AGribusiness Management (ABM)

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 Food Industry Management. Administered by Agribusiness Management. SA: FIM 200

130 Farm Management I
Fall. 3(3-0) RB: ABM 100 and ABM 203 SA: AEC 050
General farm management including record keeping, income tax management, farm finance, and operational management of agricultural resources.

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

210 Professional Seminar in Agribusiness Management
Spring. 1(1-0) R: Open to students in the Agribusiness Management Minor 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
Fall, 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 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

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.

260 World Food, Population and Poverty
Fall, Spring. 3(3-0) Interdepartmental with Environmental Economics and Management and Food Industry Management. Administered by Environmental Economics and Management. P: ABM 100 or EC 201 or EEM 255 SA: EEP 260
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 Environmental Economics and Management and Food Industry Management. Administered by Agribusiness Management. P: (MTH 124 and STT 200, and STT 201) and (STT 200 or STT 201 or STT 315)
Managerial economics with applications focusing on agriculture, food, and resources issues.

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 Not open to students with credit in FIM 415.
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) P: ABM 100 or EC 201 or EC 202 RB: (ABM 303) or (ABM 203 and EC 301) 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
Spring. 3(3-0) P: EEM 255 and (ACC 201 or ACC 230 or ABM 130) and ABM 203 and ((ABM 303 or EC 301) or approval of department) and completion of Tier I (writing requirement) R: Open to juniors or seniors. 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 Minor or senior or 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 ABM 203 and EC 201 RB: (ABM 303) or EC 301 R: Open to juniors or seniors. SA: FSM 443

425 Commodity Marketing II
Fall. 3(3-0) P: (ANS 314 or STT 200 or STT 201 or STT 315) P: (approval of department) and (ABM 225 RB: (ABM 303) or (ABM 203 and EC 301) 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) P: Interdepartmental with Food Industry Management. Administered by Agribusiness Management. P: (FIM 220 or ABM 225) and (EC 201 and EC 202) and ABM 203 RB: (ABM 303 or EC 301 R: Open to juniors or seniors. SA: FSM 330
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(3-0) P: (ABM 100 or EC 201) and (ABM 203 RB: (ABM 303) or EC 301 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.
ABM—Agribusiness Management

435  Financial Management in the Agri-Food System
Spring. 3(3-0) P: (ABM 130 or ACC 201 or ACC 230) and (ABM 303 or EC 301 or approval of department) R: Open to juniors or seniors. SA: FSM 412

437  Agribusiness Strategic Management (W)
Spring. 3(4-0) P: (FIM 220) and ((ABM 435 or FI 320) and completion of Tier I writing requirement) RS: (ABM 303) or (ABM 203 and EC 301) 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, 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 juniors or seniors in the Agribusiness Management major. Approval of department; application required.
Supervised professional experience in agribusiness management.