

# AGRIBUSINESS MANAGEMENT SYSTEMS

The Agribusiness Management Systems major supports the college mission by striving to develop students into competent citizens through general education and promoting involvement, innovation, and individuality in the agribusiness industry.

## Division Chair

Mary Rittenhouse, Associate Professor

## Faculty

Jeremy Sievers, Associate Professor

## Career Opportunities

Agribusiness Management graduates are pursuing careers in agricultural management, marketing and finance in relevant industries.

## INTERNSHIP

Connecting the classroom to the student's career, internships are required for the Agribusiness Management Systems Program. The internship will be a four (4) credit hour course and includes an eight (8) week, 320 hours, on-site training in an area of Agribusiness management of interest to the student.

## CAPSTONE

AGR 2983 CAPSTONE

This course is designed to culminate the student's experience in their APS or AMS program and will focus on tying together functional aspects of a farm, ranch, or entrepreneurial venture. The class will culminate with a workable business plan, understand the legal and regulatory environment of their proposed enterprise, and be ready to move into formation. Included in this plan will include facility design, applicable management plans, and a complete financial package for the proposed operation that will include a cash flow, net worth, one year and three year budget, and what-if analysis.

This course allows students an opportunity to integrate tools learned in their respective program.

## Agribusiness Management Systems - Associate of Applied science degree

### Associate of Applied Science Core

Complete requirements	17
Credit Hours Subtotal:	17

### Agribusiness Management Systems Core

ABM 1201	AG BUSINESS FOUNDATIONS	1
ABM 2013	INTERNSHIP	3
ABM 2403	AG FINANCE	3
ABM 2603	AG LAW	3
ABM 2911	SEMINAR	1
ACT 1103	ACCOUNTING I	3
ECN 1103	INTRODUCTION TO AG ECONOMICS	3
or ECN 1203	MICROECONOMICS	

ECN 1803	STATISTICS	3
MGT 2103	MGT CONCEPTS	3
MKT 2203	AG MARKETING	3
Credit Hours Subtotal:		26

### Management Required Courses

ABM 2854	FARM & RANCH MANAGEMENT	4
ACT 1203	ACCOUNTING II	3
AIT 1003	SOFTWARE PRODUCTIVITY	3
ECN 1303	MACROECONOMICS	3
AGR 2983	CAPSTONE	3
Credit Hours Subtotal:		16

### Electives

Select nine credit hours of the following courses. Six of those hours must be AMS courses.

ABM 2103	PERSONAL FINANCE	
ABM 2903	ENTREPRENEURSHIP	
AGR 1213	NATURAL RES MNGT	
AGR 2403	CROP MANAGEMENT	
ASI 1253	NUTRITION	
ASI 1304	ANIMAL MANAGEMENT	
AEQ 1103	SMALL ENGINES	
ASI 2773	ADVANCED REPRODUCTIVE PHYSIOLOGY	
ASI 2203	FEEDS & FEEDING	
AEQ 1103	SMALL ENGINES	
AEQ 1203	WELDING	
AEQ 1501	INTRODUCTION TO ELECTRIC CODE	
MKT 2103	RETAIL MARKETING	
VTE 2821	RADIATION SAFETY	

Credit Hours Subtotal:		9
Total Credit Hours		68

## Agribusiness Management Systems - Associate of science degree (transfer)

### Associate of Science Core

Complete requirements	26
Credit Hours Subtotal:	26

### AMS Required Courses

ABM 2403	AG FINANCE	3
ECN 1803	STATISTICS	3
ACT 1103	ACCOUNTING I	3
ACT 1203	ACCOUNTING II	3
ABM 2903	ENTREPRENEURSHIP	3
or AGR 2983	CAPSTONE	
ECN 1203	MICROECONOMICS	3
ECN 1303	MACROECONOMICS	3
MGT 2103	MGT CONCEPTS	3
MKT 2203	AG MARKETING	3
Credit Hours Subtotal:		27

### Electives

Select 12 hours of the following or by advisor approval (at least six must be AMS courses):

ABM 2013	INTERNSHIP	
----------	------------	--

ABM 2854	FARM & RANCH MANAGEMENT	
AGR 1103	CROP SCIENCE	
ASI 1304	ANIMAL MANAGEMENT	
ASI 2303	RANGE MANAGEMENT	
ASI 2513	MEAT SCIENCE	
MGT 2503	HUMAN RESOURCES MGT	
MKT 2103	RETAIL MARKETING	
ABM 2991	INDEPENDENT STUDY (requires approval of division chair)	
Credit Hours Subtotal:		12
Total Credit Hours		65

## Agribusiness Management Systems, Minor

### Required AMS Minor Courses

ABM 2103	PERSONAL FINANCE	3
ABM 2963	FARM, RANCH, AND SMALL BUSINESS RECORD KEEPING	3
or ACT 1103	ACCOUNTING I	
ECN 1203	MICROECONOMICS	3
MGT 2103	MGT CONCEPTS	3
Credit Hours Subtotal:		12

### Agribusiness Management Courses

Select 12 hours of the following (nine must be 2000 level courses):		12
ABM 2003	CRITICAL THINKING	
ABM 2403	AG FINANCE	
ABM 2503	AGRICULTURAL DECISION ANALYSIS	
ABM 2854	FARM & RANCH MANAGEMENT	
ABM 2903	ENTREPRENEURSHIP	
or AGR 2903	INTERNSHIP	
ACT 1203	ACCOUNTING II	
ECN 1303	MACROECONOMICS	
ECN 1403	ECONOMICS OF WORLD FOOD AND AGRICULTURE	
MGT 2503	HUMAN RESOURCES MGT	
MKT 2103	RETAIL MARKETING	
MKT 2203	AG MARKETING	
SPC 1103	SALES COMM	
ABM 2991	INDEPENDENT STUDY (requires approval of division chair)	
Credit Hours Subtotal:		12
Total Credit Hours		24

## Agribusiness Management Systems, Certificate

### AMS Certificate Foundation Courses

ABM 1201	AG BUSINESS FOUNDATIONS	1
AIT 1003	SOFTWARE PRODUCTIVITY	3
ABM 2603	AG LAW	3
ABM 2854	FARM & RANCH MANAGEMENT	4
ACT 1103	ACCOUNTING I	3

ECN 1203	MICROECONOMICS	3
or ECN 1103	INTRODUCTION TO AG ECONOMICS	
ECN 1803	STATISTICS	3
SPC 1103	SALES COMM	3
MKT 2203	AG MARKETING	3
Credit Hours Subtotal:		26
<b>Electives</b>		
Select six hours of the following; 6 hours must be AMS Courses from the approved list below:		6
ABM 2103	PERSONAL FINANCE	
ABM 2403	AG FINANCE	
ABM 2503	AGRICULTURAL DECISION ANALYSIS	
ABM 2903	ENTREPRENEURSHIP	
ACT 1203	ACCOUNTING II	
AGR 1213	NATURAL RES MNGT	
AGR 2403	CROP MANAGEMENT	
AGR 2983	CAPSTONE	
ASI 1253	NUTRITION	
ASI 1304	ANIMAL MANAGEMENT	
ASI 2203	FEEDS & FEEDING	
ASI 2773	ADVANCED REPRODUCTIVE PHYSIOLOGY	
AEQ 1103	SMALL ENGINES	
AEQ 1203	WELDING	
AEQ 1501	INTRODUCTION TO ELECTRIC CODE	
ECN 1303	MACROECONOMICS	
MGT 2103	MGT CONCEPTS	
MKT 2103	RETAIL MARKETING	
VTE 2821	RADIATION SAFETY	
Credit Hours Subtotal:		6
Total Credit Hours		32

### ABM 1201 AG BUSINESS FOUNDATIONS

**Description:** The goal of this course is to help the student make a successful transition from high school to the College by providing the opportunity to explore the various Ag Business disciplines and associated campus and career opportunities. The student will be asked to take an active involvement in academic issues and topics such as the facilities and offerings provided by AMS and NCTA, requirements for successful course and program completion, and the values and skills that lead to professional and personal success. Students will be given the opportunity to develop their "intercultural knowledge and competence" and "information literacy" skills and abilities.

**Credit Hours:** 1

**Max credits per semester:** 1

**Max credits per degree:** 1

**Grading Option:** Graded

**ABM 2003 CRITICAL THINKING**

**Description:** Living in the information age, it is imperative to be able to process, sort and analyze information, not just for usefulness but also for accuracy. This course is designed to equip students with the tools necessary to work with the amount of information available today and to make good decisions based on sound solutions in an ever-changing workplace.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**ABM 2013 INTERNSHIP**

**Description:** Internship includes a mandatory 8-week job placement experience at an approved work location. Agreements are entered into between the student, the employer and the college. (Pre req: Approval by Division Chair, students are required to have a minimum CGPA of 2.0 before being allowed to go out on internship and must have completed two semesters)

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Pass No Pass

**ABM 2103 PERSONAL FINANCE**

**Description:** Following the Dave Ramsey "Foundations in Personal Finances", College Edition, students will develop practical and relevant personal financial skills.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**ABM 2403 AG FINANCE**

**Description:** An in-depth study of financial analysis and the financial institutions which serve agricultural businesses. For each particular type of financial institution, this course will study its sources of capital, its general loan criteria used to evaluate loan requests, and its financial performance. For ag borrowers, this course will also examine their financial condition, their projected cash flow and the importance of risk management. (Pre req: ACT 1103 and MTH 1203 or MTH 1503)

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**ABM 2503 AGRICULTURAL DECISION ANALYSIS**

**Description:** Introduction to quantitative decision-making methods for effective agribusiness management, emphasis on problem identification, model formulation and solution, interpretation and presentation of results. (Pre req: AIT 1003)

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**ABM 2603 AG LAW**

**Description:** The study of law that governs agriculture. To include estate planning, contracts, leasing, water rights, fencing rights, tortes, personal and liability for the producer and agribusiness. This course will include guest lectures from regional attorneys.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**ABM 2854 FARM & RANCH MANAGEMENT**

**Description:** (Pre req: ECN 1203 or ECN 1103 and ACT 1103 or ABM 2963) Business management concepts which are involved in the decision-making process when organizing and operating a farming/ranching operation. Includes production economics, record keeping systems, financial budgets and analysis, crop and livestock enterprise analysis, depreciation, cash flow planning equity, and production efficiency indicators.

**Credit Hours:** 4

**Max credits per semester:** 4

**Max credits per degree:** 4

**Grading Option:** Graded

**ABM 2903 ENTREPRENEURSHIP**

**Description:** This course includes the skills and attitudes necessary for starting and maintaining a successful business: personal (self) assessment, government regulations, financing and marketing options, and writing a business plan. (Pre req: ACT 1103, MGT 2103, ACT 1203 or enrolled in ACT 1203)

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**ABM 2911 SEMINAR**

**Description:** Majors will be required to research, write and report on an agribusiness issue that pertains to their Option, and complete a presentation on their internship.

**Credit Hours:** 1

**Max credits per semester:** 1

**Max credits per degree:** 1

**Grading Option:** Graded

**ABM 2963 FARM, RANCH, AND SMALL BUSINESS RECORD KEEPING**

**Description:** Business record systems for farming and ranching. Manual and computerized record keeping techniques to aid farm and ranch managers and small business owners in making management and production decisions and preparing tax returns.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**ABM 2991 INDEPENDENT STUDY**

**Description:** This course consists of elective individual or group projects. Projects may include research, continuing education programs, and group tours. The project is developed under the supervision and evaluation of a department faculty member who is willing and available to contract with the student. This class requires a written paper, and may require a presentation (up to the discretion of the supervising faculty member). Students may enroll in this course a maximum of 3 times, for a total of 3 credit hours. (Pre req: Approval of project by Instructor, Advisor, and Division Chair)

**Credit Hours:** 1-3

**Min credits per semester:** 1

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**ACT 1103 ACCOUNTING I**

**Description:** This course is a study in the fundamentals of accounting concepts and procedures. Concepts include financial reporting and analysis.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**ACT 1203 ACCOUNTING II**

**Description:** Continuation of Accounting I with emphasis given to financial statement analysis, costing systems, and the budgeting process. The managerial uses of accounting information for decision making are introduced. (Pre req: ACT 1103)

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

- AMS students will be able to demonstrate computer skills.
- AMS students will be able to apply economic information to real world situations.
- AMS students will be able to think critically and demonstrate problem-solving skills.
- AMS students will be able to read, comprehend, and analyze basic financial statements and demonstrate basic accounting skills.
- AMS students will be able to effectively communicate in both an oral and written format.
- AMS students will be able to demonstrate skills enabling them to work effectively as individuals and in groups.

## Agribusiness Management Systems with Management Option, AAS

### Suggested Sequence of Study

Course	Title	Credit Hours
<b>First Year</b>		
<b>Fall</b>		
ACT 1103	ACCOUNTING I	3
AIT 1003	SOFTWARE PRODUCTIVITY	3
ECN 1803	STATISTICS	3
ABM 1201	AG BUSINESS FOUNDATIONS	1
ECN 1103 or ECN 1203	INTRODUCTION TO AG ECONOMICS or MICROECONOMICS	3
SPC 1103	SALES COMM	3
Credit Hours		16
<b>Spring</b>		
MKT 2203	AG MARKETING	3
ABM 2603	AG LAW	3
ABM 2403	AG FINANCE	3
Adviser Guided Electives		6
Credit Hours		15
<b>Summer</b>		
ABM 2013	INTERNSHIP	3
Credit Hours		3

**Second Year****Fall**

ENG 1503	TECHNICAL COMMUNICATION I	3
ABM 2854	FARM & RANCH MANAGEMENT	4
MGT 2103	MGT CONCEPTS	3
ABM 2911	SEMINAR	1
Choose from the following science course		4
ASI 1024	FUND OF ANIMAL BIO	
BIO 1104	GENERAL BIOLOGY & LAB	
BIO 1313	PLANT SCIENCE	
CHM 1014	CHEMISTRY IN CONTEXT I	
CHM 1024	CHEMISTRY IN CONTEXT II	
CHM 1104	GENERAL CHEM I	
CHM 2104	GENERAL CHEM II	
SCI 1204	TECHNICAL SCIENCE	
VTS 1604	INTRODUCTION TO LABORATORY SCIENCE	

Adviser Guided Electives	3
Credit Hours	18

**Spring**

ACT 1203	ACCOUNTING II	3
ECN 1303	MACROECONOMICS	3
AGR 2983	CAPSTONE	3
AED 1023	INTERPERSONAL SKILLS FOR LEADERSHIP	3

Adviser Guided Electives	6
Credit Hours	18

Total Credit Hours	70
--------------------	----

## Agribusiness Management Systems with Transfer Option, AS

### Suggested Sequence of Study

Course	Title	Credit Hours
<b>First Year</b>		
<b>Fall</b>		
ABM 1201	AG BUSINESS FOUNDATIONS	1
ACT 1103	ACCOUNTING I	3
ECN 1803	STATISTICS	3
ECN 1203	MICROECONOMICS	3
SPC 1113	PUBLIC SPEAKING	3
AED 1023	INTERPERSONAL SKILLS FOR LEADERSHIP	3
Credit Hours		16
<b>Spring</b>		
MKT 2203	AG MARKETING	3
ACT 1203	ACCOUNTING II	3
ABM 2403	AG FINANCE	3
MTH 1503	COLLEGE ALGEBRA	3
ECN 1303	MACROECONOMICS	3
Adviser Guided Electives		2
Credit Hours		17

**Second Year****Fall**

Choose three credit hours in English 3

ENG 1503 TECHNICAL COMMUNICATION I

ENG 1903 WRITING &amp; INQUIRY

ENG 2203 WRITING &amp; ARGUMENT

Choose four credit hours in Science 4

ASI 1024 FUND OF ANIMAL BIO

BIO 1104 GENERAL BIOLOGY &amp; LAB

BIO 1313 PLANT SCIENCE

BIO 1321 AGRONOMIC PLANT SCIENCE  
LABORATORY

CHM 1014 CHEMISTRY IN CONTEXT I

CHM 1104 GENERAL CHEM I

CHM 1024 CHEMISTRY IN CONTEXT II

CHM 2104 GENERAL CHEM II

MGT 2103 MGT CONCEPTS 3

Advisor Guided Electives 6

Credit Hours 16

**Spring**

HTY 1303 AMERICAN HISTORY AFTER 1877 3

ABM 2903 ENTREPRENEURSHIP 3  
or AGR 2903 or INTERNSHIP

Science Course 4

Advisor Guided Electives 6

Credit Hours 16

Total Credit Hours 65