH
6. Measuring titratable acidity
7. Wine evaluation of white wines
8. Wine evaluation of red wines
- 9-10. Visiting winery
- 11-12-13. Visting a distillery

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The

students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4. TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning																		
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face-to-face at office hours, email, eclass platform</p>																		
TEACHING METHODS	<table border="1"> <thead> <tr> <th><i>Activity</i></th> <th><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td>39</td> </tr> <tr> <td>Laboratory Practice</td> <td>26</td> </tr> <tr> <td>Essay Writing</td> <td>20</td> </tr> <tr> <td>Autonomous study</td> <td>36</td> </tr> <tr> <td>Advisory Support</td> <td>0,5</td> </tr> <tr> <td>Examination</td> <td>2</td> </tr> <tr> <td>Laboratory Examination</td> <td>2</td> </tr> <tr> <td><i>Total</i> <i>(About 25 hours of study per ECTS)</i></td> <td>125,5</td> </tr> </tbody> </table>	<i>Activity</i>	<i>Workload</i>	Lectures (direct)	39	Laboratory Practice	26	Essay Writing	20	Autonomous study	36	Advisory Support	0,5	Examination	2	Laboratory Examination	2	<i>Total</i> <i>(About 25 hours of study per ECTS)</i>	125,5
<i>Activity</i>	<i>Workload</i>																		
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Laboratory Examination	2																		
<i>Total</i> <i>(About 25 hours of study per ECTS)</i>	125,5																		
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p>																		

	<p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Σταυρακάκης, Μ.Ν. (2013). *Αμπελουργία*. Εκδόσεις Τροπή, Αθήνα
- Hofmann, J.B. (2003). *Αμπελουργία - Βιολογική Καλλιέργεια*. Εκδόσεις Ψύχαλος, Αθήνα
- Τσακίρης, Α.Ν.(2011). *Αμπελουργία και Οινοποίηση*. Εκδόσεις Ψύχαλος, Αθήνα
- Waterhouse, A.L., Sacks, G.L., Jeffery, D.W. (2021). *Χημεία και Βιοχημεία Οίνου: Από την Θεωρία στην Οινοποίηση*. Rosili, Αθήνα
- Boulton, R.B., Singleton, V.L., Bisson, L.F., Kunkee, R.E. (2015). ***Οιολογία-Βασικές Αρχές και Μέθοδοι Οινοποίησης***. Broken Hill Publishers, Ltd., Αθήνα

Suggested Bibliography in English Language:

- Gladstones, J. (2000). *Viticulture and Environment*. Winetitles, Adelaide, Australia
- Unwin, T. (1996). *Wine and the Vine: An Historical Geography of Viticulture and the Wine Trade*. Routledge, London, UK
- Coombe, B., Dry, P. (2000). *Viticulture – Volume 2 Practices*. Winetitles, Adelaide, Australia
- Jackson, R.S. (2000). *Wine Science: Principles, Practice, Perception*. Academic Press, San Diego
- Gerling, C. (2015). *Environmentally Sustainable Viticulture. Practices and Practicality*. CRC Press, Boca Raton, Florida
- Gladstones, J. (2011). *Wine, Terroir and Climate Change*. Wakefield Press, Kent town, Australia
- Johnson, H., Robinson, J. (2013). *The World Atlas of Wine 8th Edition*. Mitchell Beazley, London, UK

Related academic Journals:

- *Vitis*
- *Oeno One*
- *Australian Journal of Enology and Viticulture*
- *American Journal of Enology and Viticulture*
- *Scientia Horticulturae*

Instructor's Notes

COURSE OUTLINE

2. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5910	SEMESTER	9th
COURSE TITLE	FOOD PACKAGING - STANDARDIZATION AND QUALITY CONTROL		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
Lectures	4	5	
COURSE TYPE	Special Background/ Skills Development		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

3. LEARNING OUTCOMES

Learning Outcomes
<p>Learning Outcomes</p> <p>The aim of the course is:</p> <p>the understanding & learning of scientific and technical concepts concerning packaging food and specifically the operation of packaging, materials, their production, and their applications.</p> <p>The acquired knowledge through the lectures and workshops of the course concerns the information about materials and their properties. The course describes the basic packaging materials and analyzes their physical, thermal, chemical, and other properties related to the preservation of food. The methods of their analysis and the desired limits of properties in food packaging applications are precisely defined.</p> <p>In laboratory exercises, students are asked to recall the information and combine it to select suitable combinations of packaging materials for maximum durability and quality.</p> <p>The understanding of packaging concepts is achieved through problem solving where the interpretation of the problem is required, and the levels and factors are recognized in order to lead the student to conclusions as to the method and technique of approaching the problem.</p> <p>Upon successful completion of the course, the student will be able to:</p> <ul style="list-style-type: none"> • understand the importance of its quality and benefit and that it constitutes a matter of prevention and not of controls or inspections • understanding the importance of specifications, customer and versatility on the definition of quality, and the relationship of the latter with quality problems • understand the dimensions of quality that contribute to its determination in a product <ul style="list-style-type: none"> • combine statistics with the concept of quality to solve or prevent quality problems, as

well as improving it	
understand the application of problem-solving and quality management tools	
understand the need for continuous quality improvement	
understand the concept and methods of organoleptic examination	
familiar with the analysis of the data of the organoleptic examination	

General Competences

Search, analyze and synthesize data and information, using the necessary technologies	
Adapting to new situations	
Decision-making	
Independent work	
Teamwork	
Working in an International Environment	
Working in an Interdisciplinary Environment	
Promotion of new Research Ideas	
Respect for the Natural Environment	
Project Planning and Management	
Respect for Diversity and Multiculturalism	
Demonstration of social, professional and ethical responsibility and gender sensitivity	
Criticism and self-criticism	
Promotion of free, creative and inductive thinking	

4.SYLLABUS

1. Role of packaging. Examples of the use of packaging in various foods.
2. Plastic packaging I Conceptual terms. Types of plastic packaging
3. Plastic packaging II Ways of preparation of plastic packaging. Properties of plastic materials
4. Paper packaging I. Conceptual terms. Paper making
5. Paper packaging II. Paper packaging items and applications
6. Glass packaging. Conceptual terms. Preparation of glass packaging. Glass packaging applications
7. Other types of packaging.
8. Introduction to the principles of food quality control
9. Food quality characteristics - Quality factors
10. Introduction to statistical food quality control
11. Food production process capacity analysis
12. Solving food quality control problems and quality improvement
13. Methods of organoleptic evaluation of foods

A combination of teaching and learning methods will be used aiming at the active participation of students and the practical application of the thematic units under consideration: lectures using audiovisual means, analysis and discussion of case studies on real operational issues, experiential (group) exercises, as well as projection of relevant videos.

In addition, articles in electronic form, audiovisual lecture material, web addresses, useful information, case studies and exercises are posted in eclass for the students' practice.

5.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning	
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<p>USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY</p> <ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <ul style="list-style-type: none"> • Communication with students: face to face at office <u>hours, email, eclass platform</u> 	
TEACHING METHODS	<i>Activity</i>	<i>Workload</i>
	Lectures (direct)	39
	Laboratory Practice	26
	Essay Writing	20
	Autonomous study	36
	Advisory Support	0,5
	Examination	2
	Laboratory Examination	2
	<i>Total</i> <i>(About 25 hours of study per ECTS)</i>	125,5
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>Special Special learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria: The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class</p>	

platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.

6. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

Suggested Bibliography in Greek Language:

- Αωπα TEWpyaKn, KaiEpwa Koupounn, Ziaupoq noAftnq, An^hTPioq PEKkaq. 2010. Aixetpion
- OAiKhq noioinq. EK5oaEiq I. IIAEPHL
- nanaSaKnq Z. 2010. ZuaKEuaata Tpo^^wv TZioAaq ISBN: 9789604182268
- MnAouKa I. 2004. ZuoKEuama Tpo^^wv Zia^ouAn ISBN:9603515086
- Gordon L. Robertson. 2012. Food Packaging: Principles and Practice. CRC Press (3rd ed.). ISBN 9781439862414
- A. KavaPoupaq. npoaraiEUTiKh ZuoKEuama. Ek5. nanaZhon. ISBN: 978-960-02-2315-6. *Suggested Bibliography in English Language:*
- Amitava Mitra. 2008. Fundamentals of Quality Control and Improvement, 3rd edition. WILEY Publications.
- Herbert Stone and Joel L. Sidel. 2004. Sensory Evaluation Practices, 3rd edition. Academic Press Publications.

Related academic Journals:

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5911	SEMESTER	9th
COURSE TITLE	ECONOMICS OF TRANSPORTATION		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
	Lectures	4	5
COURSE TYPE	General Background		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2.LEARNING OUTCOMES

Learning Outcomes
<p>The aim of the course is:</p> <p>The course deals with applied economics issues in transport and supply chains. The course focuses on the economic evaluation and monitoring of the development, management and operation of transport systems and networks. In addition, the configuration parameters of relevant investment plans are analysed.</p> <p>Upon successful completion of the course the student will be able to:</p> <ul style="list-style-type: none"> • describe the factors that determine the demand for transport services • understand how direct and indirect transportation and distribution costs are shaped • analyse the problems of implementing business plans in the field of transportation and distribution systems • assess economic analyses of the different modes of transport <p>assess the potential for investment in the transport sector</p>
General Competences
<p>Adapting to new situations</p> <p>Decision-making</p> <p>Working independently</p> <p>Teamwork</p> <p>Working in an international environment</p> <p>Working in an interdisciplinary environment</p>

Production of new research ideas Teamwork
Project planning and management
Respect for difference and multiculturalism
Respect for the natural environment
Showing social, professional, and ethical responsibility and sensitivity to gender issues
Criticism and self-criticism
Production of free, creative and inductive thinking

3.SYLLABUS

<ol style="list-style-type: none"> 1. Introduction to basic concepts 2. Transport infrastructures and networks 3. Transportation and the national economy 4. Demand, supply and elasticities of transportation services (part A) 5. Demand, supply and elasticities of transportation services (part B) 6. Direct and indirect costs of transportation services 7. Pricing of transportation services 8. Investment in the transport sector 9. Design in the transport sector 10. National policy 11. Policy of the European Union 12. Case studies 13. Special topics <p>A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.</p>
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4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face -to-face, Distance learning							
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>							
TEACHING METHODS	<table border="1" style="width: 100%;"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">65</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td style="text-align: center;">28</td> </tr> </tbody> </table>		<i>Activity</i>	<i>Workload</i>	Lectures (direct)	65	<i>Writing paper/ papers</i>	28
<i>Activity</i>	<i>Workload</i>							
Lectures (direct)	65							
<i>Writing paper/ papers</i>	28							

	<i>Independent Study</i>	30
	<i>Advisory support</i>	0,5
	<i>Exams</i>	2
	<i>Course Total</i> (Approximately 25 hours of workload per credit unit 125.5)	125,5 h
STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Optional written exam or essay during the semester (weighting factor 30%) which may includes:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Essay/report • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>	

5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Boyer, K.D. (2005). *Οικονομική των Μεταφορών*. Αθήνα: Έλλην.

- Προφυλλίδης, Β. (2016). *Οικονομική των Μεταφορών*. Αθήνα: Παπασωτηρίου.
- Σαμπράκος, Ε. (2018). *Οικονομική των Μεταφορών*. Αθήνα: Βαρβαρήγου.

Suggested Bibliography in English Language:

Related academic Journals:

- Economics of Transportation
- International Journal of Logistics Economics and Globalisation
- Research in Transportation Economics

Instructor's Notes

COURSE OUTLINE

1. GENERAL

SCHOOL	APPLIED ECONOMIC AND SOCIAL SCIENCES		
ACADEMIC UNIT	AGRIBUSINESS AND SUPPLY CHAIN MANAGEMENT		
LEVEL OF STUDIES	<i>Undergraduate</i>		
COURSE CODE	5912	SEMESTER	9th
COURSE TITLE	INTERNATIONAL SUPPLY CHAIN		
INDEPENDENT TEACHING ACTIVITIES	WEEKLY TEACHING HOURS	CREDITS	
	Lectures	4	5
COURSE TYPE	Specialized general knowledge		
PREREQUISITE COURSES	NO		
LANGUAGE OF INSTRUCTION and EXAMINATIONS	Greek		
IS THE COURSE OFFERED for ERASMUS STUDENTS?	YES (in English)		
COURSE WEBSITE (URL)	https://oeclass.aua.gr/eclass/		

2. LEARNING OUTCOMES

Learning Outcomes

The aim of the course is to:

- examine the changing face of international logistics in the 21st century.
- analyse complex transport networks, with particular emphasis on multimodal transportation.
- examine issues of internationalisation of business and changing patterns of international trade, as well as developments in technology.
- focus on the challenges and opportunities in the emerging international environment.

Upon successful completion of the course, the student will be able to:

- describe multimodal transportation.
- explain the effect of globalisation on the operation of supply chains.
- examine the key challenges and risks posed by international supply chains.
- critically assess available modes of transportation.
- apply the Incoterms.

General Competences

- Adapting to new situations
- Decision-making
- Working independently
- Teamwork
- Working in an international environment
- Project planning and management
- Respect for difference and multiculturalism

- Respect for the natural environment
- Advance free, creative and causative thinking

3.SYLLABUS

1. Introduction to basic concepts
2. International trade
3. Methods of entering foreign markets
4. International infrastructure
5. International conventions, agreements and trading conditions
6. Management of international supply chain
7. Incoterms
8. International maritime transport
9. International air transport
10. International land transport
11. Multimodal transport
12. Case studies
13. Special topics

A combination of teaching and learning methods will be used, aiming at the active participation of the students and the practical application of the thematic units under examination; there will also be lectures using audiovisual media, discussions, and analyses of case studies on real business issues, experiential (group) activities, as well as projections of relevant videos. The students will also undertake an individual or group project. Furthermore, articles, audiovisual lecture materials, web links/addresses, useful information, case studies and exercises for further practice are posted in digital form on the AUA Open e-Class platform.

4.TEACHING and LEARNING METHODS - EVALUATION

DELIVERY	Face-to-face, Distance learning															
USE OF INFORMATION and COMMUNICATIONS TECHNOLOGY	<ul style="list-style-type: none"> • Support of the learning process through the University's AUA Open eClass platform (integrated e-Course Management System) • Support of lectures using presentation software • Use of audiovisual material • Use of web applications <p>Communication with students: face to face at office hours, email, eclass platform</p>															
TEACHING METHODS	<table border="1"> <thead> <tr> <th style="text-align: center;"><i>Activity</i></th> <th style="text-align: center;"><i>Workload</i></th> </tr> </thead> <tbody> <tr> <td>Lectures (direct)</td> <td style="text-align: center;">65</td> </tr> <tr> <td><i>Writing paper/ papers</i></td> <td style="text-align: center;">28</td> </tr> <tr> <td><i>Independent Study</i></td> <td style="text-align: center;">30</td> </tr> <tr> <td><i>Advisory support</i></td> <td style="text-align: center;">0.5</td> </tr> <tr> <td><i>Exams</i></td> <td style="text-align: center;">2</td> </tr> <tr> <td><i>Course Total</i> (Approximately 25 hours of workload per credit unit 125.5)</td> <td style="text-align: center;">125.5 h</td> </tr> </tbody> </table>		<i>Activity</i>	<i>Workload</i>	Lectures (direct)	65	<i>Writing paper/ papers</i>	28	<i>Independent Study</i>	30	<i>Advisory support</i>	0.5	<i>Exams</i>	2	<i>Course Total</i> (Approximately 25 hours of workload per credit unit 125.5)	125.5 h
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STUDENT PERFORMANCE EVALUATION	<p>The evaluation process is in the language that the course is taught (Greek or English) and consists of:</p> <p>i. Compulsory written final examination at the end of the semester (weighting factor 70% at least) which may include:</p> <ul style="list-style-type: none"> • Multiple choice questionnaires • Open-ended questions • Problem solving • Oral examination <p>Evaluation criteria: correctness, completeness, clarity</p> <p>ii. Compulsory written essay during the semester (weighting factor 30%)</p> <p>Evaluation criteria: correctness, completeness, clarity</p> <p>learning difficulties:</p> <p>Students with special learning difficulties in writing and reading (as they are certified and characterized by a competent body) are examined based on the procedure provided by the Department.</p> <p>Specifically-Defined Criteria:</p> <p>The evaluation criteria are made known during the first lesson and are clearly stated on the course website and the AUA Open e-class platform. The answers to the exam questions are posted on the AUA Open e-Class platform after the exam. The students are allowed to see their exam paper after its grading (during the announced office hours) and receive explanations about the grade they received.</p>
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5. ATTACHED BIBLIOGRAPHY

Suggested Bibliography in Greek Language:

- Chopra, S. & Meindl, P. (2020). *Διοίκηση Εφοδιαστικής Αλυσίδας*. Θεσσαλονίκη: Τζιόλα.
- David, P. (2015). *Διεθνή logistics*. Αθήνα: Παπαζήση.
- Harrison, A. & van Hoek, R. (2021). *Logistics Μάνατζμεντ και Στρατηγική*. Αθήνα: CoreView Solutions.

Related academic Journals:

- Global Economics and Management Review
- Journal of Global Operations and Strategic Sourcing
- Journal of Supply Chain Management

Instructor's Notes