

Graduation Courses Taught at USP since 1996 -  
Prof. Dr. Marcos Fava Neves (includes first half of  
2015)

145/1405	Strategic Planning and Marketing Management	28
2402	Planning and Marketing in Agribusiness	15
542/1403	Marketing decisions (MKT II)	10
307	Basic marketing	9
2211	Sustainable Systems Planning	8
485/1612	Supervised Internship I	8
1002/1614/1615	Supervised Internship II and Social	8
241	Consumer behavior	4
447/2204	Marketing Topics (Channels)	4
448/2403	Promotion and Sales Management	4
1401	Introduction to Marketing (Marketing I)	4
2200	Case Studies in Agrifood Organizations	3
LES ESALQ 0452	Economics and Agribusiness Management	1
1531	Statistics	1
CFG 0003	Pharmaceutical Marketing	1
Purdue 2013	Future of Food Business	1
	TOTAL	109

Graduate Courses Taught at USP (Masters and PhD) –  
Prof. Dr. Marcos Fava Neves (includes 2015)

RAD 5029	Strategic marketing Planning and management	05
RAD 5012	Cross-organizational relationships	08
RAD 5034	Topics in Applied Management in Production Systems	03
EAD 5904	Global marketing	03
EAD 5907	Business marketing	01
	TOTAL	20