

# AG - FARM MANAGEMENT (AGB)

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## AGB-101 Agricultural Economics (3)

Principles of production, supply and demand applied to economic problems of agriculture and agricultural-related industries, and to decisions in farm management, marketing, foreign trade and agricultural policy. Reviews the principles of diminishing returns, marginal costs, opportunity cost, substitution, and the concept of risk and uncertainty. Arts & Sciences Elective Code: B  
*Hours per week:* 3.0 lecture

## AGB-133 Introduction to Ag Business (3)

Focuses on entrepreneurship in agribusiness. Includes the study of marketing, budgeting, financial statements, purchasing, business structure, customer relations and inventory control. Arts & Sciences Elective Code: B  
*Hours per week:* 3.0 lecture

## AGB-235 Introduction to Agriculture Markets (3)

Presents basic concepts and economics principles related to markets for agricultural inputs and products. Reviews current marketing problems faced by farms and agribusinesses, farm and retail price behavior, structure of markets, food marketing channels, food quality and food safety, and the role of agriculture in the general economy. Analyzes the implications of consumer preferences at the farm level. Introduces hedging, futures, and other risk management tools. Arts & Sciences Elective Code: B  
*Hours per week:* 3.0 lecture

## AGB-252 Ag Industry Business Management (3)

Focuses on the agricultural industry and providing inputs to farm producers and processing farm commodities. Covers how agribusinesses, such as cooperatives, and the agribusiness industry are structured. Issues unique to managers in the agribusiness sector are emphasized. Looks at budgeting, financing, facilities management, logistics, teamwork and how to be successful as a manager. Arts & Sciences Elective Code: B  
*Hours per week:* 3.0 lecture

*Prerequisite:* Take AGB-470, ACC-152 or ACC-156. Take AGB-466.

## AGB-323 Agricultural Procedures and Safety (1)

Focuses on the development, implementation and assessment of appropriate actions in a variety of agricultural settings. Covers the theory and application of modern agricultural safety movement in the United States. Emphasizes the reduction of unnecessary risks in agriculture. Arts & Sciences Elective Code: B  
*Hours per week:* 2.0 lab

## AGB-330 Farm Business Management (3)

Applies business and economic principles of decision making and problem solving in the management of a farm business. Covers cash flow, partial, enterprise, and whole farm budgeting. Reviews information systems for farm accounting, analysis, and control. Examines obtaining and managing land, capital, and labor resources. Provides alternatives for farm business organization and risk management. Arts & Sciences Elective Code: B  
*Hours per week:* 2.0 lecture, 2.0 lab

*Prerequisite:* Take AGB-470 or ACC-152.

## AGB-331 Entrepreneurship in Agriculture (3)

Covers the organization, research and planning necessary to be a successful entrepreneur in the agriculture and food sectors. Focuses on opportunity recognition and assessment, and business plan development, which includes research, organization, location, competition, production of the product or service, marketing, finance, staffing, monitoring and measuring for both private and social enterprises. Emphasizes financial needs and projection. Arts & Sciences Elective Code: B  
*Hours per week:* 3.0 lecture

## AGB-336 Agricultural Selling (3)

Teaches principles of selling with application to agricultural and food related businesses. Reviews attitudes, value systems, and behavioral patterns that relate to agricultural sales. Examines marketing, selling strategies, preparing for sales calls, making sales presentations, handling objections, and closing sales. Analyzes the buying or purchasing process. Evaluates the agri-selling profession. Arts & Sciences Elective Code: B  
*Hours per week:* 2.0 lecture, 2.0 lab

## AGB-466 Agricultural Finance (3)

Emphasizes general principles associated with the evaluation of management and the use of capital in agricultural business. Application of effective use of credit and credit instruments, and description and analysis of agricultural credit institutions and agencies will be taught. Arts & Sciences Elective Code: B  
*Hours per week:* 3.0 lecture

*Prerequisite:* Take AGC-130, MAT-102, MAT-120, MAT-157 or MAT-607.

## AGB-470 Farm Records, Accounts, Analysis (3)

Provides knowledge of methods for keeping farm records and accounts for farm management, credit and tax purposes. Students complete a record keeping project and prepare a balance sheet, income statement, statement of cash flows, and cash flow budget. Uses cash accounting procedures along with a farm accounting computer program. Arts & Sciences Elective Code: B  
*Hours per week:* 2.0 lecture, 2.0 lab

*Prerequisite:* Take AGC-103 or CSC-116.