**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 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 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, Minor

**Required AMS Minor Courses**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ABM 2103</td>
<td>PERSONAL FINANCE</td>
<td>3</td>
</tr>
<tr>
<td>ABM 2963</td>
<td>FARM, RANCH, AND SMALL BUSINESS RECORD KEEPING</td>
<td>3</td>
</tr>
<tr>
<td>or ACT 1103</td>
<td>ACCOUNTING I</td>
<td></td>
</tr>
<tr>
<td>ECN 1203</td>
<td>MICROECONOMICS</td>
<td>3</td>
</tr>
<tr>
<td>MGT 2103</td>
<td>MGT CONCEPTS</td>
<td>3</td>
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</tbody>
</table>

Credit Hours Subtotal: 12

**Agribusiness Management Courses**

Select 12 hours of the following (nine must be 2000 level courses):

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ABM 2003</td>
<td>CRITICAL THINKING</td>
<td>3</td>
</tr>
<tr>
<td>ABM 2403</td>
<td>AG FINANCE</td>
<td></td>
</tr>
<tr>
<td>ABM 2503</td>
<td>AGRICULTURAL DECISION ANALYSIS</td>
<td></td>
</tr>
<tr>
<td>ABM 2854</td>
<td>FARM &amp; RANCH MANAGEMENT</td>
<td></td>
</tr>
<tr>
<td>ABM 2903</td>
<td>ENTREPRENEURSHIP</td>
<td></td>
</tr>
<tr>
<td>or AGR 2903</td>
<td>INTERNSHIP</td>
<td></td>
</tr>
<tr>
<td>ACT 1203</td>
<td>ACCOUNTING II</td>
<td></td>
</tr>
<tr>
<td>ECN 1303</td>
<td>MACROECONOMICS</td>
<td></td>
</tr>
<tr>
<td>ECN 1403</td>
<td>ECONOMICS OF WORLD FOOD AND AGRICULTURE</td>
<td></td>
</tr>
<tr>
<td>MGT 2503</td>
<td>HUMAN RESOURCES MGT</td>
<td></td>
</tr>
<tr>
<td>MKT 2103</td>
<td>RETAIL MARKETING</td>
<td></td>
</tr>
<tr>
<td>MKT 2203</td>
<td>AG MARKETING</td>
<td></td>
</tr>
<tr>
<td>SPC 1103</td>
<td>SALES COMM</td>
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<tr>
<td>ABM 2991</td>
<td>INDEPENDENT STUDY (requires approval of division chair)</td>
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</table>

Credit Hours Subtotal: 12

### Agribusiness Management Systems, Certificate

**AMS Certificate Foundation Courses**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
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<tbody>
<tr>
<td>ABM 1201</td>
<td>AG BUSINESS FOUNDATIONS</td>
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<tr>
<td>AIT 1003</td>
<td>SOFTWARE PRODUCTIVITY</td>
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</tr>
<tr>
<td>ABM 2603</td>
<td>AG LAW</td>
<td>3</td>
</tr>
<tr>
<td>ABM 2854</td>
<td>FARM &amp; RANCH MANAGEMENT</td>
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</tr>
<tr>
<td>ACT 1103</td>
<td>ACCOUNTING I</td>
<td>3</td>
</tr>
</tbody>
</table>

**Electives**

Select six hours of the following; 6 hours must be AMS Courses from the approved list below:

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<tbody>
<tr>
<td>ABM 2103</td>
<td>PERSONAL FINANCE</td>
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<tr>
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<td>CAPSTONE</td>
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</tr>
<tr>
<td>ASI 1253</td>
<td>NUTRITION</td>
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</tr>
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<td>ASI 1304</td>
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<td>MKT 2103</td>
<td>RETAIL MARKETING</td>
<td></td>
</tr>
<tr>
<td>VTE 2821</td>
<td>RADIATION SAFETY</td>
<td></td>
</tr>
</tbody>
</table>

Credit Hours Subtotal: 6

**Total Credit Hours**

32

**Agribusiness Management Systems, Minor 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, torts, 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: 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

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