

AGRIBUSINESS MANAGEMENT
AGEC 349 - SPRING 2023
School of Agriculture – Western Illinois University

INSTRUCTOR

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Office Hours: 11:00 to 11:50 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 Thursdays in Knoblauch 306
- Labs: Fridays in Stipes 327 Computer room

EMAILS:

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

TEXTS:

The following textbook is recommended (not required):

- Barnard, Freddie L., Akridge, Jay T., Dooley, Frank J., Foltz, John C., Yeager, Elizabeth A. Agribusiness Management. Routledge. New York, NY. 5th edition. 2016.

PREREQUISITE:

AGRI 220 or equivalent.

COURSE DESCRIPTION AND OBJECTIVES:

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:

1. To understand the size, nature, and the importance of the agribusiness sector in the U.S. economy.
2. To involve students in actual agribusiness problem-solving and decision-making through the use of case studies.
3. To increase students' ability in the use of economic concepts to understand and improve agribusiness's performance.

EXPECTATIONS OF STUDENTS:

Participation: 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 contact the instructor via email prior to class and not after to excuse your absence. If the email is sent after class has started, then any graded assignment finished during the class period you missed will be recorded as zero. Excessive absences will result in failure of the course. **The student remains responsible** for completing missed work as soon as possible as well as getting familiar with any material covered during the missed class period.

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). 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 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. 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 is available at: <http://www.wiu.edu/policies/dhsm.php>.

USE OF CELLULAR PHONES/ SMART WATCHES AND LAPTOPS/TABLETS:

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, Jan 16	Dr. Martin Luther King Day – No Class/ University Closed
Monday, Feb 13	Lincoln's Birthday – No Class/ University Closed
March 13 – 17	Spring Break – No Class/ University Closed
Sunday, Apr 02	Last day to drop classes or withdraw from the university
Wednesday, May 10	Final Comprehensive Exam: 1:00 p.m. – 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%
Comprehensive Final Exam	15%	B+ = 87 - 89.99%	D+ = 67 - 69.99%
Homework and Class Exercises	15%	B = 83 - 86.99%	D = 63 - 66.99%
Lab Projects	10%	B- = 80 - 82.99%	D- = 60 - 62.99%
Term Project	15%	C+ = 77 - 79.99%	F = <60%
Weekly in-class quizzes	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 Friday 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.**

TERM PROJECT:

Details will be provided during class.

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 Thursday in class**. There will be no makeups, no taking the quizzes early or coming to class late just to take quizzes. **If a student has an official excused absence in writing (illness, judging team, etc.) reported before Thursday class has started,** the student is responsible to work with the instructor to take the quiz at any time before 1 pm on the following Monday. Missed quizzes will be reported as zero. The instructor reserves the right to: 1) use both announced and unannounced quizzes; and 2) to drop the lowest score quiz at the end of the semester, provided the student has not missed any quiz during the semester.

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. **No participation in Kahoot! or other type of quizzes without a prior excuse 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.

COURSE OUTLINE

Week	Date	Topic/ Material	Chapter	Assignments/ Activities/ Due dates
1	Jan 16 – Jan 20	The business of agribusiness <i>Jan 16 – Dr. Martin Luther King Day – No class</i>	1	Due: Friday, Jan 20 ▪ Quiz 1
2	Jan 23 – Jan 27	Managing the agribusiness	2	Due: Friday, Jan 27 ▪ Quiz 2
3	Jan 30 – Feb 03	Economics for agribusiness managers	3	Due: Friday, Feb 03 ▪ Quiz 3
4	Feb 06 – Feb 10	The organization of an agribusiness	4	Due: Friday, Feb 10 ▪ Quiz 4
5	Feb 13 – Feb 17	International agribusiness <i>Feb 13 – Lincoln’s Birthday – No class</i>	5	Due: Friday, Feb 17 ▪ Midterm 1: Ch 1 & 5
Midterm I. Friday, Feb 17				
6	Feb 20 – Feb 24	Strategic market planning	6	Due: Friday, Feb 24 ▪ Quiz 5
7	Feb 27 – Mar 03	The marketing mix	7	Due: Friday, Mar 03 ▪ Quiz 6
8	Mar 06 – Mar 10	Marketing decision tools for agribusiness	8	Due: Friday, Mar 10 ▪ Quiz 7
9	<i>Mar 13 – Mar 17</i>	<i>Spring Break</i>	<i>No classes/ No Homework</i>	
10	Mar 20 – Mar 24	Understanding financial statements	9	Due: Friday, Mar 24 ▪ Quiz 8
11	Mar 27 – Mar 31	Analyzing financial statements	10	Due: Friday, Mar 31 ▪ Midterm 2: Ch 6 & 10
Midterm II. Friday, Mar 31				
12	Apr 03 – Apr 07	Financing the agribusiness	11	Due: Friday, Apr 07 ▪ Quiz 9
13	Apr 10 – Apr 14	Tools for evaluating operating decisions	12	Due: Friday, Apr 14 ▪ Quiz 10
14	Apr 17 – Apr 21	Tools for evaluating investment decisions	13	Due: Friday, Apr 21 ▪ Quiz 11
15	Apr 24 – Apr 28	Production planning and management	14	Due: Friday, Apr 28 ▪ Quiz 12
16	May 01 – May 05	Supply chain management for agribusiness	15	No quizzes/ No Homework
17	May 08 – May 12	Final Comprehensive Exam – Chapters 1 to 15 <i>Wednesday, May 10 from 1:00 am to 2:50 pm</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 the content areas or stick with the anticipated number of exams. Any deviations from the syllabus will be announced as soon as possible.