

AGRIBUSINESS MANAGEMENT
AGEC 349 – SPRING 2024
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 exploring agribusinesses' management functions and economics, including input-output analysis, efficient allocation of resources, enterprise combinations, and budget analysis.

COURSE OBJECTIVES:

1. To understand agribusiness's size, nature, and importance 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 to use economic concepts to understand and improve agribusiness performance.

EXPECTATIONS OF STUDENTS:

Participation: Attendance is required and will be graded through Kahoot! Quizzes. Students' participation in class is strongly encouraged. Students are expected to read the chapter and activities assigned each week – see the course outline at the end of this document.

Absences: If at any time you have a **family emergency, funeral, illness, or any university activity (including Judging Team, AgVocators)**, please use the Online Absence Reporting System (OARS) system to report your absence (www.wiu.edu/oars). Please note that the 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 before class and not after. If I receive the email after class starts, 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 complete missed work as soon as possible and is ultimately accountable for catching up with the material covered in class during the student's absence.

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 Student Handbook's Academic Dishonesty Policy will result in the course's automatic failure.

Plagiarism is not tolerated in this class. Works evidenced as plagiarism (accidental or willful use of someone else's words or ideas) will be penalized by a failing grade on the homework, quiz, project, or exam. **Furthermore, the instructor will follow the procedure per 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 the general process outlined in disruptive student behavior procedures (<http://www.wiu.edu/policies/disrupst.php>) and other applicable enforcement measures applicable to the Code of Student Conduct.

Students with disabilities: By 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 Disability Resources in the Student Development and Success Center at 309-298-1884, disability@wiu.edu, or at 125 Memorial Hall. Please notify the instructor as soon as possible to ensure that this course is accessible to you promptly.

Military/Veteran Support Statement: As a military-friendly institution, and by federal regulations and Illinois statutes, Western Illinois University has established policies and procedures to accommodate military service students. In addition to the supports available at WIU's Veterans Resource Center (www.wiu.edu/student_success/veterans/ / 309-298-3505), veterans, members of the National Guard or Reserves, and active-duty military personnel with military obligations (e.g., deployments, training, drill) are encouraged to communicate these, in advance whenever possible, to the instructor. The Military Service Policy can be found at <http://www.wiu.edu/policies/military.php>.

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

Technical Support for Western Online:

- Provided through the Western Online Brightspace Virtual Assistant by clicking on the **Get Help! Link/icon at the bottom right corner of every page** in Western Online.
- Instructions for using the Virtual Assistant can be found at https://wiu.edu/citr/home/get_help.php.
- All other technical support, including issues with enrollment in online courses, should be requested by contacting:

University Technology (uTech) Support Center

Website: http://www.wiu.edu/university_technology/

Phone: (309)298-TECH (8-8324)

University Writing Center: The University Writing Center (UWC) is your go-to resource at any stage of the writing process! Appointments are available in three formats: in-person (3rd Floor, Malpass Library or QC Complex 2219), online (real-time with video or chat and document sharing), and e-tutoring (asynchronous feedback on an uploaded paper).

Visit wiu.mywconline.com to schedule an appointment, or call (309) 298-2814. **Fall 2023 UWC Hours at the 3rd Floor, Malpass Library:** M – Th: 9 AM - 9 PM, F: 9 AM - 4 PM, and Sun: 2 - 9 PM

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

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

The 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 15	Dr. Martin Luther King Day – No Class/ University Closed
Monday, Feb 12	Lincoln’s Birthday – No Class/ University Closed
March 11 – 15	Spring Break – No Class/ University Closed
Sunday, March 31	Last day to drop classes or withdraw from the university
Wednesday, May 8	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 they will never be raised. These breaking points will be evaluated only after calculating final numerical grades.

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 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 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, and problem-solving questions are designed to strengthen 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.

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 fundamental 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 collecting, analyzing, and interpreting primary and secondary data to enhance students' analytical skills and decision-making by analyzing 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 other references – True/False, fill-in-the-blank, multiple choice, essay, and 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 to take quizzes. **Suppose a student has an officially excused absence in writing (illness, judging team, etc.) reported before Thursday's class starts. In that case, the student is responsible for working with the instructor to take the quiz** before 1 pm on Monday. Missed quizzes will be reported as zero. The instructor reserves the right to 1) use both announced and unannounced quizzes and 2) 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 count as your participation score. Kahoot! Quizzes will be based on lectures, readings, and 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 mistakes to the instructor's attention immediately.

ACCREDITATION:

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

COURSE OUTLINE

Week	Date	Topic/ Material	Chapter	Assignments/ Activities/ Due dates
1	Jan 15 – Jan 19	The business of agribusiness <i>Jan 15 – Dr. Martin Luther King Day – No class</i>	1	<i>Due: Thursday, Jan 18</i> ▪ Quiz 1
2	Jan 22 – Jan 26	Managing the agribusiness	2	<i>Due: Thursday, Jan 25</i> ▪ Quiz 2
3	Jan 29 – Feb 02	Economics for Agribusiness Managers	3	<i>Due: Thursday, Feb 01</i> ▪ Quiz 3
4	Feb 05 – Feb 09	Economics for Agribusiness Managers	3	<i>Due: Thursday, Feb 08</i> ▪ Quiz 4
5	Feb 12 – Feb 16	International agribusiness <i>Feb 12 – Lincoln’s Birthday – No class</i>	5	<i>Due: Friday, Feb 16</i> ▪ Midterm 1: Ch 1-3, 5
<i>Midterm I. Friday, Feb 16</i>				
6	Feb 19 – Feb 23	Strategic market planning	6	<i>Due: Thursday, Feb 22</i> ▪ Quiz 5
7	Feb 26 – Mar 01	Strategic market planning	6	<i>Due: Thursday, Feb 29</i> ▪ Quiz 6
8	Mar 04 – Mar 08	The marketing mix	7	<i>Due: Thursday, Mar 07</i> ▪ Quiz 7
9	<i>Mar 11 – Mar 15</i>	<i>Spring Break</i>	<i>No classes/ No homework</i>	
10	Mar 18 – Mar 22	The marketing mix	7	<i>Due: Thursday, Mar 21</i> ▪ Quiz 8
11	Mar 25 – Mar 29	Marketing decision tools for agribusiness	8	<i>Due: Friday, Mar 29</i> ▪ Midterm 2: Ch 6 – 8
<i>Midterm II. Friday, Mar 29</i>				
12	Apr 01 – Apr 05	Understanding financial statements	9	<i>Due: Thursday, Apr 04</i> ▪ Quiz 9
13	Apr 08 – Apr 12	Understanding financial statements	9	<i>Due: Thursday, Apr 11</i> ▪ Quiz 10
14	Apr 15 – Apr 19	Analyzing financial statements	10	<i>Due: Thursday, Apr 18</i> ▪ Quiz 11
15	Apr 22 – Apr 26	Tools for evaluating operating decisions	13	<i>Due: Thursday, Apr 25</i> ▪ Quiz 12
16	Apr 29 – May 03	<i>Final project – presentations</i>		No quiz/ No homework
17	May 06 – May 10	<i>Final Comprehensive Exam – Chapters 1 – 3, 5 – 10, 13</i> <i>Wednesday, May 08, 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 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.