

Financial, Accounting and Legal aspects in Wine Business (EM1S5M34)

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|---------------------------------------|---|
| Program | PGE |
| Module / ECTS / Path / Specialisation | Module :International Wine Management : 19 ECTS. <ul style="list-style-type: none">International Wine management and tourism |
| Discipline | Other |
| Year | 2019 |
| Semester | B |
| Open for visitors | yes (3 ECTS) |
| Available places | 35 |

Coordinator

Lecturers

| Instructor | Population | Email |
|------------|------------|-------|
| N1 N1 | Population | |
| N2 N2 | Population | |

Course format

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| Working language : | English |
| Volume of contact hours : | 24 h |
| Workload to be expected by the student : | 72 h |

Course track

Track : Attendance

"Attendance" track :

Attendance at lecture / tutorial classes and intermediate / final exams is mandatory. As evaluation of in class work constitutes an essential element of grading, any absence will be penalized and is taken into account for grading purposes (see academic rules and regulations).

"Autonomous" track :

Attendance at intermediate / final exams is mandatory, but students are free to attend lecture / tutorial classes.

For all Master programs and all other programs realized in the form of dual internships (apprentissage), attendance at lecture / tutorial classes and intermediate / final exams is entirely mandatory. Therefore, only the "Attendance" track can be selected.

Contribution of the course to the educational objectives of the programme

How the course contributes to the programme :

LEARNING GOAL 1 : Students will master state-of-the-art knowledge and tools in management fields in general, as well as in areas specific to the specialized field of management.

Students will identify a business organization's operational and managerial challenges in a complex and evolving environment.

Students will understand state-of-the-art management concepts and tools and use them appropriately.

LEARNING GOAL 2 : Students will develop advanced-level managerial skills.

Students will work collaboratively in a team.

Students will participate in a decision-making process in a critical way.

LEARNING GOAL 4: Students will study and work effectively in a multicultural and international environment.

Students will analyze business organizations and problems in a multicultural and international environment

Description

The course is divided in two parts: Law and accounting/finance.

First part of the course is dedicated to an introduction to the regulation of the production and marketing of wine. In particular, the course is devoted to analyzing the regulatory framework concerning the notion of wine and grapevine products, the discipline of oenological practices, the labelling and presentation of wine. It then delves into the regulation of geographical indications for wine, using also some cases recently decided by the EU Court of Justice to further illustrate the complexities of this field. A comparative methodology, highlighting similarities and differences between the EU and North America in the regulation of labels and geographical indications is adopted.

Second part of the course focuses on the purpose of accounting specifically applied to the wine industry. The course is designed to help participants to master the basic concepts in accounting and finance: working capital, working capital requirements, cash, read and understand the financial statements (balance sheet and income statement) of companies in the wine sector

Active participation by the students is required.

Educational organisation

In class

Lectures

In groups

Exercises

Case studies/texts

Interaction

Discussions / debates

Learning outcomes

Upon completion of this course, students should be able to :

- **Describe** legal regulation concerning the production and marketing of wine
- **Identify** concepts about accounting, finance and law that are crucial for the wine industry

- **Apply** accounting, financial and law knowledge acquired to specific cases and practical exercises
- **Appraise** majors challenges of wine regulation and legal context of wine business
- **Discuss** critically law case decisions and annual accounts
- **Compare** different international accounting standards
- **Question** existing legal frameworks

Outline

In the first part of the course, students will analyze some preliminary legal issues concerning the notion of grapevine products and wine, how oenological practices are regulated, how products are labelled. In the second part, students will deal more in detail with the discipline of geographical indications for wine, with particular reference to their regulation in Europe, North America and at the global level.

In the second part of the course, students will build a balance sheet and income statement to determine working capital, working capital requirements and cash flow. Then, they will learn about the financial statements of companies in the wine sector to learn how to read them and identify key points. Finally, they will write a summary note.

Prerequisites

Key concepts to understand :

Knowledge of :

Key concepts to understand are related to:

- the role of law in producing and marketing grapevine products, the differences in regulation across different legal systems, the impact that this has in the export of wine.
- the role of accounting and its impact on the presentation of financial statements of companies in the wine sector.

Teaching material

Documents in all formats

- Syllabus
- Case studies

Software

- Office Pack (Word, Excel, PowerPoint, Access)

Recommended reading

Major works :

M. Ferrari, The Narratives of Geographical Indications, in International Journal of Law in Context, 2014, 222-248.
T. Broude, Taking « Trade and Culture » Seriously : Geographical Indications and Cultural Protection in WTO Law, University of Pennsylvania Journal of International Economic Law, 2005, 623-692.
Wiley IFRS 2012: Interpretation and Application of International Financial Reporting Standards Auteurs : Bruce Mackenzie, Danie Coetsee, Tapiwa Njikizana, Raymond Chamboko, Blaise Colyvas ,Brandon Hanekom

Further reading :

D. Gangjee, Relocating the Law of Geographical Indications, Cambridge, Cambridge University Press, 2012.
Alistair Brown, The Legal/Accounting Milieu of the French Wine Industry, The Wine Industry - Volume 12, 2010

Research works by EM Strasbourg :

NA

Assessment

Final assessment : exam week

written (90 min) / individual / English / weighting : 60%

additional information : The written, individual evaluation will consist of: - two open questions on the program dealt with in classes. - a study of accounting and financial documents of a company in the wine sector.

This evaluation serves to measure LO1.1, LO1.2, LO1.3, LO3.1

Final assessment : 1th November 2019

written / in group / English / weighting : 20%

additional information : The written, group work will consist of a short paper (max 2 pages) identifying the crucial legal issues analyzed by the EU Court of Justice in one case provided by the teacher.

This evaluation serves to measure LO1.1, LO1.2, LO1.3, LO2.1, LO2.2

Final assessment : Novembre 5th November

written / in group / English / weighting : 20%

additional information : The work of the group will consist of a study of the financial statements of a company in the wine sector and the drafting of a summary note.

This evaluation serves to measure LO1.1, LO1.2, LO1.3, LO2.1, LO2.2

Grounds for expulsion from classes

Such behaviors as...

arriving late, leaving early or unannounced leaving of the classroom during class time

disruptive eating or drinking in class

using smartphones and laptops for non class-related purposes

reading non class-related documents

chatting on non class-related issues

showing disrespect towards lecturers

... may lead to expulsion from classes.