

AGRIBUSINESS (AGBU)

AGBU 2301 Prin of Agribusiness Mgmt **3 SCH (3)**

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 Intro to Agric Economics **3 SCH (3)**

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 Product Retail **3 SCH (3)**

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 3350 Marketing of Farm Products **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)**

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.

AGBU 3360 Agricultural Law **3 SCH (3)**

Laws affecting the organization and decision of agricultural enterprises.

AGBU 3366 Agricultural Policy **3 SCH (3)**

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 3371 Farm Management **3 SCH (3)**

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 3380 Environmental Economics **3 SCH (3)**

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 3390 Special Topics in Agribus **3 SCH (3)**

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 nine semester hours toward degree; may not count toward minor. Prerequisite: written consent of adviser and department chair.

AGBU 4325 Rangeland Resource Econ **3 SCH (3)**

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

AGBU 4350 Agricultural Finance **3 SCH (3)**

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)**

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)**

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.