

# MICHIGAN STATE UNIVERSITY

January 26, 2015

## MEMORANDUM

TO: Dr. Douglas Estry, Associate Provost for Undergraduate Education  
and Dean of Undergraduate Studies

FROM: Dr. John Gaboury, Associate Provost for Academic Services

RE: Request to Change the Course Listing which requires a Grade of 2.0 in  
each ABM and FIM course in the Bachelor of Science Degree in  
Agribusiness Management to also include each EEP course

For Transmittal to the University Committee on Undergraduate  
Education (UCUE)

The request referenced above is being sent to the University Committee on Undergraduate Education (UCUE) in accordance with the *Bylaws for Academic Governance*, 4.4.

### UCUE Response Requested:

Please ask the UCUE to consider the request referenced above and provide consultative commentary prior to the March 5, 2015 Full Committee, UCC meeting. Please mail the related materials referenced under the heading Attachments at the end of this memorandum to the UCUE members.

The academic program and course requests referenced above will be included on the agenda for the February 26, 2015 meeting of Subcommittee B, University Committee on Curriculum (UCC). Requests that are approved by Subcommittee B on February 26 will be before the Full Committee, UCC, for action on March 5, 2015. Requests that are approved by the Full Committee on March 5 will be included in the March 17, 2015, Report of the UCC to the Faculty Senate.

If you have any questions, please call Joy Speas, University Curriculum Administrator at 5-8420.

Thank you for your help.

### Attachments:

1. Request for Changes in an Academic Program form dated January 2, 2015: Bachelor of Science Degree in Agribusiness Management and attachments.



## University Curriculum and Catalog

Hannah Admin. Building  
426 Auditorium Road  
Room 151A  
East Lansing, MI 48824

517-355-8420  
Fax: 517-353-1935

<b>View a Program</b>		<a href="#">Main Menu</a>
Joy Speas, RO	Monday, 1/5/2015	
<b>Program Name: Agribusiness Management</b> <b>Degree: BS Sequence Number: 3</b>	Program Request ID: 2853	
<b>Effective Dates: Fall 2015 - Open Status: Interim Initial Action: Change</b>		
<b>Requested Date: 11/16/2014 7:16:39 PM</b>		
<p><b>1. Department/School/College:</b> 02036 .... Department of Agricultural, Food, and Resource Economics</p> <p><b>2. Name of Program:</b> Agribusiness Management</p> <p><b>3. Name of Degree:</b> BS</p> <p><b>4. Type of Program:</b> Prev: New: Major</p> <p><b>5. Effective Start Semester:</b> Prev: Fall 2013 New: Fall 2015</p> <p><b>6. Target student audience for the program:</b> all</p> <p><b>7. Enrollment:</b> <b>What is the expected enrollment per year:</b> Prev: 40 New: 85 <b>What is the minimum enrollment acceptable:</b> 25</p> <p><b>8. Source of budget for the program:</b> To align academic planning and curricular change, ALL requests for NEW funds must be included in the College's annual planning letter. Provost approval of new funds and the effective date for the new program must align. If funding is not approved, then the program request will not be forwarded to Faculty Senate.  Internal reallocation  If new funds, was this request included in the College's annual planning letter? Indicate yes or no. If no, then this is a department or college fund reallocation (If the program is implemented, no additional resources are required.).</p> <p><b>9. Projected Costs as compared to other programs in unit:</b> Same</p> <p><b>10. Staff requirement:</b> How many additional staff will be required: 0  Who will provide the primary instruction. Describe any external linkages(industry, government, etc.):  Prev: Mathematics Department – There will probably be very little change in the MTH 124 enrollment due to this change in requirement. We have been recommending MTH 124 to our students versus MTH 116 for two years. New:</p> <p><b>11. Will additional equipment be required:</b> Approximate cost: 0  Source of funding:</p> <p><b>12. Will additional library materials be required:</b> Approximate cost: 0  Source of funding: Prev: Only a change in the math requirement, will not require more library materials New: Same as before</p>		

**13. Will additional space be required:**

Type:

Approximate amount:

**14. If the program requirements contain a named concentration, do you wish for the concentration to be noted on the student's transcript?:**

No

**15. Detailed Description:**

Explain the academic rationale behind the proposed change. Please address as many of the following items as apply. This information related to the program must be attached to the form.

a. Background information including the considerations which precipitated the development of the program, and its relationship to similar programs offered at MSU and by other educational institutions. Supply a copy of standards of accrediting agencies and federal regulations related to the request as appropriate.

This redesigned ABM major is the result of a major review of the entire undergraduate program of the Department of Agricultural, Food and Resource Economics (AFRE) that was carried out during 2012-13. The process involved SWOT (Strengths/Weaknesses /Opportunities/Threats) analyses of the existing program, review of peer institutions, focus groups of employers and alumni, analyses of industry trends and hiring practices, reviews of literature on curricular developments in economics and management, an external review of the department conducted by the USDA, and faculty deliberations. The overall goals of the revised and redesigned undergraduate program were to increase the synergy between the three AFRE majors, improve quantitative and analytical skills, promote and require experiential learning activities, and to enhance placement and career success of students.

While some programs in the Broad College of Business and Economics are, to some extent, similar to the ABM major, the focus of those programs, both in terms of coursework and targeted careers are significantly different from ABM. ABM employs primarily an applied economics/business lens in analyzing firm and industry issues in the agricultural and related agribusiness industries.

b. Rationale for changing the program at MSU.

The changes proposed are the result of the deliberations conducted in the review of the AFRE undergraduate program. In particular, alumni, employers, and comparisons to peer institutions led to common conclusions about the needed changes. These changes include (a) greater emphasis on quantitative and data analysis, (b) greater emphasis on experiential learning, and (c) greater emphasis on interpersonal skills. In addition, faculty deliberations identified the need for greater synergy between the ABM, FIM, and EEM majors to serve growing enrollment.

c. Rationale for the program being housed in the primary administrative unit.

Since the current ABM Major and Specialization (proposed Minor) are housed in AFRE, the new ABM major will also be housed in AFRE.

d. Educational objectives of the program and their relationship to those of the college and the University.

The educational objectives of the program are to prepare students for careers in agribusiness management primarily in business organizations and also to promote a business/economic approach to agribusiness management in other organizations and the government.

By taking the ABM program, students will learn to:

1. **Analytical Thinking: Use economic and management theory to access information, critically analyze complex material from multiple sources, evaluate evidence, construct reasoned arguments, and communicate inferences and conclusions. Synthesize information within and across disciplines, identify and apply quantitative methods for defining and analyzing problems. Identify the credibility, use and misuse of scientific methods.**
  - a. Use microeconomics to analyze the behavior of consumers, firms, and markets in agricultural and agribusiness product markets.
  - b. Use microeconomics to analyze the public policies affecting consumers, firms, taxpayers, and resource owners in agricultural and agribusiness product markets.
  - c. Use management theories to analyze the strategic behavior of firms in agricultural and agribusiness industries.

- d. Use economic and management theories to analyze environmental issues and policies affecting agricultural and agribusiness markets
- e. Use financial analysis (partial budgeting, time value of money, asset valuation) to analyze the performance of agricultural and agribusiness firms.
- f. Use quantitative analysis to interpret data related to the behavior of consumers, firms, and markets in agricultural and agribusiness markets.

**2. Integrated Reasoning: Integrate economic and management knowledge with other disciplines to make informed decisions that reflect humane social, ethical, and aesthetic values. Use a variety of inquiry strategies incorporating multiple views to make value judgments, solve problems, answer questions, and generate new understanding.**

- a. Identify and synthesize information from other disciplines that is relevant to the analysis of economic and managerial problems in agricultural and agribusiness markets.
- b. Identify and synthesize information from a variety of sources (e.g., personal experience, academic disciplines, internships, study abroad) to analyze economic and managerial problems and to develop alternative solutions and perspectives on problems.
- c. Identify ethical dilemmas that arise in the workplace, the stakeholders involved in such issues, the alternatives and consequences available to resolve such issues, the appropriate ethical frameworks used to evaluate alternatives, and the choice of action in such situations.
- d. Recognize the ethical, social, and legal implications of business decisions and the resolution of these issues in firm governance and social responsibility.

**3. Effective Communication: Use a variety of media to communicate effectively with diverse audiences, identify the affect of context on communication strategies and practices, and engage in effective communication practices in a variety of situations and with a variety of media.**

- a. Communicate the results of analytical reasoning and explain the assumptions on which the analysis depends, both in writing and verbally, using graphical techniques where applicable.
- b. Use tables and graphs to communicate about economic and management problems, analysis, and conclusions in written and verbal settings.
- c. Communicate effectively in professional settings, including written reports, memoranda, cover letters, resumes and other written correspondence.
- d. Communicate effectively in professional settings, including verbal presentations of analytical problems, analytical methods, and analytical results.

**4. Effective Citizenship: Participate and lead in local, national, or global communities, understand the structures of local, national, and global governance systems, act effectively within those structures, and apply knowledge and abilities to solve societal problems in ethical ways.**

- a. Use economic theory and methods to explain social phenomena, analyze social problems, and evaluate public policy alternatives in agricultural and agribusiness markets.
- b. Describe the process of making agricultural and food policy in the United States and use public choice theory to analyze the behavior of voters, legislators, and interest groups in the national agricultural and food policy process.

**5. Cultural Understanding: Comprehends global and cultural diversity within historical, artistic, and societal contexts.**

- a. Identify and analyze the impact of cultural differences (e.g. history, beliefs, traditions, religions) on economic, managerial, and public policy issues in the agri-food system.
- b. Identify and analyze how cultural, social, political, and legal factors (and their interaction) affect business decision-making by agricultural and agribusiness firms.

e. Faculty who were instrumental in changing the program and faculty who will be responsible for implementing the program. (See Item 15)

Key faculty instrumental in changing the program and who will be responsible for implementation include, James Hilker, Satish Joshi, Brent Ross, Larry Zink, Laura Cheney, David Schweikhardt, Chris Peterson, David Weatherspoon, Chris Wolf, Roy Black, and Lindon Robison.

f. Expected enrollment per year averaged over the next five years.

85

g. Plan for evaluating the program. Plan for assessing student outcomes. For academic major programs, indicate the learning objectives/goals for students and how outcomes will be assessed. If these plans have not been submitted in the past, submit them with this request. The outcomes assessment form can be found at [www.reg.msu.edu/ucc/assessment.asp](http://www.reg.msu.edu/ucc/assessment.asp).

Each of the program learning outcomes will be assessed throughout the program using the following methods:

- a. Class assignments and exams
- b. Exercises in quantitative analyses using spreadsheets, graphs, basic calculus, and simulations

- c. Case analyses presenting unstructured real life decision situations requiring analyses from multiple perspectives
- d. Written analyses (short one page memos to relatively long project reports)
- e. Oral presentations in class and to external stakeholders
- f. Class projects that involve group work and external agencies/businesses
- g. Capstone courses
- h. Internship projects
- i. Interactions with academic advisors and faculty
- j. Internship and job placements
- k. Interviews of recruiters and Alumni
- l. Peer review of program
- m. Benchmarking with similar programs in other Universities

Course syllabi have detailed descriptions of assessment methods related to the planned program educational outcomes.

h. Program description including statement and specific requirements of the program as they will appear in the University catalog. Provide edited text of the current approved requirements from Academic Programs, indicating deletions (strikethrough) and additions (double-underline). Information contained in the catalog represents a University contract with students. Any deviation from college and University policies must be specifically requested.

See Below

i. If the program will be offered in a location other than the main campus in East Lansing, specify the location(s).

No

j. List the name and describe any certificate program that is associated with this degree program.

N/A

– Explain the relationship between the certificate program and this degree program.

– If a certificate program is being changed that is related to a degree program, please explain how the department/school/college will learn that the supervising faculty have endorsed the potential certificate holders as possessing specified skills or competency levels that render them eligible to receive the certificate and the degree.

k. Other information that will assist the Provost and the University-level committees in evaluating the request.

#### **OLD PROGRAM**

##### **Agribusiness Management**

The agribusiness management major is designed for students who are interested in careers with agricultural input supply, agricultural production, commodity assembly and processing, and agricultural marketing organizations. The program, which focuses on the managerial functions performed by organizations throughout the agribusiness sector, provides a system-wide perspective of managerial problems confronting such organizations. Faculty who are associated with the program maintain close relationships with agribusiness companies. Those relationships benefit students who seek information about careers, scholarships, and employment in the field.

##### **Requirements for the Bachelor of Science Degree in Agribusiness Management**

The University requirements for bachelor's degrees as described in the Undergraduate Education section of this catalog; 120 credits, including general elective credits, are required for the Bachelor of Science degree in Agribusiness Management.

The University's Tier II Writing Requirement for the Agribusiness Management major is met by completing Agribusiness Management 437. That course is referenced in item 3. a. below.

The completion of the Agribusiness Management mathematics requirement may also satisfy the College of Agriculture and Natural Resources and the University mathematics requirement.

The requirements of the College of Agriculture and Natural Resources for the Bachelor of Science degree.

Certain courses referenced in requirement 3. below may be counted toward College requirements as appropriate.

Students must achieve a grade of at least 2.0 or higher in each ABM and FIM course referenced in items 3. a. and in all courses taken to fulfill requirements 3. b. and 3. c.

Agribusiness Management 427 may be used to fulfill requirement 3. b. if it is not used to fulfill requirement 3. c.

The following requirements for the major:

a. All of the following courses (41 credits):

ABM	100	Decision-making in the Agri-Food System	3
ABM	210	Professional Seminar in Agribusiness Management	1
ABM	225	Commodity Marketing I	3
ABM	410	Advanced Professional Seminar in Agribusiness Management	1
ABM	422	Vertical Coordination in the Agri-Food System	3
ABM	435	Financial Management in the Agri-Food System	3
ABM	437	Agribusiness Strategic Management (W)	3
ACC	230	Survey of Accounting Concepts	3
CSE	101	Computing Concepts and Competencies	3
EC	201	Introduction to Microeconomics	3
EC	202	Introduction to Macroeconomics	3
FIM	220	Food Product Marketing	3
MGT	325	Management Skills and Processes	3
MKT	327	Introduction to Marketing	3
SCM	303	Introduction to Supply Chain Management	3

Students who pass a waiver examination will not be required to complete Computer Science and Engineering 101.

b. Five of the following courses (15 credits):

ABM	130	Farm Management I	3
ABM	222	Agribusiness and Food Industry Sales (W)	3
ABM	332	Agribusiness Operations Management	3
ABM	337	Labor and Personnel Management in the Agri-Food System	3
ABM	400	Public Policy Issues in the Agri-Food System	3
ABM	425	Commodity Marketing II	3
ABM	430	Farm Management II	3
EEP	405	Corporate Environmental Management	3
GBL	323	Introduction to Business Law	3
RET	373	Retail Entrepreneurship	3

c. One of the following courses (3 credits):

ABM	427	Global Agri-Food Industries and Markets	3
EEP	260	World Food, Population and Poverty	3

d. One of the following courses (3 or 4 credits):

STT	200	Statistical Methods	3
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STT 201 Statistical Methods

STT 315 Introduction to Probability and Statistics for Business

e. The following course (3 credits):

MTH 124 Survey of Calculus I

f. Additional courses in Animal Science, Crop and Soil Sciences, Horticulture and Environmental Economics and Policy as approved by the academic advisor (9 credits)

#### **NEW PROGRAM**

#### **Agribusiness Management**

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The completion of the Agribusiness Management mathematics requirement may also satisfy the College of Agriculture and Natural Resources and the University mathematics requirement.

2. The requirements of the College of Agriculture and Natural Resources for the Bachelor of Science degree.

Certain courses referenced in requirement 3. below may be counted toward College requirements as appropriate.

Students must achieve a grade of at least 2.0 or higher in each ABM and FIM and EEP course referenced in items 3.a. and in courses taken to fulfill requirements 3.b. and 3.c.

Agribusiness Management 435 may be used to fulfill requirement 3.b. if it is not used to fulfill requirement 3.c.

EEP 405 may be used to fulfill requirement 3.b. if it is not used to fulfill requirement 3.c.

Agribusiness Management 130 may be used to fulfill requirement 3.b. if it is not used to fulfill requirement 3.e.

3. The following requirements for the major (74 or 75 Credits) :

a. All of the following courses (44 credits):

ABM	100	Decision-making in the Agri-Food System	3
ABM	203	Data Analysis <sup>by</sup> in the Agri-Food System	3
ABM	210	Professional Seminar in Agribusiness Management	1
ABM	222	Agribusiness and Food Industry Sales <sup>(w)</sup>	3
ABM	225	Commodity Marketing I	3
ABM	410	Advanced Professional Seminar in Agribusiness Management	1
ABM	422	Vertical Coordination in the Agri-Food System	3
ABM	437	Agribusiness Strategic Management (W)	3
ACC	230	Survey of Accounting Concepts	3
EEP	260	World Food, Population and Poverty	3
FIM	220	Food Product Marketing	3
EC	201	Introduction to Microeconomics	3
EC	202	Introduction to Macroeconomics	3
MKT	327	Introduction to Marketing	3
MTH	124	Survey of Calculus I	3
SCM	303	Introduction to Supply Chain Management	3

b. Three of the following courses (9 credits):

ABM	130	Farm Management I	3
ABM	337	Labor and Personnel Management in the Agri-Food System	3
ABM	400	Public Policy Issues in the Agri-Food System	3
ABM	425	Commodity Marketing II	3
ABM	427	Global Agri-Food Industries and Markets	3
ABM	430	Farm Management II	3
ABM	435	Financial Management in the Agri-Food System	3
EEP	405	Corporate Environmental Management	3
FIM	335	Food Marketing Management	3
FIM	460	Retail Information Systems	3
GBL	323	Introduction to Business Law	3
MGT	325	Management Skills and Processes	3



## c. One of the following courses (3 credits):

ABM	435	Financial Management in the Agri-Food System	3
EEP	405	Corporate Environmental Management	3

## d. One of the following courses (3 or 4 credits):

STT	200	Statistical Methods	3
STT	201	Statistical Methods	4
STT	315	Introduction to Probability and Statistics for Business	3

## e. One of the following courses (3 credits):

ABM	130	Farm Management I	3
FI	320	Introduction to Finance	3

## f. One of the following courses (3 credits):

ABM	303	Economics of Decision Making <del>or Managerial Economics</del>	3
EC	301	Intermediate Microeconomics	3

## g. One of the following, as approved by the academic advisor (3 credits):

ABM	493	Prof Internship in ABM	3
ABM	490	Independent & Supervised Study (Undergraduate Research)	3
		Study Abroad, as approved by academic advisor	3

## h. 6 credits from the same science discipline with at least 3 credits at the 300 or 400 level. As approved by the academic advisor.

**16. Are there admissions requirements for this program?:**

Grade or grade-point average requirements and if so in which course(s), portfolio requirement, audition, essay, etc. If there are not admission requirements other than those required by the University policy indicate "none".

none

**17. Type(s) of change(s):**

Addition of two required courses, Realignment of Requirements, change of Internship or Experiential Learning from a choice to requirement

**18. Students who will be affected by the proposed changes:**

Agribusiness Management Majors

**19. Will the proposed change(s) have a negative impact on students? If so, which ones?:**

No

Describe impact and explain what accommodations will be made: none

**20. Reason(s) for change(s):**

Result of extensive program review.

**DEPARTMENT LEVEL APPROVAL STATUS**

Approved: Department of Agricultural, Food, and Resource Economics  
12/11/2014 2:34:00 PM by James Hilker for Steven Hanson, Chairperson

**SIGNOFFS STATUS**

Signed Off: Eli Broad College of Business and The Eli Broad Graduate School of Management  
12/12/2014 11:11:49 AM by John Wagner for John A. Wagner III, Associate Dean

Signed Off: Department of Accounting and Information Systems  
12/11/2014 3:39:24 PM by Lynn Zelenski for Vallabh Sambamurthy, Chairperson

Signed Off: Department of Economics  
12/11/2014 2:50:06 PM by Margaret Lynch for Carl Davidson, Chairperson

No Response by: Department of Finance

Signed Off: Department of Management  
12/15/2014 4:45:09 PM by Robert Wiseman for Robert M. Wiseman, Chairperson

Signed Off: Department of Marketing  
12/18/2014 4:27:26 PM by R. Dale Wilson for R. Dale Wilson, Chairperson

Signed Off: Department of Mathematics  
12/11/2014 2:47:00 PM by Pavel Sikorskii for Yang Wang, Chairperson

No Response by: Department of Statistics and Probability

No Response by: Department of Supply Chain Management

**COLLEGE LEVEL APPROVAL STATUS**

Approved: College of Agriculture and Natural Resources  
1/2/2015 11:00:36 AM by Kelly Millenbah for Kelly Millenbah, Associate Dean

**COLLEGE OF AGRICULTURE AND NATURAL RESOURCES**

1. Request to change the requirements for the **Bachelor of Science degree in Agribusiness Management** in the Department of Agricultural, Food, and Resource Economics. The University Committee on Undergraduate Education (UCUE) will consider this request.
  - a. Under the heading **Requirements for the Bachelor of Science Degree in Agribusiness Management** make the following changes:
    - (1) In item 2., replace paragraph four with the following:

Students must achieve a grade of at least 2.0 or higher in each ABM and FIM and EEP course referenced in items 3. a. and in all courses taken to fulfill requirements 3. b. and 3. c.
    - (2) In item 2., replace paragraph five with the following:

Agribusiness Management 435 and Environmental Economics and Policy 405 may be used to fulfill requirement 3. b. if it is not used to fulfill requirement 3. c. Agribusiness Management 130 may be used to fulfill requirement 3. b. if it is not used to fulfill requirement 3. e.
    - (3) In item 3. a. delete the following courses:

ABM	435	Financial Management in the Agri-Food System	3
CSE	101	Computing Concepts and Competencies	3
MGT	325	Management Skills and Processes	3

Add the following courses:

ABM	203	Data Analysis for the Agri-Food System	3
ABM	222	Agribusiness and Food Industry Sales (W)	3
EEP	260	World Food, Population and Poverty	3
MTH	124	Survey of Calculus I	3
    - (4) Change item 3. b. to the following:

Three of the following courses (9 credits):

ABM	130	Farm Management I	3
ABM	337	Labor and Personnel Management in the Agri-Food System	3
ABM	400	Public Policy Issues in the Agri-Food System	3
ABM	425	Commodity Marketing II	3
ABM	427	Global Agri-Food Industries and Markets	3
ABM	430	Farm Management II	3
ABM	435	Financial Management in the Agri-Food System	3
EEP	405	Corporate Environmental Management (W)	3
FIM	335	Food Marketing Management	3
FIM	460	Retail Information Systems	3
GBL	323	Introduction to Business Law	3
MGT	325	Management Skills and Processes	3
    - (5) Change item 3. c. to the following:

One of the following courses (3 credits):

ABM	435	Financial Management in the Agri-Food System	3
EEP	405	Corporate Environmental Management (W)	3
    - (6) Delete items 3. e. and 3. f. and replace with the following:
      - e. One of the following courses (3 credits):

ABM	130	Farm Management I	3
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- |    |  |     |  |   |
|----|--|-----|--|---|
|    | FI   | 320 | Introduction to Finance                            | 3 |
| f. | One of the following courses (3 credits):  |     |  |   |
|    | ABM  | 303 | Economics of Decision Making                       | 3 |
|    | EC   | 301 | Intermediate Microeconomics                        | 3 |
| g. | One of the following, as approved by the academic advisor (3 credits):   |     |  |   |
|    | ABM  | 490 | Independent Study                                  | 3 |
|    | ABM  | 493 | Professional Internship in Agribusiness Management | 3 |
|    | Study Abroad as approved by academic advisor   |     |  | 3 |
| h. | 6 credits from the same science discipline with at least 3 credits at the 300 or 400 level, as approved by the academic advisor. |     |  |   |

Effective Fall 2015.

**AGRIBUSINESS MANAGEMENT**

The agribusiness management major is designed for students who are interested in careers with agricultural input supply, agricultural production, commodity assembly and processing, and agricultural marketing organizations. The program, which focuses on the managerial functions performed by organizations throughout the agribusiness sector, provides a system-wide perspective of managerial problems confronting such organizations. Faculty who are associated with the program maintain close relationships with agribusiness companies. Those relationships benefit students who seek information about careers, scholarships, and employment in the field.

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The completion of the Agribusiness Management mathematics requirement may also satisfy the College of Agriculture and Natural Resources and the University mathematics requirement.

2. The requirements of the College of Agriculture and Natural Resources for the Bachelor of Science degree.

Certain courses referenced in requirement 3. below may be counted toward College requirements as appropriate.

Students must achieve a grade of at least 2.0 or higher in each ABM and FIM course referenced in items 3. a. and in all courses taken to fulfill requirements 3. b. and 3. c.

Agribusiness Management 427 may be used to fulfill requirement 3. b. if it is not used to fulfill requirement 3. c.

3. The following requirements for the major:

	CREDITS	
a. All of the following courses:	44	
ABM 100 Decision-making in the Agri-Food System	3	
ABM 210 Professional Seminar in Agribusiness Management	1	ABM 203 Data Analysis for the Agri-Food System 3
ABM 225 Commodity Marketing I	3	
ABM 410 Advanced Professional Seminar in Agribusiness Management	1	ABM 222 Agribusiness and Food Industry Sales (W) 3
ABM 422 Vertical Coordination in the Agri-Food System	3	
ABM 435 Financial Management in the Agri-Food System	3	
ABM 437 Agribusiness Strategic Management (W)	3	
ACC 230 Survey of Accounting Concepts	3	
CSE 101 Computing Concepts and Competencies	3	
EC 201 Introduction to Microeconomics	3	EPP 260 World Food, Population and Poverty 3
EC 202 Introduction to Macroeconomics	3	
FIM 220 Food Product Marketing	3	
MGT 325 Management Skills and Processes	3	MTH 124 Survey of Calculus I 3
MKT 327 Introduction to Marketing	3	
SCM 303 Introduction to Supply Chain Management	3	
Students who pass a waiver examination will not be required to complete Computer Science and Engineering 101.		
b. Five of the following courses:	15-9	
ABM 130 Farm Management I	3	
ABM 222 Agribusiness and Food Industry Sales (W)	3	
ABM 332 Agribusiness Operations Management	3	
ABM 337 Labor and Personnel Management in the Agri-Food System	3	
ABM 400 Public Policy Issues in the Agri-Food System	3	
ABM 425 Commodity Marketing II	3	ABM 427 Global Agri-Food Industries and Markets 3
ABM 430 Farm Management II	3	ABM 435 Financial Management in the Agri-Food System 3
EPP 405 Corporate Environmental Management (W)	3	FIM 335 Food Marketing Management 3
GBL 323 Introduction to Business Law	3	FIM 460 Retail Information Systems 3
RET 373 Retail Entrepreneurship	3	MGT 325 Management Skills and Processes 3
c. One of the following courses:	3	
ABM 427 Global Agri-Food Industries and Markets	3	
EPP 260 World Food, Population and Poverty	3	
d. One of the following courses:	3 or 4	
STT 200 Statistical Methods	3	ABM 435 Financial Management in the Agri-Food System 3
STT 201 Statistical Methods	4	EPP 405 Corporate Environmental Management (W) 3
STT 315 Introduction to Probability and Statistics for Business	3	
e. The following course:	3	
MTH 124 Survey of Calculus I	3	
f. Additional courses in Animal Science, Crop and Soil Sciences, Horticulture and Environmental Economics and Policy as approved by the academic advisor	9	

and EEP  
 Economics and Policy 405. Agribusiness Management credit 130 may be used to fulfill requirement 3. b. if it is not used to fulfill requirement 3. e.

Three

Insert ①

Insert ①

- e. One of the following courses (3 credits):
  - ABM 130 Farm Management I 3
  - FI 320 Introduction to Finance 3
  
- f. One of the following courses (3 credits):
  - ABM 303 Economics of Decision Making 3
  - EC 301 Intermediate Microeconomics 3
  
- g. One of the following, as approved by the academic advisor (3 credits):
  - ABM 490 Independent Study 3
  - ABM 493 Professional Internship in Agribusiness Management 3
  - Study Abroad as approved by academic advisor 3
  
- h. 6 credits from the same science discipline with at least 3 credits at the 300 or 400 level, as approved by the academic advisor.