

AGRIBUSINESS MANAGEMENT
School of Agriculture – Western Illinois University

AGEC 349
Spring 2017
M-W-TH-F 1:00-1:50 p.m.
Knoblauch 306

INSTRUCTOR:

Dr. Graciela Andrango

Office:

Office Phone:

Email:

OFFICE HOURS

11-12 a.m on Mondays, Wednesdays, and Fridays, 2-3 p.m. on Tuesdays, and Thursdays, and by appointment

EMAILS

Include the course name and number in the subject line on any emails.

PREREQUISITES

AGRI 220 or equivalent.

TEXTS

- Beierlein, James G., Schneeberger, Kenneth C., Osburn, Donald D. Principles of Agribusiness Management. Waveland Press. Prospect Heights, IL. 5th edition. 2013.
- Supplemental handouts

COURSE DESCRIPTION AND OBJECTIVES

AGEC 349 *Agribusiness Management* explores management functions and economics of agricultural organizations and operations, including input-output analysis, efficient allocation of resources, enterprise combinations, budget analysis, and human relationships in management. This course will provide students with the opportunity to:

1. Understand the role of Agribusiness in the U.S. economy.
2. Learn fundamental principles and concepts of management and how they apply to agribusiness firms.
3. Understand and apply the case study method for problem solving.
4. Evaluate personal opportunities for association with an agribusiness firm.
5. Understand and develop a basic business plan.

IMPORTANT DATES

Jan. 16	-	Dr. Martin Luther King Day– No Class
Feb. 13	-	Lincoln’s Birthday Observed – No Class
March 13-17	-	Spring Break – No Class
April 2	-	Last day to drop with a W
May 10	-	Final Exam – 1:00 – 2:50

USE OF CELL PHONES

Use of cell phone during class is not allowed (unless we are performing specific activities where there is a need to look up information). Repeated violations will lead to dismissal from the course with an assigned grade of F. 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 may not be used for any reason during an exam.

USE OF TOBACCO

Use of tobacco **in any form** is prohibited in university buildings/classrooms.

GRADING POLICY

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

Exam I	20 %	A = 93% or above	C- = 70-72.99%
Exam II	20 %	A- = 90-92.99%	D+ = 67-69.99%
Comprehensive Final Exam	30 %	B+ = 87-89.99%	D = 63-66.99%
Quizzes and Homework	10 %	B = 83-86.99%	D- = 60-62.99%
Group Project #1	10%	B- = 80-82.99%	F = <60%
Group Project #2	10 %	C+ = 77-79.99%	
Total	100%	C = 73-76.99%	

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: To meet state certification requirements, Agricultural Education majors are required to receive a grade of a "C" or better in this course. With the university +/- grading system, receiving a "C-" or below will require you to retake this course or find a substitute course to meet School of Agriculture graduation requirements.

QUIZZES

The instructor reserves the right to use both announced and unannounced quizzes. The lowest quiz score will be dropped. Only excused absences will be allowed to make up quizzes. Unless it is an emergency, only absences approved in advance will be excused. It is at the discretion of the instructor as to whether an absence is excused or unexcused. The majority of quizzes will be online.

HOMEWORK

Homework will apply economic concepts from lecture to real-life issues. Students are strongly encouraged to work on their own before checking their answers with other students. Assignments are due at the beginning of class. Late assignments will be docked 10% per day. Assignments will not be accepted after those have been discussed in class.

GROUP PROJECTS

Students will complete two team-based projects. The first project will focus on analyzing an agribusiness by using the case study method. The second project will be to develop a business plan concept. More details on will be provided in class.

EXAMS

There will be 2 midterms and one final exam. Make-up exams will only be given in extreme situations. *If you need to miss an exam, you must make arrangements with the instructor to take the exam prior to the exam day.* **The final exam will be comprehensive.**

EXPECTATIONS OF STUDENTS

Students are expected to regularly attend class. Students' participation in class is strongly encouraged. The rules and regulations outlined in the University's policy on academic integrity are applied to this course. Detailed information regarding student rights and responsibilities can be found at <http://www.wiu.edu/provost/students.php>.

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 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, 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/request_form/index.php. If you disclose an incident to a faculty member, the faculty member must notify the Title IX Coordinator. The complete Title IX policy is available at: <http://www.wiu.edu/vpas/policies/titleIX.php>.

ONLINE ABSENCE REPORTING SYSTEM (OARS)

Please note that OARS (<http://wiu.edu/oars>) system does not excuse your absence – it merely documents. It is still up to the instructor to excuse the absence. Excessive absences will result in failure of the course.

COURSE OUTLINE

	Reading Assignments
I. Introduction	
A. Introduction	
B. The Global Agri-Food System	Chapter 1
C. The Agribusiness Manager	Chapter 2
II. The Planning Function	
A. Business Plan Elements	Handouts
B. The Role of Marketing	Chapter 3
C. Marketing Management	Chapter 4
D. Understanding Consumer Demand	Chapter 5
E. Consumer Complaint Behavior	
F. Workplace Teams	Handouts
G. Staying Competitive	Chapter 6
H. Introduction to Quantitative/Qualitative Methods	
I. Forecasting	Chapter 7
Exam 1	
I. Budgeting	Chapter 8
J. An Introduction to Exporting (Optional)	Handouts
III. The Organizing Function	
A. Organizing for Success	Chapter 9
B. Choosing a Legal Structure	Chapter 10
C. Agricultural Cooperatives	Handout
IV. The Controlling Function	
A. Organizing Production (Optional)	Chapter 11
B. Product and Inventory Management	Chapter 12
C. Case study	
D. Case study	
Exam 2	
C. Using Basic Financial Statements	Chapters 13-14
D. Capital Budgeting Overview	Chapters 15-16
V. The Directing Function	
A. Human Resource Leadership	Chapter 17
B. Human Resource Management	Chapter 18
C. Personal Selling (Optional)	Chapter 19
D. Course Summary	Chapters 20

Final Exam- Comprehensive

ACCREDITATION

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

NOTICES

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.