„Master of International Agribusiness and Rural Development (IARD)“
Information on the new Study-Program

Mendoza, Argentina
April 18, 2013

Dr. Sebastian Lakner
Georg-August Universität Göttingen
MSc in International Agribusiness
2002-2012: 10 Years of Experience

Institutions:
- Department of Agricultural Economics (Uni Talca)
- Department of Agricultural Economics and rural Development (Georg-August University Göttingen)

Support: Scholarships from the German Academic Exchange Service (DAAD) by a Partnership-program between Talca and Göttingen by the DAAD

Language: English (and a bit of Spanish!)

Students: about 10 Students per year

Alumni: 84 students graduated with a Double degree (since 2002)

Number of Applications: from 30-45 per year

Share of students with other scholarships: 10 % per year

Common activities in Lectures and supervision of thesis
Number of Applications to MIA/IARDARD

Applications of Africa and Asia are only included since 2005

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Applications to the MSc IARD-Program (2002-2012)

2002-2012: Number of Applicants for IARD

- Chile: 54
- Ecuador: 21
- Columbia: 21
- Peru: 20
- Bolivia: 16
- Honduras: 14
- Costa Rica: 12
- Mexico: 12
- Nicaragua: 10
- Brazil: 8
- Argentina: 6
- El Salvador: 6

- Uruguay: 4
- Guatemala: 3
- Haiti: 3
- Venezuela: 2
- Antigua: 1
- Cuba: 1
- Dominica: 1
- Grenada: 1
- Paraguay: 1
- Africa: 44
- Asia: 40
- Europe: 8

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Master of International Agribusiness and Rural Development (IARD)
Students in the MSc IARD-Program (2002-2013)

- Chile: 28 students, 52% success rate
- Ecuador: 12 students, 57% success rate
- Peru: 9 students, 45% success rate
- Costa Rica: 8 students, 67% success rate
- Columbia: 8 students, 67% success rate
- Mexico: 7 students, 38% success rate
- Germany: 7 students, 50% success rate
- Honduras: 6 students, 75% success rate
- Brazil: 5 students, 83% success rate
- Argentina: 5 students, 40% success rate
- Bolivia: 4 students, 31% success rate
- Nicaragua: 2 students, 67% success rate
- Guatemala: 2 students, 50% success rate
- Uruguay: 1 student, 50% success rate
- Venezuela: 1 student, 0% success rate

2002-2013: Number of students in the MSc International Agribusiness and Rural Development (IARD)

success-rate
Typical employment of IARD-Students
- a Selection of Employers

- **Cargill España** (Barcelona)
  (International trader of agricultural commodities),

- **Bunge** (International trader and producer of grain and oilseed),

- **Südzucker** (Manheim) (International Sugar-Producer in Germany)

- **Concha y Toro, Alto-Cedro** (Mendoza)

- **FLO Cert und FLO International**
  (Certification organisation for Fair Trade Products),

- **FAO Latin America, CEPAL, INDAP** (Santiago de Chile)

- **GIZ e.g. in Ecuador, other Development Agencies**

- **PhD Agricultural Economics** (e.g. in Göttingen)
# Modell “IARD 2012”
for Students from Latin-America

<table>
<thead>
<tr>
<th>1. Year</th>
<th>2. Year</th>
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<tbody>
<tr>
<td>= 10 Modules</td>
<td>= 5-7 Modules + MSc.-thesis</td>
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- **Universidad de Talca**
  - 10-12 Students + Guest Students

- **University Göttingen**
  - Students from our international program

- **Universidad de Talca**
  - 8 Students + German Students

- **University Göttingen**
  - 4 Students from IARD

- Full and recognized MSc
  - International Agribusiness

- Double Degree MSc
  - International Agricultural Economics and Rural Development

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Master of International Agribusiness and Rural Development (IARD)
<table>
<thead>
<tr>
<th>Semester</th>
<th>Compulsory Modules</th>
<th>Methodological Modules</th>
<th>Optional Modules</th>
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</table>
| 1. Sem.       | 1. Managerial Economics  
2. Marketing in Agribusiness I (Strategic Marketing)  
2. Technologies in Fruit and Wine Production  
3. Development Economics in Latin America |
| March-June    |                                                                                  |                                        |                                                                                |
| Talca         |                                                                                  |                                        |                                                                                |
| 2. Sem.       | 1. Human Resources Management  
2. Financial Management I            |                                        | 1. Marketing in Agribusiness II (Marketing Research)  
2. Principles, Monitoring and Methods of Agricultural Projects Development Policies  
3. Agricultural Innovation and Extension |
| June-August   |                                                                                  |                                        |                                                                                |
| Talca         |                                                                                  |                                        |                                                                                |
2. Supply chain management  
3. Research methods for business  
4. Marketing research  
5. Agricultural policy seminar |
| Oct.-Febr.    |                                                                                  |                                        |                                                                                |
| Göttingen     |                                                                                  |                                        |                                                                                |
| 4. Sem.       |                                                                                  |                                        | Field-Research  
Master-Thesis                                                                 |
| April-Sept.   |                                                                                  |                                        |                                                                                |
| Göttingen     |                                                                                  |                                        |                                                                                |
MSc IARD: Application-requirements

- **B.Sc. or Diploma (Diploma or Licenciatura) degree**
- **Subject areas:** Agricultural Sciences, Economic Sciences, Social Sciences, Forestry Sciences, Veterinary Sciences, and Food and Nutrition Sciences.
- **Good or excellent grade** point average
- **Knowledge of English Language:** TOEFL (> 79 points)
  IELTS (>6,0) is also accepted
- **Basic Spanish, German is not required**
- Two years of **professional experience**
- **Letter of Motivation / Thesis-Proposal**
- **CV, Letter of support, Copy of the Passport, and DAAD-form**

For more information read: [http://www.uni-goettingen.de/en/136176.html](http://www.uni-goettingen.de/en/136176.html)
Thank you for your attention!

http://www.iard.uni-goettingen.de