**FIM—Food Industry Management**

### Department of Agricultural, Food, and Resource 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 Agribusiness Management. SA: FSM 200

#### 203 Data Analysis for the Agri-Food System
Fall, Spring. 3(3-0) Interdepartmental with Agribusiness Management and Environmental Economics and Policy. Administered by Agribusiness Management. P: (ABM 100 and (EC 201 or concurrently)) and (I(STT 200 or concurrently) or (STT 201 or concurrently)) or (STT 315 or concurrently))
Introduction to data analysis tools used in the management of food systems.

#### 210 Professional Seminar in Food Industry Management
Spring. 1(1-0) R: Open to students in the Food Industry Management Major or in the Food Industry Management Specialization.
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
Spring. 3(3-0) P: ABM 100 or concurrently
RB: EC 201
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 Agribusiness Management. P: (ABM 100 or ABM 140 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 Agribusiness Management. Administered by Food Industry Management. P: (ABM 100 or concurrently) or (EC 201 or concurrently)
SA: FIM 424

#### 260 World Food, Population and Poverty
Fall. 3(3-0) Interdepartmental with Agribusiness Management and Environmental Economics and Policy. Administered by Environmental Economics and Policy. P: ABM 100 or EC 201 or EEP 255
Description and analysis of world food, population and poverty problems. Interrelationships between developed and developing countries.

#### 303 Economics of Decision Making in the Agri-Food System
Fall, Spring. 3(3-0) Interdepartmental with Agribusiness Management and Environmental Economics and Policy. Administered by Agribusiness Management. P: MTH 124 and EC 201 and EC 202 and ABM 203
Managerial economics with applications focusing on agriculture, food, and resources issues.

#### 335 Food Marketing Management
Spring. 3(3-0) P: (FIM 220 or MKT 300 or MKT 327) and (SCM 303 and EC 201)
and ABM 203 RB: ABM 303
Management decision-making in food industry organizations (processors, wholesalers, retailers). Marketing and sales in response to customer and consumer needs. Distribution and merchandising systems in domestic and international contexts.

#### 351 Retail Management
Fall, Spring, Summer. 3(3-0) Interdepartmental with Marketing. Administered by Marketing. P: MKT 300 or MKT 327 R: Open to juniors or seniors in the Eli Broad College of Business and The Eli Broad Graduate School of Management or in the Food Industry Management major and open to students in the Food Industry Management Specialization. SA: MSC 351
Domestic and international retailing structure, environment, and development. Managerial strategy. Locational, purchasing, organizational, personnel and promotional techniques. Retail budgeting and control. Social and ethical considerations.

#### 400 Public Policy Issues in the Agri-Food System
Spring. 3(3-0) Interdepartmental with Agribusiness Management. Administered by Agribusiness Management. P: ABM 100 or EC 201 or EC 202 RB: ABM 203 and ABM 303 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 (W)
Spring. 3(3-0) Interdepartmental with Agribusiness Management and Environmental Economics and Policy. Administered by Environmental Economics and Policy. P: (EEP 255 and EC 201) and (IMGT 315 or IMGT 325) and completion of Tier I writing requirement) RB: (ABM 203 and ACC 201 and EC 301) or ABM 303 SA: PRM 405
Integration of environmental protection and pollution prevention with business management. Economic and strategic analysis of environmental protection.
Food Industry Management—FIM

490 Independent Study in Food Industry 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 in topics in food industry management.

493 Professional Internship in Food Industry 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, AEE 493, ANR 493, ANS 493, CMP 493, CSS 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 undergraduate students in the Food Industry Management major. Approval of department; application required.
Supervised professional experience in the food industry.