

**AGRIBUSINESS MANAGEMENT**  
**AGEC 349 – SPRING 2025**  
**School of Agriculture – Western Illinois University**

---

**INSTRUCTOR**

Dr. Graciela Andrango  
Office: 312 Knoblauch  
Phone: 785-236-9141  
E-mail: [GC-Andrango@wiu.edu](mailto:GC-Andrango@wiu.edu)

**Office Hours:** 11:00 to 11:50 a.m. on M, W, TH, and F  
or by appointment

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

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

**EMAILS:** Please include the course you are enrolled in 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.
- Barnard, Freddie L., Akridge, Jay T., Dooley, Frank J., Foltz, John C., Yeager, Elizabeth A. Agribusiness Management. Routledge. New York, NY. 5<sup>th</sup> edition. 2016.

**PREREQUISITE:** AGRI 220 or equivalent.

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

**COURSE OBJECTIVES:**

This course introduces 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 and attendance:** 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, 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](http://www.wiu.edu/oars)) – make sure you state the reason why you are not coming to class. 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 cause them to fail the course. The student remains responsible for contacting the instructor to complete the 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:** This course follows the rules and regulations outlined in the University's policy on academic integrity. See <http://www.wiu.edu/policies/acintegrity.php>. Violation of the Academic Dishonesty Policy in the 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.

**Students with disabilities:** According to 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](mailto: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 in a timely manner.

**Military/Veteran Support Statement:** As a military-friendly institution, and in accordance with 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 ([wiu.edu/student\\_success/veterans/](http://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, trainings, drill) are encouraged to communicate these, in advance whenever possible, to the instructor. The Military Service Policy can be found at <https://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](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](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/](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 Riverfront 205), online (real-time with video or chat and document sharing), and eTutoring (asynchronous feedback on an uploaded paper).

Visit [wiu.mywconline.com](http://wiu.mywconline.com) to schedule an appointment, or call (309) 298-2814. **Spring 2025 UWC Hours at the 3rd Floor, Malpass Library:** M – Th: 9 AM - 8 PM, F: 9 AM - 4 PM, and Sun: 2 - 8 PM.

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

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, he/she should inform the instructor before class. While students can use their cell phones as a calculator for class exercises, cell phones are not allowed under any circumstances on exams.

Laptops or tablets are prohibited in class unless the instructor requires them for research or a class activity. Lecture notes will be available at Western Online, allowing you to print them in advance. Texting or surfing the internet is not permitted during class, and repeated violations may lead to dismissal from the course with an assigned grade of F.

**TOBACCO POLICY:** Any tobacco use will not be tolerated in class. This includes chewing tobacco.

#### **IMPORTANT DATES:**

Monday, Jan 20	Dr. Martin Luther King Day – No Class/ University Closed
Wednesday, Feb 12	Lincoln's Birthday – No Class/ University Closed
Mon-Friday, Mar 10-14	Spring Break – No Class/ University Closed
Sunday, Mar 30	Last day to drop classes or withdraw from the university
Wednesday, May 07	Final Comprehensive Exam: 10:00 a.m. – 11:50 a.m.

#### **GRADING POLICY:**

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

Midterm Exam 1	16.25%	A = 93% or above	C = 73 - 76.99%
Midterm Exam 2	16.25%	A- = 90 - 92.99%	C- = 70 - 72.99%
Midterm Exam 3	16.25%	B+ = 87 - 89.99%	D+ = 67 - 69.99%
Comprehensive Final Exam	16.25%	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	5%		
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 the final numerical grades have been calculated.

**Attention Education Majors:** With the changes within the Illinois State Teaching License requirements, students are required to receive a grade of a "C-" or better in this course to meet state requirements. With the university's +/- grading system, receiving a grade below a "C-" 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. The exams will consist mainly of multiple-choice, essay, and/or problem-solving questions. The final exam will be comprehensive (the same format as midterm exams). Makeup exams will only be given in extreme situations. Cell phones are not allowed during the exam, so please bring a calculator for every midterm and final exam.

#### **HOMEWORK AND CLASS EXERCISES:**

Case studies, discussions, and problem-solving questions are designed to strengthen students' analytical skills while reinforcing key concepts. I will provide you with a problem or case study in class. To solve it, you are allowed to use your notes. To solve the problem, you can use your notes, work with a classmate, and/or ask the instructor. 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, learning and mastering some of the most common features of Excel, and analyzing basic data. These projects will be primarily Excel-based, but 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 through analyzing current data.

Every Wednesday, 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 in the Western Online dropbox at the end of the lab session. No submission of lab exercises will be reported as 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 each Thursday**. There will be no makeups, no taking the quizzes early or coming to class late to take quizzes. **Suppose a student has an official excused absence in writing (illness, judging team, etc.) reported before class starts. In that case, the student is responsible for working with the instructor to arrange to take the quiz before class begins on the following Monday. Quizzes not completed after the following Monday will be reported as zero.** The instructor reserves the right to 1) use both announced and unannounced quizzes and 2) drop the lowest in-class quiz grade at the end of the semester, provided the student has not missed any quiz.

### **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/or other references. We will use True/False, fill in the blank, and multiple choice Kahoot! quiz format.

### **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 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	Jan 13 – Jan 17	Farm Management Now and in the Future	1	<b><i>Due: Thursday, Jan 16</i></b> ▪ Quiz 1
2	Jan 20 – Jan 24	Management and Decision-Making <i>Jan 20 – MLK Day – No Classes</i>	2	<b><i>Due: Thursday, Jan 23</i></b> ▪ Quiz 2
3	Jan 27 – Jan 31	Acquiring and Organizing Management Information	3	<b><i>Due: Thursday, Jan 30</i></b> ▪ Quiz 3
4	Feb 03 – Feb 07	Acquiring and Organizing Management Information	3	<b><i>Due: Thursday, Feb 06</i></b> ▪ Midterm 1: Ch 1 – 3
<b><i>Midterm 1. Thursday, February 06</i></b>				
5	Feb 10 – Feb 14	The Balance Sheet and its Analysis <i>Feb 12- Lincoln's Birthday- No class</i>	4	<b><i>Due: Thursday, Feb 13</i></b> ▪ Quiz 4
6	Feb 17 – Feb 21	The Income Statement and its Analysis	5	<b><i>Due: Thursday, Feb 20</i></b> ▪ Quiz 5
7	Feb 24 – Feb 28	Farm Business Analysis	6	<b><i>Due: Thursday, Feb 27</i></b> ▪ Quiz 6
8	Mar 03 – Mar 07	Costs Concepts and Decision-Making	9	<b><i>Due: Thursday, Mar 06</i></b> ▪ Midterm 2: Ch 4 – 6 and 9
<b><i>Midterm 2. Thursday, March 06</i></b>				
9	Mar 10 – Mar 14	<i>Spring Break</i>	--	<i>No classes/ No Homework</i>
10	Mar 17 – Mar 21	Enterprise Budgeting	10	<b><i>Due: Thurs, Mar 20</i></b> ▪ Quiz 7
11	Mar 24 – Mar 28	Whole-Farm Planning	11	<b><i>Due: Thursday, Mar 27</i></b> ▪ Quiz 8
12	Mar 31 – Apr 04	Partial Budgeting	12	<b><i>Due: Thursday, Apr 03</i></b> ▪ Quiz 9
13	Apr 07 – Apr 11	Cash Flow Budgeting	13	<b><i>Due: Thursday, Apr 10</i></b> ▪ Midterm 2: Ch 10 – 13
<b><i>Midterm 3. Thursday, April 10</i></b>				
14	Apr 14 – Apr 18	Farm Business Organization and Transfer	14	<b><i>Due: Thursday, Apr 17</i></b> ▪ Quiz 10
15	Apr 21 – Apr 25	Managing Risk and Uncertainty	15	<b><i>Due: Thursday, Apr 24</i></b> ▪ Quiz 11
16	Apr 28 – May 02	Managing Income Taxes	16	No quizzes/ No Homework
17	May 05 – May 09	<b><i>Final Comprehensive Exam- Chapters 1 – 6, 9 – 16</i></b> ▪ <i>Wednesday, May 07, from 1:00 – 2:50 p.m.</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.