

## AGRIBUSINESS MANAGEMENT

## ABM

### Department of Agricultural Economic College of Agriculture and Natural Resources

- 100 Decision-making in the Agri-Food System**  
Fall, Spring. 3(3-0) Interdepartmental with Food Industry Management. Administered by Agribusiness Management. SA: FSM 200
- 130 Farm Management I**  
Fall. 3(3-0) SA: AEC 050  
General farm management including record keeping, income tax management, farm finance, and operational management of agricultural resources.
- 210 Professional Seminar in Agribusiness Management**  
Spring. 1(1-0) R: Open only to students in the Agribusiness Management Specialization. Open only to students in the Agribusiness Management, Animal Science, Crop and Soil Science, and Horticulture majors.  
Industry trends in agribusiness management. Verbal, written, and visual communication techniques applied to professional situations, including professional development and career planning.
- 222 Agribusiness and Food Industry Sales (W)**  
Fall, Spring. 3(3-0) Interdepartmental with Food Industry Management. Administered by Agribusiness Management. P: (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 320  
Selling processes and activities within agribusiness and food firms. Principles and techniques of sales. Operation of sales organizations.
- 224 Information and Market Intelligence in the Agri-Food Industry**  
Fall. 3(3-0) Interdepartmental with Food Industry Management. Administered by Food Industry Management. P: (ABM 100 or concurrently) or (EC 201 or concurrently) SA: FIM 424  
Researching agri-food issues, food industry business environments, and agri-food industry trends. Information gathering. Electronic library reference sources. Synthesis of data and information into market intelligence.
- 225 Commodity Marketing I**  
Fall. 3(3-0) P: ABM 100 or EC 201  
Commodity markets in the agri-food system. Analysis of supply, demand, and pricing alternatives. Agri-food marketing processes, including marketing cooperatives.
- 332 Agribusiness Operations Management**  
Fall. 3(3-0) P: ABM 100  
The operational and tactical decisions of producers, wholesalers, retailers and service-related firms in agribusiness. Information systems usage. Analytical decision-making tools and techniques.

- 337 Labor and Personnel Management in the Agri-Food System**  
Fall. 3(3-0) P: ABM 100 or ABM 130 or HRT 404 R: Open only to juniors or seniors. SA: FSM 325  
Human resource management practices and techniques for farms, and agri-food firms: planning, recruiting, training, motivating, and evaluating. Labor regulations, compensation incentive plans, and employee benefits.
- 400 Public Policy Issues in the Agri-Food System**  
Spring. 3(3-0) Interdepartmental with Food Industry Management. Administered by Agribusiness Management. P: ABM 100 R: Open only to juniors or seniors. SA: FSM 421  
Objectives, alternatives and consequences of public policy in the agri-food system. Analysis of economic implications for food and agribusiness firms, farmers, consumers and society.
- 405 Corporate Environmental Management**  
Fall. 3(3-0) Interdepartmental with Environmental Economics and Policy. Administered by Environmental Economics and Policy. P: EEP 255 or ABM 332 or MGT 315 or MGT 325 SA: PRM 405  
Integration of environmental protection and pollution prevention with business management. Economic and strategic analysis of environmental protection.
- 410 Advanced Professional Seminar in Agribusiness Management**  
Fall. 1(1-0) P: ABM 210 R: Open only to juniors or seniors in the Agribusiness Management Specialization. Open only to juniors or seniors in the Agribusiness Management major or Animal Science major or Crop and Soil Science major or Horticulture major.  
Advanced professional problems and reestablishment of career planning in the agri-food system. Industry trends, career alternatives, and job search strategies. Enhanced verbal, written, and visual communication techniques.
- 422 Vertical Coordination in the Agri-Food System**  
Fall. 3(3-0) Interdepartmental with Food Industry Management. Administered by Agribusiness Management. P: ABM 100 and EC 201 R: Open only to juniors or seniors. SA: FSM 443  
Analysis of vertical coordination in the industrialized agri-food system. Agricultural cooperatives, contracts, marketing orders, and trade associations. Analysis of imperfect competition and methods of conducting business. Interaction with legal systems and government.
- 425 Commodity Marketing II**  
Fall. 3(3-0) P: ABM 225 and (STT 200 or STT 201 or STT 315 or (ANS 314 or concurrently)) SA: FSM 441  
Advanced application of supply, space demand, and prices in commodity markets. Futures and options and their role in forward pricing. Risk management. Agricultural and food markets.

- 427 Global Agri-Food Industries and Markets**  
Fall. 3(3-0) Interdepartmental with Food Industry Management. Administered by Agribusiness Management. P: FIM 220 or ABM 225  
Strategic understanding of the international agri-food system. Analysis of global production, marketing, and consumption. Knowledge of changing conditions in international industries and markets. Global trends and opportunities.
- 430 Farm Management II**  
Fall. 3(4-0) P: ABM 130 R: Open only to juniors or seniors. SA: FSM 330  
Advanced management, planning, and control of farm production, marketing, financial activities, economic principles, budgeting and financial statements.
- 435 Financial Management in the Agri-Food System**  
Spring. 3(3-0) RB: (ACC 201 or ACC 230) and (ABM 130 or ABM 100 or EC 201 or EC 202) R: Open only to juniors or seniors. SA: FSM 412  
Analysis of agricultural business performance using financial statements. Capital budgeting of durable investments. Risk. Alternative methods to control capital asset services. Financial markets and credit institutions affecting agriculture and food.
- 437 Agribusiness Strategic Management (W)**  
Spring. 3(4-0) P: ((FIM 220 and ABM 435) and completion of Tier I writing requirement) and (ABM 332 or ABM 430) R: Open to seniors. SA: FSM 429  
Analysis of strategic management issues for agribusiness. Formulation of business strategy and solutions to strategic problems. Integration of operations, marketing, finance, and human resource management.
- 480 Agribusiness Management in International Settings**  
Fall, Spring, Summer. 1 to 6 credits. A student may earn a maximum of 6 credits in all enrollments for this course. R: Not open to freshmen. Approval of department; application required.  
Study and travel experience emphasizing contemporary problems affecting agricultural systems in world, national, and local communities.
- 490 Independent Study in Agribusiness Management**  
Fall, Spring, Summer. 1 to 6 credits. A student may earn a maximum of 6 credits in all enrollments for this course. A student may earn a maximum of 6 credits Students are limited to a combined total of 6 credits in ABM 490 and FIM 490. P: ABM 100 R: Open only to sophomores or juniors or seniors in the Agribusiness Management major. Approval of department; application required. SA: FSM 490  
Independent supervised study of topics in agribusiness management.

## Agribusiness Management—ABM

### 493 Professional Internship in Agribusiness Management

Fall, Spring, Summer. 1 to 3 credits. A student may earn a maximum of 6 credits in all enrollments for this course. A student may earn a maximum of 6 credits in all enrollments for any or all of these courses: ABM 493, ANR 493, AEE 493, ANS 493, CMP 493, CSS, 493, EEP 493, FIM 493, FSC 493, FW 493, HRT 493, PKG 493, PLP 493, PRR 493, and ESA 493 . P: ABM 100 R: Open to juniors or seniors in the Agribusiness Management major. Approval of department; application required.

Supervised professional experience in agribusiness management.