

**AGRIBUSINESS MANAGEMENT**  
**AGEC 349 – FALL 2022**  
**School of Agriculture – Western Illinois University**

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**INSTRUCTOR**

Dr. Graciela Andrango  
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**Office Hours:** 10:00 to 10:50 a.m. on M, W, TH, and F  
or by appointment

**CLASS TIMES AND LOCATIONS:** AGEC 349 will meet from 1:00 to 1:50 p.m. as follows:

- Lectures: Mondays, Wednesdays, and Fridays in Knoblauch 306
- Labs: Thursday in Stipes 327 Computer room

**EMAILS:** Please be sure to include the course in which you are enrolled in any email.

**TEXTBOOKS & WEB RESOURCES:**

The following textbooks are recommended (not required):

- Kay, Ronald D., Edwards, William M., and Duffy, Patricia A. Farm Management. McGraw Hill. New York, NY. 9<sup>th</sup> edition. 2020.

**PREREQUISITE:** AGRI 220 or equivalent.

**COURSE DESCRIPTION:** AGEC 349 *Agribusiness Management* is a lecture-discussion course that explores management functions and economics of agribusinesses, including input-output analysis, efficient allocation of resources, enterprise combinations, and budget analysis.

**COURSE OBJECTIVES:**

This course seeks to introduce students to important concepts regarding management strategies for farms and ranches. By the end of this course, students should be able to:

1. Acquire and understand information related to the management system.
2. Understand balance sheets, income statements, and other financial statements.
3. Use spreadsheets to perform production planning and analysis of farm and ranch problems.

**EXPECTATIONS OF STUDENTS:**

**Participation, attendance and sitting chart:** Attendance is required and will be graded through Kahoot! Quizzes. Students' participation in class is strongly encouraged.

**Absences:** If at any time you have a **family emergency, funeral, or illness (including Covid)**, please use the Online Absence Reporting System (OARS) system to report your absence ([www.wiu.edu/oars](http://www.wiu.edu/oars)). Please note that OARS system does not excuse your absence – it merely documents it. It is still up to the instructor to excuse the absence (see above for valid excuses). I will need the email generated from this system prior to class and not after. If I receive the email after class has started then the late grade policies come into effect. Excessive absences will result in failure of the course. The student remains responsible for contacting the instructor to arrange to complete missed work as soon as possible and is ultimately responsible for material covered in class.

**Academic Integrity:** The rules and regulations outlined in the University's policy on academic integrity are applied to this course. See <http://www.wiu.edu/policies/acintegrity.php>. Any violation of the Academic Dishonesty Policy in Student Handbook will result in automatic failure of the course.

Plagiarism is not tolerated in this class. Works evidenced as plagiarism (accidental or willful use of someone else's words, ideas) will be penalized by a failing grade on the homework, quiz, project, or exam. **Furthermore, the instructor will follow the procedure according to the Student Academic Integrity Policy- see link above.**

**Student Rights and Responsibilities:** Detailed information regarding student rights and responsibilities can be found at <http://www.wiu.edu/provost/student/>. It is your responsibility to be familiar with the posted information.

**Policy on disruptive behavior:** Students will face disciplinary action if they are found to be non-compliant with WIU's COVID-19 Health and Safety Policy ([http://www.wiu.edu/policies/covid\\_safety.php](http://www.wiu.edu/policies/covid_safety.php)). Non-compliance may be considered disruptive student behavior and disciplinary action will follow general process outlined in disruptive student behavior procedures (<http://www.wiu.edu/policies/disrupst.php>) and/or other applicable enforcement measures applicable to the Code of Student Conduct.

**Special Accommodations:** In accordance with University values and disability law, students with disabilities may request academic accommodations where there are aspects of a course that result in barriers to inclusion or accurate assessment of achievement. To file an official request for disability-related accommodations, please contact the Disability Resource Center at 309-298-2512, [disability@wiu.edu](mailto:disability@wiu.edu) or in 143 Memorial Hall. Please notify the instructor as soon as possible to ensure that this course is accessible to you in a timely manner.

**University values:** University values, Title IX, and other federal and state laws prohibit sex discrimination, including sexual assault/misconduct, dating/domestic violence, and stalking. If you, or someone you know, has been the victim of any of these offenses, we encourage you to report this to the Title IX Coordinator at 309-298-1977 or anonymously online at: [http://www.wiu.edu/equal\\_opportunity\\_and\\_access/report.php](http://www.wiu.edu/equal_opportunity_and_access/report.php). If you disclose an incident to a faculty member, the faculty member must notify the Title IX Coordinator. The complete Discrimination, Harassment, and Sexual Misconduct Policy. Policy is available at: <http://www.wiu.edu/policies/dhsm.php>.

#### **USE OF CELLULAR PHONES, SMART WATCHES, TABLETS, AND LAPTOPS:**

As a courtesy to other students and to the instructor, all cell phones should be turned off prior to class. Continued disregard of this policy may result in ejection from the course. If, due to medical or public safety concerns, a student needs an exception to this policy he/she should inform the instructor prior to class. Cell phones are not allowed under any circumstances on exams.

Use of laptops or tablets is not allowed in class unless it is required by the instructor to conduct research or any class activity related to the topic being covered. Lecture notes will be available at Western Online and must be printed in advance. **Texting or surfing the internet** is not allowed during class and repeated violations may lead to dismissal from the course with an assigned grade of F.

**TOBACCO POLICY:** Tobacco use of any kind will not be tolerated in class. This includes chewing tobacco.

#### **IMPORTANT DATES:**

Monday, September 05	Labor Day – No Class/ University Closed
Friday, October 14	Fall Break – No Class/ University Closed
Sunday, October 30	Last day to drop classes or withdraw from the university
Tuesday, November 08	2022 General Election Day – No Class/ University Closed
November 21 – 25	Thanksgiving Break – No Class/ University Closed
Wednesday, December 14	Final Comprehensive Exam: 1:00 pm – 2:50 p.m.

#### **GRADING POLICY:**

The course grade will be based on the following factors, with weightings as indicated:

Exam I	15%	A = 93% or above	C = 73 - 76.99%
Exam II	15%	A- = 90 - 92.99%	C- = 70 - 72.99%

Exam III	15%	B+ =	87 - 89.99%	D+ =	67 - 69.99%
Comprehensive Final Exam	15%	B =	83 - 86.99%	D =	63 - 66.99%
Homework and Class Exercises	15%	B- =	80 - 82.99%	D- =	60 - 62.99%
Weekly in-class quizzes	10%	C+ =	77 - 79.99%	F =	<60%
Lab Projects	10%				
Participation & Kahoot! Quizzes	5%				
Total			100%		

Grade breaking points may be lowered, but in no case will they be raised. These breaking points will be evaluated only after final numerical grades have been calculated.

**Attention Education Majors:** Changes within the state teaching license require all education majors to receive a grade of a "C-" or better in this course in order to meet Illinois teaching license requirements. With the university +/- grading system, receiving a "D+" or below will require you to retake this course or find a substitute course to meet School of Agriculture graduation requirements.

### EXAMS:

There will be three midterms and one final exam. Exams will consist mostly of multiple choice, essay and/or problem solving questions. **The final exam will be comprehensive** (same format as semester exams). Makeup exams will only be given in extreme situations.

### HOMEWORK AND CLASS EXERCISES:

Case studies, discussion questions, and problem solving questions are designed to strength students' analytical skills while reinforcing key concepts. You will have one assignment related to the material covered during the week including the lab session. Late assignments will be docked 10% per day and will not be accepted after the assignment key has been uploaded on Western Online or the rest of the students have received back their homework graded. Homework will be submitted every Friday by 11:59 p.m.

Class exercises will be used to reinforce your understanding of each topic. I will provide you with a problem or case study in class. To solve it, you are allowed to use your notes. **Class exercises must be submitted immediately after the class session. No submission of a class exercise will be reported as a zero.**

### LAB PROJECTS:

Lab projects will focus on exploring agribusiness management topics, as well as learning & mastering some of the most common features of Excel and basic data analysis. These projects will be primarily Excel-based, however, the use of other tools to collect and analyze data may also be presented. Projects will include collection, analysis, and interpretation of primary and secondary data to enhance students' analytical skills and decision-making through the analysis of current data.

**Every Thursday we will meet at Stipes 327-** Computer lab. The instructor will provide a lab project, which will be solved during the lab session. **Each student will submit the solved exercise at the end of the lab session in the Western Online dropbox. No submission of a lab exercise will be reported as a zero.**

### WEEKLY IN-CLASS QUIZZES:

Ten-point quizzes on lectures, readings and/or other references – True/False, fill in the blank, multiple choice, essay, and/or problem solving questions will be **scheduled every Friday in class**. There will be no makeups, **no taking the quizzes early or coming to class late just to take quizzes. The lowest score quiz will be dropped. If a student has an official excused absence in writing (illness, judging team, etc.) reported before class has started,** the instructor will make arrangements to accommodate the student. The instructor reserves the right to use both announced and unannounced quizzes.

**PARTICIPATION & KAHOOT! QUIZZES:**

Kahoot! quizzes will be taken during class and will count as your participation score. Kahoot! quizzes will be based on lectures, readings and/or other references. We will use True/False, fill in the blank, and multiple choice Kahoot! quiz format. Other methods to be used could be Menti or BitPaper on which you will be able to answer random questions during the class session. **No participation in Kahoot! or other type of quizzes will be reported as a zero.**

**GRADING DISAGREEMENTS:**

If a student disagrees with a particular answer, it is the student's responsibility to provide a logical reason in writing as to the reason for their disagreement. This does not apply to scoring errors. All instructors are human and occasional errors in grading will occur. Please bring any such errors to the instructor's attention immediately.

**ACCREDITATION:**

The School of Agriculture is housed in the College of Business and Technology which is accredited by AACSB-International.

## AGEC 349- COURSE OUTLINE

<i>Week</i>	<i>Date</i>	<i>Topic/ Material</i>	<i>Chapter</i>	<i>Assignments/ Activities/ Due dates</i>
1	Aug 22 – Aug 26	Farm management now and in the future	1	<b>Due: Friday, Aug 26</b> ▪ Quiz 1 (in class)
2	Aug 29 – Sept 02	Management and decision making	2	<b>Due: Friday, Sept 02</b> ▪ Quiz 2 (in class)
3	Sept 05 – Sept 09	Acquiring and organizing management information <i>Sept 05 – Labor Day- No class</i>	3	<b>Due: Friday, Sept 09</b> ▪ Quiz 3 (in class) ▪ Homework 1 (11:59 p.m.)
4	Sept 12 – Sept 16	Acquiring and organizing management information	3	<b>Due: Friday, Sept 16</b> ▪ <b>Midterm 1: Ch 1 – 3</b>
<b>Midterm 1. Friday, Sept 16</b>				
5	Sept 19 – Sept 23	The balance sheet and its analysis	4	<b>Due: Friday, Sept 23</b> ▪ Quiz 4 (in class) ▪ Homework 2 (11:59 p.m.)
6	Sept 26 – Sept 30	The balance sheet and its analysis	4	<b>Due: Friday, Sept 30</b> ▪ Quiz 5 (in class)
7	Oct 03 – Oct 07	The income statement and its analysis	5	<b>Due: Friday, Oct 07</b> ▪ Quiz 6 (in class)
8	Oct 10 – Oct 14	The income statement and its analysis <i>Oct 14 – Fall break- No class</i>	5	<b>Due: Thursday, Oct 13</b> ▪ <b>Midterm 2: Ch 4 – 5</b>
<b>Midterm 2. Thursday, Oct 13</b>				
9	Oct 17 – Oct 21	Economic Principles: Choosing production levels	7	<b>Due: Friday, Oct 21</b> ▪ Quiz 7 (in class)
10	Oct 24 – Oct 28	Economic Principles: Choosing input and output combinations	8	<b>Due: Friday, Oct 28</b> ▪ Quiz 8 (in class)
11	Oct 31 – Nov 04	Cost concepts and decision making	9	<b>Due: Friday, Nov 04</b> ▪ <b>Midterm 3: Ch 7 – 9</b>
<b>Midterm 3. Friday, Nov 04</b>				
12	Nov 07 – Nov 11	Enterprise budgeting	10	<b>Due: Friday, Nov 11</b> ▪ Quiz 9 (in class)
13	Nov 14 – Nov 18	Enterprise budgeting	10	<b>Due: Friday, Nov 18</b> ▪ Quiz 10 (in class) ▪ Homework 3 (11:59 p.m.)
14	Nov 21 – Nov 25	<i>Thanksgiving</i>		<i>No classes/ No Homework</i>
15	Nov 28 – Dec 02	Whole-farm planning	11	<b>Due: Friday, Dec 02</b> ▪ Quiz 11 (in class) ▪ Homework 4 (11:59 p.m.)
16	Dec 05 – Dec 09	Whole-farm planning	11	No quizzes/ No Homework
17	Dec 12 – Dec 16	<b>Final Comprehensive Exam- Chapters 1 – 11:</b> <i>Wednesday, Dec 14 from 1:00 – 2:50 p.m.</i>		

**NOTE:** Please be advised that this syllabus is tentative. All classes are different and we may or may not be able to address all of the content areas or stick with the anticipated number of exams. Any deviations from the syllabus will be announced as soon as possible.