

**AGRICULTURAL SCIENCES AND TECHNOLOGIES
ACADEMIC YEAR 2023-2024)
Estimate; form of the C.I. of Appraisal and Agricultural Policy (9 ECTS)**

General information	
Academic subject	<i>Third year</i>
Degree course	<i>Scienze e Tecnologie agrarie Agricultural Sciences and Technologies</i>
Academic Year	<i>2023/2024</i>
European Credit Transfer and Accumulation System (ECTS)	<i>6 ECTS</i>
Language	<i>Italian</i>
Academic calendar (starting and ending date)	<i>First semester (September 25th 2023 – January 19th 2024)</i>
Attendance	<i>Not compulsory but recommended</i>

Professor/ Lecturer	
Name and Surname	<i>Claudio Acciani</i>
E-mail	<i>claudio.acciani@uniba.it</i>
Telephone	<i>080442893</i>
Department and address	<i>Department of Soil, Plant and Food Sciences (DISSPA) Via Amendola, 165/A</i>
Virtual headquarters	<i>MS Teams 27s0lta</i>
Tutoring (time and day)	<i>Every day from Monday to Friday from 9.30 to 13.00 and from 16.30 to 19.30. It is preferable to arrange an appointment also by e-mail. The reception can take place in presence at the studio, on the Teams platform or elsewhere requested</i>

Syllabus	
Learning Objectives	<i>The course aims to provide thorough knowledge on private property valuation techniques (valuation procedures) following a single methodology at the basis of the valuation discipline. As regards public / environmental goods, a brief presentation of the main monetary and non-monetary techniques will be reserved. The first part of the course consists of simply theoretical aspects, which will be followed by the special part on topics such as: expropriation, succession, real law, land improvements, damages, the figure of the technical consultant and, finally, Land Registry.</i>
Course prerequisites	<i>Nothing</i>
Contents (program)	<i>Course presentation: Assets subject to valuation and valuation contexts Economic aspects or estimation criteria The estimation method Financial mathematics International Standards Procedures for evaluating private assets a) direct single parameters b) indirect single parameters c) multi-parameter Sources for the acquisition of prices The real estate markets Public/environmental goods Notes on monetary and non-monetary valuations of public goods</i>

	<p><i>Expropriation for public utility</i> <i>Successions and hereditary divisions</i> <i>Real rights</i> <i>Land improvements</i> <i>Estimation of fruit trees and damage</i> <i>Land register</i> <i>Technical consultancy for office.</i></p>
Books and bibliography	<ul style="list-style-type: none"> • <i>M. Michieli, G. B. Cipolotti Trattato di Estimo. Generale, immobiliare, agrario, forestale, ambientale, legale. Edizione 2018.</i> • <i>Polelli M., Nuovo Trattato di Estimo, Maggioli Editore, Milano, 2006</i> • <i>Files of powerpoint.</i>
Additional materials	<ul style="list-style-type: none"> • <i>The powerpoints of the lectures cannot be used as study material but support the use of textbooks, scientific works and website graphics.</i>

Work schedule			
Total	Lectures	Hands on (Laboratory, working groups, seminars, field trips)	Out-of-class study hours/ Self-study hours
Hours			
150	32	28	90
ECTS			
6	4	2	
Teaching strategy	<p><i>The topics of the course will be treated with the help of Power Point presentations. Distance teaching systems through public platforms (eg Teams) can be used, on request for students with disabilities and in tutoring actions for students not working full-time (working students, student athletes and with young children). Will be promoted: self-learning, teamwork, self-assessment and the use of 4.0 technologies.</i></p>		
Expected learning outcomes			
Knowledge and understanding on:	<ul style="list-style-type: none"> ○ Knowledge and understanding Knowledge of public or private assets being valued Knowledge of the general aspects of the Estimation, such as those relating to the Estimation Method, the valuation contexts, the valuation criteria and procedures to be used Understand the different application areas of the elements just mentioned. ability and understanding of the meaning of the movement of values over time 		
Applying knowledge and understanding on:	<ul style="list-style-type: none"> ○ Applied knowledge and understanding Critical analysis and application of the acquired knowledge to the estimative discipline: expropriations for public utility, hereditary succession and partition of succession, damages, real rights of enjoyment, Land Register. 		
Soft skills	<p>Autonomy of judgment Ability to analyze different situations in a market context, such as to be able to work as a freelancer, junior agronomist. Communication skills Ability to present and argue on economic-estimative issues. Communication and relationship skills within a multidisciplinary work group and</p>		

	<p>judgment skills both on a technical and economic level.</p> <p>Ability to learn</p> <p>Ability to learn, following the estimation method, the criteria and techniques of the different estimation procedures.</p> <p>The expected learning outcomes, in terms of knowledge and skills, are shown in Annex A of the Degree Program Didactic Regulations (expressed through the European Descriptors of the Degree</p>
--	---

Assessment and feedback	
Repository	<i>The teaching material will be available in the Class Teams. The Teams code of the course will be provided at the beginning of the course attendance.</i>
Methods of assessment	<i>For students enrolled in the course year in which the teaching is carried out, an intermediate evaluation test (called exemption) is foreseen, which consists of an oral test on the topics developed during the theoretical lesson hours as reported in the Course Didactic Regulations. Degree in Agricultural Sciences and Technologies (Article 9) and in the study plan (Annex A). The outcome of this test contributes to the evaluation of the final exam and is valid for one academic year. The exam consists of an oral test on the topics developed during the theoretical lesson hours as reported in the Didactic Regulations of the Degree Course of Agricultural Sciences and Technologies (Art. 9) and in the study plan (Annex A). Two questions will be asked, one of which on the part relating to the general part and one relating to the special part. For any foreign students, the intermediate assessment and exam tests can be held in English and, where required, as a written test with three open-ended questions.</i>
Evaluation criteria	<ul style="list-style-type: none"> • <i>Knowledge and understanding</i> <ul style="list-style-type: none"> ○ <i>Being able to identify and correctly describe the asset being valued;</i> ○ <i>Be able to represent in a discursive form the methodology and procedure followed to formulate the judgment of estimate</i> ○ <i>Being able to understand and describe the evaluation context according to the role represented.</i> • <i>Applied knowledge and understanding</i> <ul style="list-style-type: none"> ○ <i>Ability to critically analyze and apply the knowledge acquired to the appraisal discipline in relation to cases of expropriation for public utility, hereditary succession and partition of succession, damages, real rights of enjoyment, Land Registrar.</i> • <i>Autonomy of judgment</i> <ul style="list-style-type: none"> ○ <i>Being able to analyze problems related to different situations in a market context, such as to be able to work as a freelancer, junior agronomist. Abilità comunicative.</i> • <i>Communication skills</i> <ul style="list-style-type: none"> ○ <i>Be able to describe in detail, with coherence, with appropriate language and with adequate arguments, the various aspects that characterize the role of the technical estimator.</i> • <i>Ability to learn</i> <ul style="list-style-type: none"> ○ <i>Be able to apply the knowledge and skills acquired to solve problems in various professional, conflictual and non-conflictual contexts.</i> ○ <i>To be able to apply the knowledge and skills acquired to cases relating to case studies not addressed in the course of study.</i>

	<ul style="list-style-type: none"> ○ Being able to apply the study tools learned to update knowledge.
Criteria for assessment and attribution of the final mark	<p><i>The assessment of the student's preparation takes place on the basis of pre-established criteria, as detailed in Annex A of the Degree Course Academic Regulations. For students who have taken the intermediate evaluation test (called exemption), the evaluation of the final exam is expressed taking into account the mark acquired with the exemption test not as an arithmetic average but as a weighted weight with respect to the program subject of the test. exemption. In assigning the final grade, the knowledge acquired, the ability to apply the aforesaid knowledge, the autonomy of judgment, communication skills and the ability to integrate the knowledge acquired in a work project will be taken into account.</i></p>
Additional information	