



University of Pretoria Yearbook 2017

Agricultural marketing 713 (LEK 713)

Qualification	Postgraduate
Faculty	Faculty of Natural and Agricultural Sciences
Module credits	15.00
Programmes	BComHons Agricultural Economics
Service modules	Faculty of Economic and Management Sciences
Prerequisites	No prerequisites.
Contact time	1 lecture per week
Language of tuition	Module is presented in English
Academic organisation	Agric Econ, Ext + Rural Dev
Period of presentation	Semester 2

Module content

Agricultural marketing. The nature, development and conceptualisation of marketing and marketing study; the marketing environment, nationally and internationally; the functional and institutional approaches to marketing study; price discovery and margins; dynamics of agricultural and food marketing channels; competition and concentration on horizontal and vertical level; conflict and power relationships in agricultural marketing; economics of food consumption, consumer behaviour and consumer action; food market segmentation; food quality and branding, price, product, promotional and distributional policy; marketing analysis and planning. Global food marketing issues, contracting and changing global food retail patterns.

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