

Agribusiness (AGBU)

AGBU 2301 Prin of Agribusiness Mgmt 3 SCH (3-0)

An introduction to agribusiness management focused around the four functions of management: planning, organizing, controlling and directing. Applications of budgeting and elementary economic analysis.

AGBU 2317 Introd to Agric Economics 3 SCH (3-0)

An introduction to agricultural economics including consumer and producer theory, marginal analysis, the definition of supply and demand, their movements and role in price determination and market characteristics.

AGBU 3310 Food and Agric Supply Chain 3 SCH (3-0)

Industrial organization and historical development of the grocery business. Examination of the food chain, perishable product storage and distribution and centralized purchasing functions. Management of the retail profit function with consideration of customer psychology and behavior. Retail food safety with Hazard Assessment and Critical Control Points (HACCP).

AGBU 3320 Intro Systems Thinking Ag 3 SCH (3-0)

A multi-disciplinary introduction to agriculture, agribusiness, and environmental science with emphasis on a systems approach to natural resource problem solving.

AGBU 3330 Decision Support Tools for Ag 3 SCH (3-0)

A dynamic approach to understand different systems of interest with emphasis given to decision support systems (DSS) and how different types of models are used to aid in management decision making. Prerequisites: AGBU 3320.

AGBU 3340 Agribus Organization and Mgmt 3 SCH (3-0)

Management principles relevant to agribusiness firms, including integration of marketing, human resource management, managerial and leadership concepts, organizational structure, and the financial considerations managers face.

AGBU 3350 Agribusiness Marketing 3 SCH (3)

Estimating prospective demands for farm products in relation to supplies, improving the accuracy of the system that reflects consumers' demands to producers and reducing costs and increasing efficiency of marketing. Prerequisite: junior standing.

AGBU 3355 Intl Agribusiness Mktg 3 SCH (3-0)

Description of major markets and competition. Effects of U.S. agricultural trade policies and exchange rates on agriculture and firm rationalization. Topics include strategic alliance formation, market entry strategy, business ethics and corruption, pricing and terms of sale, payment methods, trade finance, cultural analysis, Foreign Trade Zones and Foreign Sales Corporations. Prerequisite: Junior or senior standing.

AGBU 3360 Agricultural Law 3 SCH (3-0)

Laws affecting the organization and decision of agricultural enterprises.

AGBU 3366 Agricultural Policy 3 SCH (3-0)

Agricultural and food policies studied from domestic and international perspectives with emphasis on the economic framework used to assess policies that improve the competitive structure, operation, and performance of U.S. food and agriculture. Prerequisite: AGBU 2317.

AGBU 3370 Agr. Sales and Consulting 3 SCH (3-0)

This course focuses on practical applications of skills needed to develop your own agri-business, agri-consulting or agri-sales business. This course focuses on financing your agribusiness, marketing your services, writing winning proposals, meeting legal requirements, setting fees, keeping the books, and much more.

AGBU 3371 Farm Management 3 SCH (3-0)

Types of farming, size of farms, capital requirements, methods of renting, farm equipment, cropping and marketing system, credit system and farm accounts. Prerequisite: junior standing.

AGBU 3375 Water Resources Policy & Mgmt 3 SCH (3-0)

Overview of water resources policy and management issue with specific focus to agricultural water use and the policy and management considerations for farming, ranching, industry, and conservation problems. Prerequisite: AGBU 2317.

AGBU 3380 Environmental Economics 3 SCH (3-0)

The human-environment relationship studied relative to economic issues of property rights, externalities and resource scarcity as they relate to markets, economies and sustainable development. Prerequisite: junior standing.

AGBU 3385 Agricultural Leadership 3 SCH (3-0)

This is an advanced course in leadership theory, practice, and application. Students are introduced to how leadership theory predicts beliefs and behaviors of leaders, helping them to identify various leadership approaches to apply in an industry setting. Leadership skills are gained through a series of developmental exercises throughout the semester, as well as essays and a final leadership project. This hands-on approach teaches students to research theories and apply the concepts to real-life situations in agribusiness.

AGBU 3390 Special Topics in Agribus 3 SCH (3-0)

Selected topics not currently available in existing courses. May be repeated once under different topic. Prerequisite: junior standing.

AGBU 3995 Internship (WI) 1-9 SCH (1-9)

Supervised and planned work experience under college guidelines in an agriculture enterprise or agency setting. Practical application of knowledge and skills of major subject area without classroom consultation, but with formal evaluation. May be repeated for a maximum of six semester hours toward degree. Writing intensive. Prerequisite: Permission from department chair.

AGBU 4320 Investments in Real Estate 3 SCH (3-0)

This course is a seminar format focused on a special agricultural study involving real estate principles applied to actual transactional field problems. Students will immerse themselves into general real estate principles and apply investment analysis to agricultural real estate. Real estate investments cover a multitude of complex issues as both a buyer and seller. As an introductory look at real estate principles, students will build foundational knowledge of how real estate transactions begin with due-diligence title search and conclude with ownership transfer and recordation. This course also looks at career opportunities in real estate sales, appraisal, escrow services and financing.

AGBU 4325 Rangeland Resource Econ 3 SCH (3-0)

Economics, management and planning of the ranching industry, range livestock and natural resources. Prerequisite: 3 semester hours of agribusiness.

AGBU 4340 Adv. Agribusiness Management 3 SCH (3-0)

Integration of agribusiness marketing and practices to solve contemporary problems faced by agribusiness marketers. Analyses of agribusiness marketing problems through the application of case studies and strategic planning projects. Prerequisites: AGBU 2301, AGBU 2317 and AGBU 3340.

AGBU 4345 Ag Entrepreneurship 3 SCH (3-0)

This course introduces students to business ownership. It covers subjects such as product/service ideation, organizational creation, venture funding, business resources and business planning. This course is a journey into the mind set and life changing direction of entrepreneurship.

AGBU 4350 Agricultural Finance 3 SCH (3-0)

Monetary affairs of farming and ranching emphasizing the Farm Credit Administration, credit policies, facilities, procurement, statement analysis, cost of capital, firm growth and management of financial resources.

AGBU 4360 Agricultural Price Analysis 3 SCH (3-0)

Investigation of market operations which determine prices in the agricultural industry. Types of markets that affect price, cycles and trends; relative government policy and techniques of price analysis. Prerequisite: AGBU 3350.

AGBU 4371 Strategic Management 3 SCH (3-0)

The systematic analysis of agribusiness strategic decision-making and management strategies with emphasis on the use of case studies to illustrate different strategic management concepts and the various issues and opportunities faced by today's agribusiness firms. Prerequisites: AGBU 2317 and AGBU 3310.

AGBU 4395 Problems in Agribusiness 1-3 SCH (1-3)

Literature review, laboratory field problem. May be repeated for a total of 6 semester hours, only 3 hours may count toward a minor. Prerequisite: approval of supervising professor and permission per advisor and department chair.