

AGRIBUSINESS MANAGEMENT

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An agribusiness management major prepares students for careers in a variety of businesses involved with the agricultural and food industry. Graduates have obtained positions in agricultural lending, agronomy, agricultural sales, cooperative management, elevator management, government program administration, and grain trading.

Students majoring in agribusiness management may pursue a four-year bachelor of science degree or a two-year associate of science degree. In addition, a minor in agribusiness management is available. Scholarships are available for academically strong students majoring in agribusiness through the Cooperative Scholarship Program and other agribusiness scholarship programs. Job and internship placement has been excellent with agribusinesses in the Southwest Minnesota State University service region.

Students can select an emphasis in one of the following three areas: Farm Management, Agricultural Finance, and Agricultural Marketing and Procurement. By completing an agribusiness management degree with emphasis in one of these areas, a student can develop the necessary skills for positions ranging from farming/ranching to agribusiness management.

A major strength of the Southwest Minnesota State University agribusiness major is a required business curriculum core. This business core enables students to obtain minors or majors in other business disciplines with a minimum of additional credits. Students are encouraged to obtain minors in other areas such as accounting, business administration, marketing, foreign languages, and computer science. Students considering a graduate degree, such as an M.S. or Ph.D. in agribusiness management or agricultural economics, should talk to an advisor about these plans as soon as possible while enrolled at Southwest Minnesota State University.

Students intending to major in agribusiness management must meet certain requirements before being accepted into the major program. Transfer students must eliminate all deficiencies within two semesters of entry into the Agribusiness Management Program. A GPA of 2.35 in all major courses is required to graduate.

No more than three credits of AGBU 499 Internship can be used as agribusiness management elective credits.

Bachelor of Science: Agribusiness Management (59 Credits)

I. Pre-Agribusiness management courses (20–22 credits)

ENG 102	Rhetoric: The Essay	3
ENG 103	Rhetoric: Critical Writing	3
SPCH 110	Fundamentals of Public Speaking	3
Complete one course from each of the following groups (A-C)		
<i>Group A: (4 credits)</i>		
BIOL 100	Biology in the Modern World (Lecture/Lab:3/1)	4
	OR	4
BIOL 200	Cell Biology (Lecture/Lab:3/1)	4
<i>Group B: (4 credits)</i>		
CHEM 121	Basic Chemistry (Lecture/Lab:3/1)	4
	OR	4
CHEM 231	General Chemistry I (Lecture/Lab:3/1)	4
<i>Group C: (3-5 credits)</i>		
MATH 115	Finite Mathematics	3
MATH 140	Calculus: A Short Course	4
MATH 150	Calculus I	5

Total Credits: 20-22

II. Agribusiness Management Core (27 credits)

AGBU 220	Computer Applications in Agriculture	3
AGBU 360	Agricultural Finance	3
AGBU 440	Agricultural Marketing	3
AGBU 475	Agricultural and Food Policy (CAPSTONE)	3
BADM 230	Business Statistics I	3
BIOL 301	Zoology (Lecture/Lab:3/1)	4

BIOL 302	Botany (Lecture/Lab:3/1)	4
ENVS 180	Environmental Science (Lecture/Lab:3/1).....	4
III. Business Core (18 credits)		
ACCT 211	Accounting Principles I	3
ACCT 212	Accounting Principles II	3
BADM 317	Business Communications.....	3
BADM 390	Business Law I.....	3
ECON 201	Principles of Microeconomics	3
ECON 202	Principles of Macroeconomics	3
IV. Agribusiness Management Concentrations (15 credits)		
<i>Select one of the following three concentrations:</i>		
A. Farm Management		
AGBU 365	Farm and Ranch Management I.....	3
AGBU 366	Farm and Ranch Management II	3
BADM 380	Management Principles	3
Any two of the following five courses:		6
AGBU 210	Introduction to Cooperatives	3
AGBU 330	Commodity Futures and Options Trading.....	3
AGBU 350	Agricultural Law and Environment.....	3
AGBU 400	International Agricultural Development.....	3
AGBU 420	International Agribusiness.....	3
B. Agricultural Finance		
AGBU 365	Farm and Ranch Management I.....	3
ECON 328	Money and Banking	3
BADM 350	Managerial Finance	3
Any two of the following five courses:		6
AGBU 330	Commodity Futures and Options Markets	3
AGBU 350	Agricultural Law and Environment.....	3
AGBU 400	International Agricultural Development.....	3
AGBU 420	International Agribusiness.....	3
BADM 380	Management Principles	3
C. Agricultural Marketing and Procurement		
AGBU 330	Commodity Futures and Options Markets.....	3
AGBU 365	Farm and Ranch Management I.....	3
MKTG 301	Principles of Marketing	3
Any two of the following six courses.....		6
AGBU 210	Introduction to Cooperatives	3
AGBU 350	Agricultural Law and Environment.....	3
AGBU 400	International Agricultural Development.....	3
AGBU 420	International Agribusiness.....	3
MKTG 331	Professional Selling.....	3
MKTG 470	International Marketing.....	3
Total Credits:		59
Elective Agribusiness Courses		
AGBU 486	Special Topics (1-4 credits)	
AGBU 494	Independent Study (1-4 credits)	
AGBU 499	Internship (3, 6, 9, or 12 credits)	
Recommended Liberal Arts Core Courses for Agribusiness Majors and Minors		
ANTH 116	Cultural Anthropology	

POL 117	Introduction to Government and Politics
RURL 101	Introduction to Geography
RURL 121	Introduction to Geographic Information Systems
RURL 251	Regional Geography of the World
PHIL 107	Environmental Ethic
HIST 210	World History in the 20th Century

Associate of Science: Agribusiness Management (66 Credits)

I. Pre-Agribusiness Management (20–22 credits)		
ENG 102	Rhetoric: The Essay	3
ENG 103	Rhetoric: Critical Writing	3
SPCH 110	Fundamentals of Public Speaking	3
Complete one course from each of the following groups (A-C)		
Group A: (4 credits).....		4
BIOL 100	Biology in the Modern World	4
BIOL 200	Cell Biology	4
Group B: (4 credits).....		4
CHEM 121	Basic Chemistry	4
CHEM 131	General Chemistry I	4
Group C: (3-5 credits).....		3-5
MATH 115	Finite Mathematics	3
MATH 140	Calculus: A Short Course	3
MATH 150	Calculus I.....	5
	Total Credits:	20-22
II. Agribusiness Management Core (13 credits)		
AGBU 210	Introduction to Cooperatives	3
AGBU 220	Computer Applications in Agriculture.....	3
AGBU 440	Agricultural Marketing	3
BIOL 301	Zoology	4
	OR.....	4
BIOL 302	Botany	4
III. Business Core (12 credits)		
ACCT 211	Accounting Principles I	3
ACCT 212	Accounting Principles II.....	3
ECON 201	Principles of Microeconomics	3
ECON 202	Principles of Macroeconomics	3
IV. Agribusiness Management Concentration (12 credits)		
Required Courses		
AGBU 360	Agricultural Finance	3
AGBU 365	Farm and Ranch Management I.....	3
Choose two of the following five courses: (6 credits)		6
AGBU 330	Commodity Futures and Options Trading	3
AGBU 350	Agricultural Law	3
AGBU 366	Farm and Ranch Management II.....	3
AGBU 499	Internship.....	3
MKTG 301	Principles of Marketing	3

V. Liberal Arts Core (LAC) and MN Transfer Curriculum Courses (MTC) for the A.S. Degree in Agribusiness Management (Minimum of 9 additional Semester Credits)

	Credit Earned in LAC/MTC	Additional Credit Required
Communication Skills (<i>Minimum of 9 Credits</i>)	9	0
Mathematics (<i>Minimum of 3 Credits</i>)	3	0
History & Social Science (<i>Minimum of 9 credits in total, including at least 3 credits in History, and at least 3 credits from two different Social Science disciplines</i>)	3	3
Humanities and Fine Arts (<i>Minimum of 6 credits in total, with at least 3 credits from two different disciplines</i>)	0	6
Science (<i>Minimum of 4 credits, Note: Science Courses must include a laboratory component</i>)	8	0
Critical Thinking (<i>Minimum of 3 credits</i>)	3	0
Total Credits in LAC and MTC Elective Courses	26	9

Summary of Requirements for the A.S. Degree in Agribusiness Management

Pre-Agribusiness Management Courses: 20 – 22 credits [<i>20 credits count towards LAC/MTC</i>]	20
Agribusiness Management Core Courses:	13
Business Core Courses: 12 credits [<i>6 credits count towards LAC/MTC</i>]	12
Agribusiness Management Concentration:	12
Additional LAC/MTC Courses: 9 credits [<i>9 credits count towards LAC/MTC</i>]	9
Total of A.S. Degree Credits:	66

Minor: Agribusiness Management (18-19 credits)

AGBU 330	Commodity Futures and Options Markets	3
AGBU 440	Agricultural Prices and Marketing	3
BADM 230	Business Statistics I	3
ECON 201	Principles of Microeconomics	3
Addition 6-7 credits from any Agribusiness Management courses		6-7
Total Credits:		18-19

**AGRIBUSINESS MANAGEMENT COURSES
(AGBU)****190 (LAC, E) The Environment and Economics
(3 credits)**

An introductory course for studying the application of economic concepts to environmental issues. Students will be introduced to basic economic concepts used in environmental economics. After this introduction to environmental economics, students will study how economic principles can be used to analyze rural and global environmental issues.

210 (C, R) Introduction to Cooperatives (3 credits)

This course examines the unique concepts and principles of the cooperative form of business. The nature and types of cooperatives, their historical development and growth, and the economic, social, legal, financial, management and organization of cooperatives are topics introduced.

**220 Computer Applications in Agribusiness
(3 credits)**

This course familiarizes students with the basic operations of a Lotus 1-2-3 spreadsheet and the Internet. In addition, students will gain practical experience in problem-solving through the development and use of spreadsheets, plus identification of information sources on the Internet. Emphasis will be placed on the student learning to design and structure spreadsheets.

**330 Commodity Futures and Options Trading
(3 credits)**

A study of how to use futures and options contracts to hedge price risk for agricultural commodities. Stress is placed on the use of these contracts by farmers and agribusiness working with farmers. Prerequisite: ECON 201 or consent of instructor.

350 Agricultural and Environmental Law (3 credits)

An examination of legal principles and environmental laws as applicable to agricultural enterprises ranging from family farms to agribusiness corporations and governmental regulatory agencies. Special emphasis will be on practical applications to agribusiness enterprises and government agencies.

360 Agricultural Finance (3 credits)

A comprehensive look at all facets of extending agricultural and agribusiness loans, from analysis of the financial statements of agricultural enterprises to dealing with problem loans. Emphasizes general principles of banking management and evaluation, fulfillment of credit needs, and uses of capital from the perspective of both borrowers and lenders. Prerequisite: ACCT 211.

365 Farm and Ranch Management I (3 credits)

Budgeting and financial analysis are used to study how to maximize profit and efficiency in resource use for a farming operation. Microcomputer spreadsheets and other programs are used for class projects. Prerequisites: ACCT 211, ACCT 212, and AGBU 220.

366 Farm and Ranch Management II (3 credits)

Computer farm management aids, risk analysis, FIN PACK, farm business organization selection, income tax management, disinvestment, and estate planning. Prerequisites: AGBU 365 and BADM 230 or consent of instructor.

**400 International Agricultural Development
(3 credits)**

This course emphasizes the role agriculture plays in the development process. On completion of this course, the students should be able to explain the role of agriculture in the development process, analyze the effects of developing country economic policies on the agricultural sector, and use economic reasoning and tools such as graphs to analyze the agricultural sector. Prerequisites: ECON 201 and ECON 202.

**410 Cooperative and Agribusiness Management
(3 credits)**

The organizational, legal, financial and managerial aspects of doing business as a cooperative corporation are examined in this course. Relationships between member-patrons, directors and the manager of the cooperative are analyzed using case studies. The business activities of a cooperative corporation are computer-simulated and analyzed. Prerequisite: AGBU 210.

420 International Agribusiness Management (3 credits)

A comprehensive analysis is conducted of the role of agribusinesses in international trade and development. Case studies involving agribusinesses are analyzed to identify the issues and methods used to market, finance, and manage the import-export of agricultural products. Prerequisite: ECON 201.

440 Agricultural Marketing (3 credits)

Analysis of farm prices and the effect of demand, supply and institutional forces on farm income and farm income policy. Prerequisites: AGBU 220 and BADM 230.

475 Agricultural and Food Policy (3 credits)

This course will describe and evaluate past and future policies developed to deal with income distribution, resource use and changes in technology in the food and agriculture system. Prerequisite: ECON 201.

486 Special Topics (1-4 credits)

494 Independent Study (1-4 credits)

Prerequisite: consent of instructor.

499 Internship (3, 6, 9, or 12 credits)

Practical business experience by work in agribusiness firms. No more than three credits can be used as agribusiness management electives. Prerequisites: consent of instructor; minimum of one semester in residence after internship; and 2.25 GPA.