**FOOD INDUSTRY MANAGEMENT**

**Department of Agricultural Economics**

**College of Agriculture and Natural Resources**

**100 Decision-making in the Agri-Food System**
Fall, Spring. 3(3-0) Interdepartmental with Agribusiness Management. Administered by Department of Agricultural Economics. SA: FSM 200


**210 Professional Seminar in Food Industry Management**
Spring. 1(1-0) P:M: (ABM 100 or concurrently or ABM 130 or concurrently) R: Open only to Food Industry Management majors. Industry trends in food industry management. Verbal, written, and visual communication techniques applied to professional situations, including professional development and career planning.

**220 Food Product Marketing**
Fall. 3(3-0) P:M: (ABM 100 or concurrently) Structure of the food marketing system including food processors, manufacturers, retailers and food service. Impact of consumer behavior and buying patterns. International food product marketing. Strategic planning in food marketing.

**222 Agribusiness and Food Industry Sales (W)**
Fall, Spring. 3(3-0) Interdepartmental with Agribusiness Management. Administered by Department of Agricultural Economics. P:M: (ABM 100 or ABM 130 or EC 201 or EC 202) and completion of Tier I writing requirement. R: Open only to sophomores or juniors or seniors. SA: FSM 421
Selling processes and activities within agribusiness and food firms. Principles and techniques of sales. Operation of sales organizations.

**351 Retail Management**
Fall, Spring, Summer. 3(3-0) Interdepartmental with Marketing and Supply Chain Management. Administered by Department of Marketing and Supply Chain Management. R: Open only to seniors or in the Eli Broad College of Business or the Food Industry Management or Merchandising Management major. SA: ML 351, MTA 351
Domestic and international retailing structure, environment, and development. Managerial strategy. Location, purchasing, organizational, personnel and promotional techniques. Retail budgeting and control. Social and ethical considerations.

**357 Labor and Personnel Management in the Agri-Food System**
Fall. 3(3-0) Interdepartmental with Agribusiness Management. Administered by Department of Agricultural Economics. P:M: (ABM 100 or ABM 130) R: Open only to juniors or seniors. SA: FSM 325
Human resource management principles for farms, agribusinesses and food firms: planning, recruiting, training, scheduling, motivating, supervising and evaluating. Labor regulations, compensation and records.

**FOOD SCIENCE**

**Department of Food Science and Human Nutrition**

**College of Agriculture and Natural Resources**

**311 Principles of Food Science**
Fall. 3(3-0) Scientific principles, historical perspective, and current status of technology related to food composition, safety, toxicology, processing, preservation, and distribution.

**229 Unit Operations in Food Processing**
Fall. 3(3-0) Principles, technologies, and applications involved in conversion of raw products into high quality foods. Processing principles such as thermal processing, irradiation, freezing, membrane concentration, enzyme technologies, dehydration, and refrigeration.