AGRIBUSINESS

MANAGEMENT

ABM

Department of Agricultural, Food, and Resource Economics

College of Agriculture and Natural Resources

100 Decision-making in the Agri-Food System

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 to students in the Agribusiness Management: Undergraduate Specialization and open to students in the Animal Science Major or in the Horticulture Major or in the Agribusiness Management Major. 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 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
Summer. 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.

337 Labor and Personnel Management in the Agri-Food System
Fall. 3(3-0) P: ABM 100 or ABM 130 or HRT 404 RB: EC 201 R: Open 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 or EC 201 or EC 202 R: Open 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 to juniors or seniors in the Agribusiness Management: Undergraduate Specialization and open to juniors or seniors in the Animal Science Major or in the Horticulture Major or in the Agribusiness Management 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 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: FIM 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) and (EC 201 and EC 202) 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 and EC 201 R: Open 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) P: ACC 201 or ACC 230 or ABM 130 RB: (STT 200 or STT 201 or STT 315) and MTH 124 R: Open to juniors or seniors. SA: FSM 412 Analysis of agri-food 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 MTH 124) and completion of Tier I writing requirement) and (STT 200 or STT 201 or STT 315) 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.

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: Not open to freshmen. Approval of department; application required. SA: FSM 490 Independent supervised study of topics in agribusiness management.

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, CSSS 493, CSUS 493, EEP 493, FIM 493, FOR 493, FSC 493, FW 493, HRT 493, PDC 493, PKG 493, PLP 493, and 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.