

**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: 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) 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 undergraduate students in the Agribusiness Management Major or in the Environmental Economics and Management 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  
Researching agri-food issues, food industry business environments, and agri-food industry trends. Information gathering. Electronic library reference sources. Synthesis of data and information into market intelligence.
- 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. 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 EC 201 and EC 202 and ABM 203) 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) Interdepartmental with Food Industry Management. Administered by Agribusiness Management. P: EC 201 and 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 (W)**  
Spring. 3(3-0) Interdepartmental with Environmental Economics and Management and Food Industry Management. Administered by Environmental Economics and Management. 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 and open to juniors or seniors 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  
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: (ANS 314 or STT 200 or STT 201 or STT 315 or 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) 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.  
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 130 and 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

Analysis of agri-food 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: (FIM 220) and ((ABM 435 or FI 320) and completion of Tier I writing requirement) RB: (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.