

African Languages—AFR

- 490 Independent Study**
Fall, Spring. 1 to 4 credits. A student may earn a maximum of 8 credits in all enrollments for this course. R: Not open to freshmen or sophomores. Approval of department.

Special projects arranged by an individual student and a faculty member in areas supplementing regular course offerings

AGRIBUSINESS ABM MANAGEMENT

Department of Agricultural 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. SA: FSM 200
Organization and operation of the agri-food system. Economic analysis of agri-food firms and consumers. Management functions and decision-making of agri-food firms.
- 130 Farm Management I**
Fall. 3(3-0) SA: AEC 050
General farm management including record keeping, income tax management, farm finance, and operational management of agricultural resources.
- 210 Professional Seminar in Agribusiness Management**
Spring. 1(1-0) P: (ABM 100 or concurrently or ABM 130 or concurrently) R: Open only to Agribusiness Management majors.
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 (W)**
Fall, Spring. 3(3-0) Interdepartmental with Food Industry Management. P: (ABM 100 or ABM 130 or EC 201 or EC 202) and completion of Tier I writing requirement. R: Open only 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.
- 225 Commodity Marketing I**
Fall. 3(3-0) P: (ABM 100 or concurrently or EC 201 or concurrently)
Commodity markets in the agri-food system. Analysis of supply, demand, and pricing alternatives. Agri-food marketing processes, including marketing cooperatives.
- 332 Agribusiness Operations Management**
Fall. 3(3-0) P: (ABM 100)
The operational and tactical decisions of producers, wholesalers, retailers and service-related firms in agribusiness. Information systems usage. Analytical decision-making tools and techniques.

- 337 Labor and Personnel Management in the Agri-Food System**
Fall. 3(3-0) Interdepartmental with Food Industry Management. P: (ABM 100 or ABM 130) R: Open only to juniors or seniors. SA: FSM 325

Human resource management principles for farms, agribusinesses and food firms: planning, recruiting, training, scheduling, motivating, supervising and evaluating. Labor regulations, compensation and records.

- 400 Public Policy Issues in the Agri-Food System**
Spring. 3(3-0) Interdepartmental with Food Industry Management. P: (ABM 100) R: Open only 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**
Fall. 3(3-0) Interdepartmental with Environmental Economics and Policy. Administered by Department of Agricultural Economics. P: (EEP 255 or ABM 332 or MGT 315 or MGT 325) 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 only to Agribusiness Management juniors or seniors.

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. P: (ABM 100 and EC 201) R: Open only to juniors or seniors. SA: FSM 443

Analysis of vertical coordination in the industrialized agri-food system. Agricultural cooperatives, contracts, marketing orders, and trade associations. Analysis of imperfect competition and methods of conducting business. Interaction with legal systems and government.

- 425 Commodity Marketing II**
Fall. 3(3-0) P: (ABM 225) and (STT 200 or STT 201 or STT 315) 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) Interdepartmental with Food Industry Management. P: (FIM 220 or ABM 225)

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(4-0) P: (ABM 130) R: Open only to juniors or seniors. SA: FSM 330

Advanced management, planning, and control of farm production, marketing, financial activities, economic principles, budgeting and financial statements.

- 435 Financial Management in the Agri-Food System**
Spring. 3(3-0) RB: (ACC 201 or ACC 230) and (ABM 130 or ABM 100 or EC 201 or EC 202) R: Open only to juniors or seniors. SA: FSM 412

Analysis of agricultural business performance using financial statements. Capital budgeting of durable investments. Risk. Alternative methods to control capital asset services. Financial markets and credit institutions affecting agriculture and food.

- 437 Agribusiness Strategic Management (W)**
Spring. 3(4-0) P: (ABM 332 or ABM 430) and completion of Tier I writing requirement. R: Open only to juniors or 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. P: (ABM 100) R: Open only to sophomores or juniors or seniors in the Agribusiness Management major. Approval of department; application required. Students are limited to a combined total of 6 credits in ABM 490 and FIM 490. 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. P: (ABM 100) R: Open only to juniors or seniors in the Agribusiness Management major. Approval of department; application required. A student may earn a maximum of 6 credits in all of these courses: ABM 493, ANR 493, AEE 493, ANS 493, CSS, 493, EEP 493, FIM 493, FW 493, HRT 493, PKG 493, PLP 493, PRR 493, and RD 493.

Supervised professional experience in agribusiness management.