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“The dissertation is the final stage of the Master degree and provides you with the opportunity to show that you have gained the necessary skills and knowledge in order to organise and conduct a research project. It should demonstrate that you are skilled in identifying an area, or areas, suitable for research: setting research objectives; locating, organising and critically analysing the relevant secondary data and authoritative literature; devising an appropriate research methodology; analysing the primary data selected and drawing on the literature in the field; drawing conclusions; and if appropriate making relevant recommendations and indications of areas for further research. A dissertation is a ‘formal’ document and there are ‘rules’ that govern the way in which it is presented. It must have chapters that provide an introduction, a literature review, a justification of the data selected for analysis and research methodology, analysis of the data and, finally, conclusions and recommendations. Where the subject is based around a business or an applied situation recommendations for action may also be required”


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Scuola di
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Corso di Laurea Magistrale in
XXXXXXXXXX

**Titolo della
Tesi di Laurea
Magistrale**

Relatore
Prof. Nome e Cognome

Candidato
Nome e Cognome

Anno Accademico 20XX/20XX

The first page of the dissertation should contain the following declaration that should be signed by the student.

I hereby declare that this submission is my own work and that, to the best of my knowledge and belief, it contains no material previously published or written by another person nor material which has been accepted for the award of any other degree or diploma of the university or other institute of higher learning, except where due acknowledgement has been made in the text. Translation, adaptation in whole or in part, reproduction using any means (including media, microfilm and photocopy formats) and electronic storage are reserved in all countries.

Signature

TITLE OF THE THESIS

Surname and name of the student

Abstract

A concise and factual abstract is required (maximum 150 words). The abstract is a short summary of the contents and results of the dissertation. The abstract should state briefly the purpose of the research, the principal results and major conclusions. It must be able to stand alone. For this reason, bibliographic references should be avoided, but if essential, then cite the author(s) and year(s). Also, non-standard or uncommon abbreviations should be avoided, but if essential they must be defined at their first mention in the abstract itself.

Keywords (3 to 5)

XXXX, xxxxx, yyyy

Example:

THE FRESH FRUIT SUPPLY-CHAIN IN TUSCANY

Surname and name of the student

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THE FRESH FRUIT SUPPLY-CHAIN IN TUSCANY

Surname and name of the student

Introduction

Introduction states the objectives of the work and provide an adequate background, avoiding a detailed literature survey or a summary of the results. It should be meant to get the reader closer to the subject and stimulate his/her interest to go on reading the dissertation.

Introduction should shortly describe:

- *The subject of the dissertation and the most debated issues around the subject*

World fruit production evidenced deep changes in the last century: number and typologies of farms producing fruit, farms' organization and marketing channels, plant varieties and species, places of production has been showing a complete restructuring after the Second World War. Markets globalization and logistic improvement have completely changed the way competition is brought on. Together with consumers' changing attitudes and behavior, a real "revolution" in the world fruit system can be described..... (*continue*)

- *The general objective of the dissertation*

In the light of the above mentioned changes, the general objective of the dissertation is to understand how fruit farm have changed their production organization and marketing strategies by means of a direct-survey on a sample of fruit farms in Tuscany.

- *How the dissertation is structured, that is the "logic" of the dissertation*

This dissertation will be organised as follows: chapter one will present the evolution of fruit world production, an analysis mainly carried out on FAOStat available information. The second chapter will focus on the situation in Tuscany: drawing from the last data of Istat Agricultural Census, a picture of fruit production and fruit farms' characteristics will be provided. The third chapter will analyze how fruit production in Tuscany is marketed, and how marketing channels have been subject to strong change in the latest years. Chapter four will introduce objectives and methodology of the dissertation, while chapter five will be devoted to the results obtained from a direct survey on a sample of fruit farms in Tuscany. Conclusions will contain the main results obtained by the direct survey.

- *Aknowledgements*

I would wish to acknowledge the contribution made by the following in preparing this dissertation: Mr...

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1) Literature review

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2) The evolution of fruit supply-chain in Tuscany

2.1) *The structure of the fruit supply-chain*

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2.2) *Wholesale markets and mass distribution*

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3) The characteristics of fruit farms in Tuscany

3.1) Characteristics and evolution of fruit farms in Tuscany

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3.2) Marketing channels of fruit farms

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3.3) The role of mass distribution firms in reshaping fruit system

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¹ *Example of footnote:* Co-regulation refers to a theoretical approach aimed at integrating a set of different tools by coordinating the flexibility of private quality standards to compulsory public ones (Garcia Martinez et al., 2007). *OR* According to some scholars (Casati, 1990; Becattini, 1991 and 1993; Girolami, 1996) co-regulation refers to; on the contrary, other scholars (Giau, 1980; Costato, Benedetti and Savonarola, 1991) maintain that co-regulation

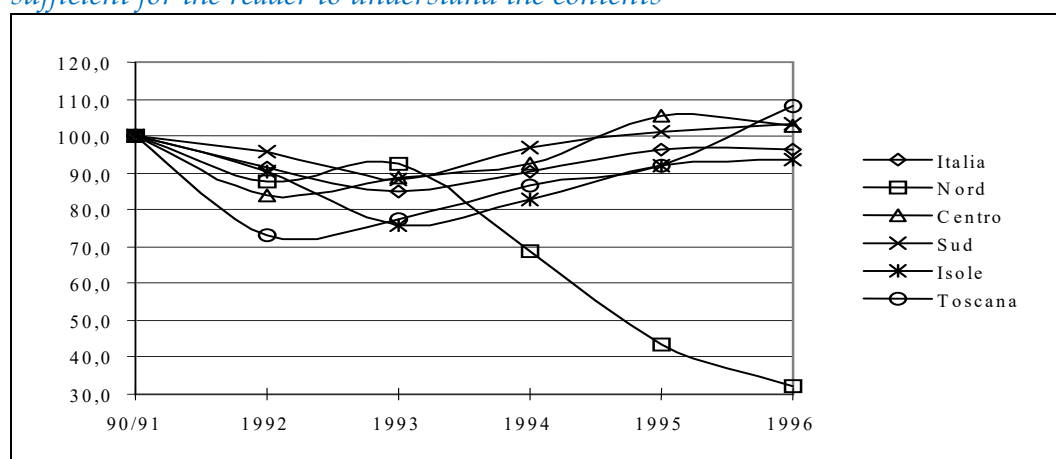
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Example of figure:

Fig.3.1 – Production of fruit in Italy, years 1992-1996, index number basis 1990/91 = 100

Please note that all figures must be numbered and quoted in text. Numbering must be different from the one used for tables. Figures should be numbered separately for each chapter. In this chapter: figures 3.1, 3.2, 3.3, etc.). Titles should be complete and clear about the contents. A title with “Fruit in Italy” would not be sufficient for the reader to understand the contents



Please note that tables (tables are all those objects with rows and columns...) and figures (included charts, diagrams, schemes, etc.) should be understood by readers independently from the text. In other words, tables and figures should contain (in the title, source, etc.) all information useful to read and understand their meaning.

All tables and figures have to be quoted in text, and must be useful to let the reader better understand the text and/or show information otherwise difficult to describe by writing. To put it in other words, they must be useful for something, and not be redundant.

Source: direct survey

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² *Example of footnote:* The ISTAT Census of Agriculture does not analyze farms with less than 1 ha of Utilized Agricultural Surface (ISTAT, 2010). *OR* The issue has been deeply analyzed by Bellon (1989), Di Sandro (1990 and 1993), and Becattini (1990).

→ start a new page for each chapter

4) Objectives and methodology of the direct survey

4.1) Objectives

Describe the general objective and detail into specific objectives. Clarify the research questions which the survey aims at answering. The reader must be able to understand the importance of the dissertation work. The importance may be due to the fact that the issue is still relatively unexplored, and/or the methodology used in the dissertation has never been applied before, and/or the results are particularly important to take policy decisions, and in general for any other reason deemed valid. The reader should be encouraged to continue reading ...

A general objective may be the following:

- *An analysis of the evolution of fruit production in Tuscany*

A specific objective may be the following:

- *understand how farms are adapting their production to the rise of super-market chains and what are the consequences on farms profitability*

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4.2) Methodology

A particular attention should be paid to illustrating the methodology used for achieving the objectives of the dissertation.

Methodology refers to the description of the source of information used, how it was collected and elaborated, and the advantages and limits of the methodology. The following are some of the most important topic to tackle in this paragraph:

- *Information available on the specific issue*
- *Selection of the sources and decision on how to collect information*
- *Official statistical sources and/or direct inquiry*
- *In the case of direct survey, how the sample was chosen, and why*
- *Description of the questionnaires*
- *Nature and quality of data used*
- *Methods of data elaboration*
- *Advantages and limits of the methodology*

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5) The results of the direct survey

5.1) The evolution of production in the selected farms

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5.2) The evolution of marketing channels in the selected farms

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Example of table:

Tab.5.1 – Surfaces and production of fruit in Italy, years 2014-2016

(Please note that tables must be numbered and quoted in text. Tables should be numbered separately for each chapter. In this chapter: tables 5.1, 5.2, 5.3, etc.). Titles should be complete and clear about the contents. A title with “Fruit in Italy” would not be sufficient for the reader to understand the contents

	Surfaces (ha)*			Production (tons/ha)		
	2014	2015	2016	2014	2015	2016
North	13,3	14,7	15,3	61	75	81
Centre	13,7	14,4	16,7	59	56	60
South	15,5	15,8	15,9	59	60	62
Italy	13,6	14,9	15,7	60	68	74

* Specific notes to the table should be put under the table, and NOT in a footnote.

General notes can be put under the table (before the Source) as follows

Note: statistical information in the table have been elaborated on the basis of Kerenz standard procedure.

Source: National Institute of Agricultural Statistics

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5.3) Problems and opportunities for fruit production and marketing in Tuscany

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Conclusions

Conclusions should first shortly recall the general context of the analysis, and then report the main results obtained by the research, checking if the objectives have been achieved. Results should be accompanied by the Author's personal comments and considerations.

By reading Conclusions, the reader should:

- *Have a synthesis of the contents of the dissertation*
- *Understand Author's opinions on the subject*
- *Assess to what extent the Author's work is original and useful*
- *Draw useful implications*
- *Gather new ideas to further deepen the subject*

→ start a new page for each chapter

Bibliography

Include only bibliographic references which have been quoted in text, in alphabetic order

Articles

Author/s (Surname+First letter of name), Year of publication (between parenthesis), Title of the article ("), Name of the Journal/Review, Number of the issue, pages.

Example: Bellon B. (1984), "The supply-chain", Economia e Politica Industriale, n.42, pp.122-136

Books

Author/s (Surname+First letter of name), Year of publication (between parenthesis), Title of the article ("), Publishing, Place.

Example: Samuelson P. (1999), "The day after tomorrow", Il Mulino, Bologna

Articles or chapters in edited books:

Author/s (Surname+First letter of name), Year of publication (between parenthesis), Title of the article ("), in: Editor (Surname + first letter of name) followed by "Ed.", title of the book ("), Publishing, Place, starting and ending page of the article in the book

Example: Bellon B. (1996), "La filiera di produzione", in: Casati D. (Ed.), "Economia agro-industriale", Il Mulino, Bologna, pp.123-156

Papers presented at congresses, seminars, workshops, etc.

Normally rules for articles or chapters in edited books should be applied:

Example: Casati D., Benedetti G.P. (1994), "The future of agriculture", in: Berni P., Begalli T. (Eds.), "Agriculture in a changing world", Proceedings of the XXX SIDEA Congress, Il Mulino, Bologna, pp.12-19

When the paper has not yet been published:

Example: Belletti G., Marescotti A. (1997), "The reorganization of trade channels of a typical product", paper presented at 52nd EAAE (European Association of Agricultural Economists) Seminar "EU Typical and Traditional Productions: Rural Effect and Agro-industrial Problems", Parma, 18-19 June, 1997

Internet

If the document has been downloaded from the Internet, and if it is not a book or article etc., please insert the complete web address of the website and the date when it has been downloaded.

Example: Gini E. [1998], "L'atteggiamento ludico dell'uomo maturo tra passato, presente e futuro", www.fao.org/publ/doc2p4.html (17.08.99)

Example of bibliographic list

- Areté (2010), "Inventory of certification schemes for agricultural products and foodstuffs marketed in the EU Member States", http://ec.europa.eu/agriculture/quality/certification/index_en.htm (accesso 3.06.2012)
- Bain C. (2010), "Governing the global value chain: GLOBAL G.A.P. and the Chilean fresh fruit industry", *International Journal of Sociology of Agriculture and Food*, 17(1), pp.1-23
- Commissione CE (2008), "Libro Verde sulla qualità dei prodotti agricoli: norme di prodotto, requisiti di produzione e sistemi di qualità", Bruxelles, 15.10.2008, COM(2008) 641 definitivo
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- Gereffi, G. (1994) "The Organization of Buyer-Driven Global Commodity Chains: How U.S. Retailers Shape Overseas Production Networks", in G. Gereffi and M. Korzeniewicz (eds), *Commodity Chains and Global Capitalism*, Westport: Praeger, pp. 95-122
- Spiller A., Schulze H. (2008), "Sviluppi e sfide degli standard di certificazione nella filiera agroalimentare internazionale", in: Grazia C., Green R., Hamoudi A. (a cura di), *Qualità e sicurezza degli alimenti. Una rivoluzione nel cuore del sistema agroalimentare*, Franco Angeli, Milano, pp.51-78
- Sterns P.A., Codron J., Reardon T. (2001), "Quality and Quality Assurance in the Fresh Produce Sector: A Case Study of European Retailers", comunicazione presentata al AAEEA (American Agricultural Economics Association) Annual Meeting, Chicago, 5-8 agosto.

Websites

FAO - Food and Agriculture Organization

<http://www.fao.org>

INEA - Istituto Nazionale di Economia Agraria

<http://www.inea.it>

ISTAT - 6° Censimento dell'Agricoltura

<http://censimentoagricoltura.istat.it/>

Annexes

Annex n.1 – questionnaire