

# 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.

## Faculty

Mary Rittenhouse, Academic Lead, MBA, Associate Professor

Shahub (Sean) Tossi, MBA, Assistant 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

ABM 2903- Entrepreneurship serves as the AMS capstone course. Taken during the final semester, students will be required to complete a project and presentation that assesses interdisciplinary skills (qualitative and quantitative) and allows students an opportunity to demonstrate the knowledge and skills gained in their college courses.

## Agribusiness Management Systems - Associate of Applied Science Degree

### Associate of Applied Science Core

Complete requirements	17
Credit Hours Subtotal:	17

### Agribusiness Management Systems Required Courses

ABM 2013	INTERNSHIP (or APS Internship)	3
ABM 2403	AG FINANCE	3
ABM 2603	AG LAW	3
ABM 2854	FARM & RANCH MANAGEMENT	4
ABM 2903	ENTREPRENEURSHIP	3
ACT 1103	ACCOUNTING I	3
ECN 1103	INTRODUCTION TO AG ECONOMICS	3
or ECN 1203	MICROECONOMICS	
ECN 1303	MACROECONOMICS	3
ECN 1803	STATISTICS	3
MGT 2103	MGT CONCEPTS	3
MKT 2203	AG MARKETING	3
Credit Hours Subtotal:		34

### Electives

Select 12 credit hours of the following courses or by advisor approval (at least 6 hours must be AMS courses).

ABM 2003	CRITICAL THINKING
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ABM 2103	PERSONAL FINANCE
ABM 2503	AGRICULTURAL DECISION ANALYSIS
ABM 2963	FARM, RANCH, AND SMALL BUSINESS RECORD KEEPING
AED 1023	INTERPERSONAL SKILLS FOR LEADERSHIP
AED 1103	INTRODUCTION TO SECONDARY AGRISCIENCE EDUCATION
AEQ 1103	SMALL ENGINES
AEQ 1153	EQUIPMENT PRINCIPLES
AEQ 1203	WELDING
AEQ 2323	PRECISION FARM TECH
AGR 1213	NATURAL RES MNGT
AGR 2353	PEST MANAGEMENT
AGR 2383	IRRIGATION MANAGEMENT
AGR 2403	CROP MANAGEMENT
AIT 1003	SOFTWARE PRODUCTIVITY
ASI 1253	NUTRITION
ASI 1304	ANIMAL MANAGEMENT
ASI 2203	FEEDS & FEEDING
ASI 2303	RANGE MANAGEMENT
ASI 2773	ADVANCED REPRODUCTIVE PHYSIOLOGY
MKT 2103	RETAIL MARKETING
VTE 2821	RADIATION SAFETY
Credit Hours Subtotal:	12

**Total Credit Hours 63**

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

### Associate of Science Core

Complete requirements	24
Credit Hours Subtotal:	24

### AMS Required Courses

ABM 2403	AG FINANCE	3
ABM 2854	FARM & RANCH MANAGEMENT	4
ABM 2903	ENTREPRENEURSHIP	3
ACT 1103	ACCOUNTING I	3
ECN 1203	MICROECONOMICS	3
ECN 1303	MACROECONOMICS	3
ECN 1803	STATISTICS	3
MGT 2103	MGT CONCEPTS	3
MKT 2203	AG MARKETING	3
Credit Hours Subtotal:		28

### Electives

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

ABM 2013	INTERNSHIP
AGR 1103	CROP SCIENCE
AGR 1204	PRINCIPLES OF SOILS
ASI 1213	LIVESTK & CARC EVAL
ASI 1304	ANIMAL MANAGEMENT

ASI 2203	FEEDS & FEEDING	
ASI 2303	RANGE MANAGEMENT	
ASI 2513	MEAT SCIENCE	
MGT 2503	HUMAN RESOURCES MGT	
MKT 2103	RETAIL MARKETING	
Credit Hours Subtotal:		12
<b>Total Credit Hours</b>		<b>64</b>

## 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 6 hours of the following:		6
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	
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	
Credit Hours Subtotal:		6
<b>Total Credit Hours</b>		<b>18</b>

## Agribusiness Management Systems, Certificate

Choose 16 credit hours from the following courses:		16
ABM 2603	AG LAW	
ABM 2854	FARM & RANCH MANAGEMENT	
ACT 1103	ACCOUNTING I	
or ABM 2963	FARM, RANCH, AND SMALL BUSINESS RECORD KEEPING	
ECN 1203	MICROECONOMICS	
or ECN 1103	INTRODUCTION TO AG ECONOMICS	
SPC 1103	SALES COMM	
ENG 1503	TECHNICAL COMMUNICATION I	
<b>Total Credit Hours</b>		<b>16</b>

### 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 Academic Lead, 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 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 Academic Lead)

**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.

## Agribusiness Management Systems with Management Option, AAS

### 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 1103 or ECN 1203	INTRODUCTION TO AG ECONOMICS or MICROECONOMICS	3
ENG 1503	TECHNICAL COMMUNICATION I	3

SPC 1103	SALES COMM	3
<b>Credit Hours</b>		<b>13</b>
<b>Spring</b>		
ABM 2603	AG LAW	3
ABM 2854	FARM & RANCH MANAGEMENT	4
ECN 1303	MACROECONOMICS	3
MTH 1403	AGRICULTURAL MATHEMATICS	3
or MTH 1503	or COLLEGE ALGEBRA	
Adviser Guided Electives		3
<b>Credit Hours</b>		<b>16</b>
<b>Summer</b>		
ABM 2013	INTERNSHIP	3
<b>Credit Hours</b>		<b>3</b>
<b>Second Year</b>		
<b>Fall</b>		
MGT 2103	MGT CONCEPTS	3
ABM 2403	AG FINANCE	3
ECN 1803	STATISTICS	3
SPC 1113	PUBLIC SPEAKING	3
Adviser Guided Electives		4
<b>Credit Hours</b>		<b>16</b>
<b>Spring</b>		
ABM 2903	ENTREPRENEURSHIP	3
MKT 2203	AG MARKETING	3
AGR 2823	INTRODUCTION TO GLOBAL AGRICULTURE AND NATURAL RESOURCES	3
Adviser Guided Electives		6
<b>Credit Hours</b>		<b>15</b>
<b>Total Credit Hours</b>		<b>63</b>

MTH 1503	COLLEGE ALGEBRA	3
Adviser Guided Elective		3
<b>Credit Hours</b>		<b>19</b>
<b>Second Year</b>		
<b>Fall</b>		
MGT 2103	MGT CONCEPTS	3
ABM 2403	AG FINANCE	3
ECN 1803	STATISTICS	3
SPC 1113	PUBLIC SPEAKING	3
Adviser Guided Electives		3
<b>Credit Hours</b>		<b>15</b>
<b>Spring</b>		
ABM 2903	ENTREPRENEURSHIP	3
or AGR 2903	or INTERNSHIP	
MKT 2203	AG MARKETING	3
CHM 1014	CHEMISTRY IN CONTEXT I	4
Adviser Guided Electives		6
<b>Credit Hours</b>		<b>16</b>
<b>Total Credit Hours</b>		<b>64</b>

## Suggested Sequence of Study

# 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 1203	MICROECONOMICS	3
ENG 1503	TECHNICAL COMMUNICATION I	3
BIO 1313	PLANT SCIENCE	3
BIO 1321	AGRONOMIC PLANT SCIENCE LABORATORY	1
<b>Credit Hours</b>		<b>14</b>
<b>Spring</b>		
ECN 1303	MACROECONOMICS	3
ABM 2854	FARM & RANCH MANAGEMENT	4
AGR 2823	INTRODUCTION TO GLOBAL AGRICULTURE AND NATURAL RESOURCES	3
HTY 1303	AMERICAN HISTORY AFTER 1877	3