

# AGRIBUSINESS (CASNR)

## Description

This program of study emphasizes the application of both business and economic principles to the problems/issues confronting agribusiness firms. Students will have an opportunity to pursue a rigorous program of study in both agricultural sciences and business courses leading to a career in a wide range of employment opportunities within the agribusiness field. With assistance from academic advisors, students can acquire depth and/or breadth in their program of study by selecting elective courses that meet their own individual interests.

## College Requirements

### College Admission

Requirements for admission into the College of Agricultural Sciences and Natural Resources (CASNR) are consistent with general University admission requirements (one unit equals one high school year): 4 units of English, 4 units of mathematics, 3 units of natural sciences, 3 units of social sciences, and 2 units of world language. Students must also meet performance requirements: a 3.0 cumulative high school grade point average OR an ACT composite of 20 or higher, writing portion not required OR a score of 1040 or higher on the SAT Critical Reading and Math sections OR rank in the top one-half of graduating class; transfer students must have a 2.0 (on a 4.0 scale) cumulative grade point average and 2.0 on the most recent term of attendance.

### Admission Deficiencies/Removal of Deficiencies

Students who are admitted to CASNR with core course deficiencies must remove these deficiencies within the first 30 credit hours at the University of Nebraska–Lincoln, or within the first calendar year at Nebraska, whichever takes longer. College-level coursework taken to remove deficiencies may be used to meet degree requirements in CASNR.

Deficiencies in the required entrance subjects can be removed by the completion of specified courses in the University or by correspondence.

The Office of Admissions, Alexander Building (south entrance), City Campus, provides information to new students on how deficiencies can be removed.

## College Degree Requirements

### Curriculum Requirements

The curriculum requirements of the College consist of three areas: ACE (Achievement-Centered Education), College of Agricultural Sciences and Natural Resources Core, and Degree Program requirements and electives. All three areas of the College Curriculum Requirements are incorporated within the description of the Major/Degree Program sections of the catalog. The individual major/degree program listings of classes ensure that a student will meet the minimum curriculum requirements of the College.

### World Languages/Language Requirement

Two units of a world language are required. This requirement is usually met with two years of high school language.

### Experiential Learning

All undergraduates in the College of Agricultural Sciences and Natural Resources must take an Experiential Learning (EL) designated course.

This may include 0-credit courses designed to document co-curricular activities recognized as Experiential Learning.

## Minimum Hours Required for Graduation

The College grants the bachelors degree in programs associated with agricultural sciences, natural resources, and related programs. Students working toward a degree must earn at least 120 semester hours of credit. A minimum cumulative grade point average of C (2.0 on a 4.0 scale) must be maintained throughout the course of studies and is required for graduation. Some degree programs have a higher cumulative grade point average required for graduation. Please check the degree program on its graduation cumulative grade point average.

## Grade Rules

### Removal of C-, D, and F Grades

Only the most recent letter grade received in a given course will be used in computing a student's cumulative grade point average if the student has completed the course more than once and previously received a grade or grades below C in that course.

The previous grade (or grades) will not be used in the computation of the cumulative grade point average, but it will remain a part of the academic record and will appear on any transcript.

A student can remove from their cumulative average a course grade of C-, D+, D, D-, or F if the student repeats the same course at the University of Nebraska and receives a grade other than P (pass), I (incomplete), N (no pass), W (withdrew), or NR (no report). If a course is no longer being offered, it is not eligible for the revised grade point average computation process.

For complete procedures and regulations, see the Office of the University Registrar website at <http://www.unl.edu/regrec/course-repeats> (<http://www.unl.edu/regrec/course-repeats/>).

### Pass/No Pass

Students in CASNR may take any course offered on a Pass/No Pass basis within the 24-hour limitation established by the Faculty Senate. However, a department may specify that the Pass/No Pass status of its courses be limited to non-majors or may choose to offer some courses for letter grades only.

### GPA Requirements

A minimum cumulative grade point average of C (2.0 on a 4.0 scale) must be maintained throughout the course of studies and is required for graduation. Some degree programs have a higher cumulative grade point average required for graduation. Please check the degree program on its graduation cumulative grade point average.

## Transfer Credit Rules

To be considered for admission a transfer student, Nebraska resident or nonresident, must have an accumulated average of C (2.0 on a 4.0 scale) and a minimum C average in the last semester of attendance at another college. Transfer students who have completed less than 12 credit hours of college study must submit either ACT or SAT scores.

Ordinarily, credits earned at an accredited college are accepted by the University. The College, however, will evaluate all hours submitted on an application for transfer and reserves the right to accept or reject any of them. Sixty (60) is the maximum number of hours the University will accept on transfer from a two-year college. Ninety (90) is the maximum number of hours the University will accept from a four-year college. Transfer credit in the degree program must be approved by

the degree program advisor on a Request for Substitution Form to meet specific course requirements, group requirements, or course level requirements in the major. At least 9 hours in the major field, including the capstone course, must be completed at the University of Nebraska–Lincoln regardless of the number of hours transferred.

The College will accept no more than 10 semester hours of C-, D+, D, and D- grades from other schools. The C-, D+, D, and D- grades can only be applied to free electives. This policy does not apply to the transfer of grades from UNO or UNK to the University of Nebraska–Lincoln.

### Joint Academic Transfer Programs

The College of Agricultural Sciences and Natural Resources has agreements with many institutions to support joint academic programs. The transfer programs include dual degree programs and cooperative degree programs. Dual degree programs offer students the opportunity to receive a degree from a participating institution and also to complete the requirements for a bachelor of science degree in CASNR. Cooperative programs result in a single degree from either the University of Nebraska–Lincoln or the cooperating institution.

### Dual Degree Programs

#### A to B Programs

The A to B Program, a joint academic program offered by the CASNR and participating community colleges, allows students to complete the first two years of a degree program at the participating community college and continue their education and study in a degree program leading toward a bachelor of science degree.

The A to B Program provides a basic knowledge plus specialized coursework. Students transfer into CASNR with junior standing.

Depending on the community college, students enrolled in the A to B Program may complete the requirements for an associate of science at the community college, transfer to the University of Nebraska–Lincoln, and work toward a bachelor of science degree.

Participating community colleges include:

- Central Community College
- Metropolitan Community College
- Mid-Plains Community College
- Nebraska College of Technical Agriculture
- Nebraska Indian Community College
- Northeast Community College
- Southeast Community College
- Western Nebraska Community College

### 3+2 Programs

Two specialized degree programs in **animal science** and **veterinary science** are offered jointly with an accredited college or school of veterinary medicine. These two programs permit CASNR animal science or veterinary science students to receive a bachelor of science degree from the University of Nebraska–Lincoln with a degree in animal science or veterinary science after successfully completing two years of the professional curriculum in veterinary medicine at an accredited veterinary school. Students who successfully complete the 3+2 Program, must provide transcripts and complete the Application for Degree form via MyRED. Students without MyRED access may apply for graduation in person at Husker Hub in the Canfield Administration Building, or by mail. Students should discuss these degree programs with their academic advisor.

### Cooperative Degree Programs

Academic credit from the University and a cooperating institution are applied towards a four-year degree from either the University of Nebraska–Lincoln (University degree-granting program) or the cooperating institution (non-University degree-granting program). All have approved programs of study.

### UNL Degree-Granting Programs

A University of Nebraska–Lincoln degree-granting program is designed to provide students the opportunity to complete a two-year program of study at one of the four-year institutions listed below, transfer to CASNR, and complete the requirements for a bachelor of science degree.

**Chadron State College.** Chadron State College offers a 2+2 program leading to a grassland ecology and management degree program and a transfer program leading to a bachelor of science in agricultural education in the teaching option.

**Wayne State College.** Wayne State College offers a 3+1 program leading to a bachelor of science in plant biology in the ecology and management option and a 3+1 program leading to a bachelor of science in Applied Science.

**University of Nebraska at Kearney.** Transfer programs are available for students pursuing degree programs leading to a bachelor of science degree.

**University of Nebraska at Omaha.** Transfer programs are available for students pursuing degree programs leading to a bachelor of science degree.

### Non University of Nebraska–Lincoln Degree-Granting Programs

CASNR cooperates with other institutions to provide coursework that is applied towards a degree at the cooperating institution. Pre-professional programs offered by CASNR allow students to complete the first two or three years of a degree program at the University prior to transferring and completing a degree at the cooperating institution.

**Chadron State College–Range Science.** The 3+1 Program in range science allows Chadron State College students to pursue a range science degree through Chadron State College. Students complete three years of coursework at Chadron State College and one year of specialized range science coursework (32 credit hours) at CASNR.

### Residency

Students must complete at least 30 of the total hours for their degree using University of Nebraska–Lincoln credits. At least 18 of the 30 credit hours must be in courses offered through CASNR<sup>1</sup> (>299) including the appropriate ACE 10 degree requirement or an approved ACE 10 substitution offered through another Nebraska college and excluding independent study regardless of the number of hours transferred. Credit earned during education abroad may be used toward the residency requirement if students register through the University of Nebraska–Lincoln and participate in prior-approved education abroad programs. The University of Nebraska–Lincoln open enrollment and summer independent study courses count toward residence.

<sup>1</sup> *Includes courses taught by CASNR faculty through interdisciplinary prefixes (e.g., LIFE, MBIO, ENVR, SCIL, EAEP, ENSC) and CASNR crosslisted courses taught by non-CASNR faculty.*

### Online and Distance Education

There are many opportunities to earn college credit online through the University of Nebraska–Lincoln. Some of these credits may be

applicable not only as elective credits but also toward the fulfillment of the College's education requirements. Credits earned online may count toward residency. However, certain offerings may not be counted toward scholarship requirements or academic recognition criteria.

**For further information, contact:**

Office of Online and Distance Education  
 University of Nebraska–Lincoln  
 305 Brace Labs  
 Lincoln, NE 68588-0109  
 402-472-4681  
<http://online.unl.edu/>

**Independent Study Rules**

Students wishing to take part in independent studies must obtain permission; complete and sign a contract form; and furnish copies of the contract to the instructor, advisor, departmental office, and the Dean's Office. The contract should be completed before registration. Forms are available in 103 Agricultural Hall or online at the CASNR website.

Independent study projects include research, literature review or extension of coursework under the supervision and evaluation of a departmental faculty member.

Students may only count 12 hours of independent study toward their degrees and no more than 6 hours can be counted during their last 36 hours earned, excluding senior thesis, internships, and courses taught under an independent study number.

**Other College Degree Requirements**

**Capstone Course Requirement**

A capstone course is required for each CASNR degree program. A capstone course is defined as a course in which students are required to integrate diverse bodies of knowledge to solve a problem or formulate a policy of societal importance.

**ACE Requirements**

All students must fulfill the Achievement Centered Education (ACE) requirements. Information about the ACE program may be viewed at [ace.unl.edu](http://ace.unl.edu) (<https://ace.unl.edu/>).

The minimum requirements of CASNR reflect the common core of courses that apply to students pursuing degrees in the college. Students should work with an advisor to satisfy ACE outcomes 1, 2, 3, 4, 6, and 10 with the college requirements.

**Catalog Rule**

Students must fulfill the requirements stated in the catalog for the academic year in which they are first admitted to the University of Nebraska–Lincoln or when they were first admitted to a Joint Academic Transfer Program. Students transferring from a community college, but without admission to a Joint Academic Transfer Program, may be eligible to fulfill the requirements as stated in the catalog for an academic year in which they were enrolled at the community college prior to attending the University of Nebraska-Lincoln. This decision should be made in consultation with academic advisors, provided the student a) was enrolled in a community college during the catalog year they are utilizing, b) maintained continuous enrollment at the previous institution for 1 academic year or more, and c) continued enrollment at the University of Nebraska-Lincoln within 1 calendar year from their last term at the previous institution. In consultation with advisors, a student may choose to follow a subsequent catalog for any academic year in

which they are admitted to and enrolled as a degree-seeking student at the University of Nebraska–Lincoln in the College of Agricultural Sciences and Natural Resources. Students must complete all degree requirements from a single catalog year. The catalog which a student follows for degree requirements may not be more than 10 years old at the time of graduation.

**Learning Outcomes**

Graduates of agribusiness will be able to:

1. Technological and Quantitative Skills:
  - a. Develop functional knowledge of technical skills used in quantitative analysis to solve applied farm, ranch, and agribusiness problems.
  - b. Demonstrate the ability to source, analyze, and interpret data to solve economic problems related to farms, ranches, and agribusinesses.
2. Critical thinking, and problem-solving skills:
  - a. Develop critical thinking skills to propose and assess economic solutions to farms, ranches, and agribusinesses issues.
  - b. Demonstrate an ability to identify issues and problems within the farm, ranch, and agribusinesses industries.
3. Communication:
  - a. Develop written and oral communication skills to explain solutions to economic problems within the farm, ranch, and agribusiness industries.

**Major Requirements**

**Core Requirements**

**College Integrative Course and ACE 8**

SCIL 101	Science and Decision-Making for a Complex World	3
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Credit Hours Subtotal: 3

**Communications**

*Written Communication (ACE 1)*

Select one of the following: 3

ENGL 150	Writing and Inquiry
ENGL 151	Writing for Change
ENGL 254	Writing and Communities
JGEN 120	Basic Business Communication
JGEN 200	Technical Communication I
JGEN 300	Technical Communication II

*Oral Communication (ACE 2)*

Select one of the following: 3

ALEC 102	Interpersonal Skills for Leadership
COMM 101	Communication in the 21st Century
COMM 209	Public Speaking
COMM 210	Communicating in Small Groups
COMM 215	Visual Communication
COMM 283	Interpersonal Communication
COMM 286	Business and Professional Communication
JGEN 300	Technical Communication II
MRKT 257	Sales Communication
NRES 301	Environmental Communication Skills
TMFD 121	Visual Communication with Animation

Credit Hours Subtotal:	6
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**Mathematics and Statistics (ACE 3)**

STAT 218	Introduction to Statistics	3
or ECON 215	Statistics	

Select one of the following:	3-5
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MATH 104	Applied Calculus	
MATH 106	Calculus I	

Credit Hours Subtotal:	6-8
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**Natural Sciences (ACE 4)***CASNR Approved Life Sciences*

Select one each from two of the following three areas:	8
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*Area 1:*

PLAS 131	Plant Science	
& PLAS 132	and Agronomic Plant Science Laboratory	

PLAS 131	Plant Science	
& PLAS 133	and Horticultural Plant Science Laboratory	

PLAS 131	Plant Science	
& PLAS 134	and Plant Sciences Laboratory	

BIOS 101	General Biology	
& 101L	and General Biology Laboratory <sup>1</sup>	

ENTO 115 /	Insect Biology	
BIOS 115	and Insect Identification	
& ENTO 116 /		
BIOS 116		

LIFE 120	Fundamentals of Biology I	
& 120L	and Fundamentals of Biology I laboratory	

LIFE 121	Fundamentals of Biology II	
& 121L	and Fundamentals of Biology II Laboratory	

*Area 2:*

CHEM 105A	Chemistry in Context I	
& CHEM 105L	and Chemistry in Context I Laboratory	

CHEM 109A	General Chemistry I	
& CHEM 109L	and General Chemistry I Laboratory	

*Area 3:*

AGST 109	Physical Principles in Agriculture and Life Sciences	
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PHYS 141	Physics for Life Sciences I	
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PHYS 151	Elements of Physics	
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PHYS 211	General Physics I	
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Credit Hours Subtotal:	8
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**Economics (ACE 6)**

AECN 141	Introduction to the Economics of Agriculture	3
or ECON 212	Principles of Microeconomics	

ECON 211	Principles of Macroeconomics	3
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Credit Hours Subtotal:	6
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**ACE Requirement**

Select one course each from ACE outcomes 5, 7, and 9	9
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Credit Hours Subtotal:	9
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<b>Total Credit Hours</b>	<b>38-40</b>
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CHEM 105A & CHEM 105L or CHEM 109A & CHEM 109L required for Livestock Industries option.

**Agribusiness Management Option****Agricultural Economics**

AECN 20	Seminar in Agricultural and Applied Economics	0
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AECN 100	New Student Career Orientation	1
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AECN 175	Introduction to Excel	1
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AECN 201	Farm and Ranch Management	4
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AECN 225 /	Agribusiness Entrepreneurship in Food	3
EAEP 225 /	Products Marketing	

MRKT 225		
or AECN 235 /	Introduction to Commodity Marketing	
MRKT 235		

AECN 316	Agribusiness Management	3
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AECN 340	Quantitative Methods in Agribusiness	3
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Select one of the following:	3
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AECN 256	Legal Aspects in Agriculture	
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BLAW 300	Business, Government & Society	
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BLAW 372	Business Law I	
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Select one of the following:	3
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AECN 452	Agricultural Finance	
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FINA 300	Financial Decision Making	
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Select 9 hours of AECN or ABUS electives or from EAEP 201,	9
EAEP 300, EAEP 301, EAEP 302, EAEP 388, EAEP 392,	
EAEP 496, ENTR 322. <sup>1</sup>	

*Capstone (ACE 10)*

Select one of the following:	3
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AECN 420	International Food and Agricultural Trade	
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AECN 425	Agricultural Marketing in a Multinational Environment	
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AECN 435	Advanced Agricultural Marketing Management	
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AECN 445 /	Agricultural and Natural Resource Policy	
NREE 445	Analysis	

AECN 453	Agricultural and Rural Property Appraisal	
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EAEP 488 /	Entrepreneurship and Enterprise	
ABUS 488	Development	

Credit Hours Subtotal:	33
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**Agricultural Sciences and Natural Resources**

Select 9 hours of CASNR electives at the 200 level or above <sup>2</sup>	9
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Credit Hours Subtotal:	9
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**Supporting Courses**

ACCT 200	Accounting for Business Decisions	3-6
or ACCT 201	Introductory Financial Accounting	
& ACCT 202	and Introductory Managerial Accounting	

ECON 311A	Intermediate Macroeconomics - Quantitative	3
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or ECON 311B	Intermediate Macroeconomics - Descriptive	
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ECON 417	Introductory Econometrics	3
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or SCMA 331	Operations and Supply Chain Management	
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or AECN 401	Advanced Farm Management and Linear Programming	
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<sup>1</sup> BIOS 101 & BIOS 101L and CHEM 109A & CHEM 109L required for Food Products Marketing & Management option; BIOS 101 & BIOS 101L and



or AECN 436	Commodity Price Forecasting	
MRKT 300	Contemporary Marketing	3
or MRKT 341 / Marketing ABUS 341		
or AECN 325	Marketing of Agricultural Commodities	
Select one of the following:		3
ENTR 322	Family Business	
MNGT 300	Management Essentials For Contemporary Organizations	
MNGT 301	Introduction to Management	
MNGT 360	Managing Behavior in Organizations	
MNGT 361	Human Resource Management	
Select 6 hours of CoB or Business electives <sup>3</sup>		6
Credit Hours Subtotal:		21-24
<b>Free Electives</b>		
Select 14-19 hours		14-19
Credit Hours Subtotal:		14-19
<b>Total Credit Hours</b>		<b>77-85</b>

<sup>1</sup> At least 6 hours at the 300 level or above.

<sup>2</sup> Including PLAS 153. Excluding AECN courses and ALEC 388.

<sup>3</sup> Minimum of 3 hours at the 300 level or above. Includes AECN 325 and EAEP 201.

## Commodity Marketing and Merchandising Option

### Agricultural Economics

AECN 20	Seminar in Agricultural and Applied Economics	0
AECN 100	New Student Career Orientation	1
AECN 175	Introduction to Excel	1
AECN 201	Farm and Ranch Management	4
AECN 235 / MRKT 235	Introduction to Commodity Marketing	3
AECN 316	Agribusiness Management	3
AECN 325 / MRKT 325	Marketing of Agricultural Commodities	3
AECN 336	Grain Merchandising	3
AECN 340	Quantitative Methods in Agribusiness	3
Select one of the following:		3
AECN 256	Legal Aspects in Agriculture	
BLAW 300	Business, Government & Society	
BLAW 372	Business Law I	
<i>Capstone (ACE 10)</i>		
AECN 435	Advanced Agricultural Marketing Management	3
AECN 495D	Internship in Commodity Marketing	1-3
Select one of the following:		3
AECN 452	Agricultural Finance	
FINA 300	Financial Decision Making	
Select 3 hours of AECN or ABUS electives or from EAEP 300, EAEP 301, EAEP 302, EAEP 388, EAEP 392, EAEP 488, EAEP 496, ENTR 322 <sup>1</sup>		3
Select one AECN elective of the following:		3
AECN 416	Advanced Agribusiness Management	

AECN 420	International Food and Agricultural Trade	
AECN 425	Agricultural Marketing in a Multinational Environment	
AECN 474	Cooperatives	
Credit Hours Subtotal:		37-39
<b>Agricultural Sciences and Natural Resources</b>		
Select 9 hours of CASNR electives at the 200 level or above <sup>2</sup>		9
Credit Hours Subtotal:		9
<b>Supporting Courses</b>		
ACCT 200	Accounting for Business Decisions	3-6
or ACCT 201 & ACCT 202	Introductory Financial Accounting and Introductory Managerial Accounting	
ECON 311A	Intermediate Macroeconomics - Quantitative	3
or ECON 311B	Intermediate Macroeconomics - Descriptive	
AECN 436	Commodity Price Forecasting	3
Select one of the following:		3
ENTR 322	Family Business	
MNGT 300	Management Essentials For Contemporary Organizations	
MNGT 301	Introduction to Management	
MNGT 360	Managing Behavior in Organizations	
MNGT 361	Human Resource Management	
Select 6 hours of CoB or Business electives <sup>3</sup>		6
Credit Hours Subtotal:		18-21
<b>Free Electives</b>		
Select 14-19 hours		14-19
Credit Hours Subtotal:		14-19
<b>Total Credit Hours</b>		<b>78-88</b>

<sup>1</sup> At the 200 level or above, excluding AECN 388.

<sup>2</sup> Including PLAS 153. Excluding AECN courses and ALEC 388.

<sup>3</sup> Select at least 3 hours at the 300 level or above; minimum 3 hours of MRKT. Includes AECN 325.

## Agricultural Banking and Finance Option

### Agricultural Banking and Finance Option

AECN 20	Seminar in Agricultural and Applied Economics	0
AECN 100	New Student Career Orientation	1
AECN 175	Introduction to Excel	1
AECN 201	Farm and Ranch Management	4
AECN 235 / MRKT 235	Introduction to Commodity Marketing	3
AECN 256	Legal Aspects in Agriculture	3
or BLAW 372	Business Law I	
AECN 301	Farm Accounting, Analysis, and Tax Management	3
AECN 340	Quantitative Methods in Agribusiness	3
AECN 452	Agricultural Finance	3
<i>Capstone (ACE 10)</i>		
AECN 453	Agricultural and Rural Property Appraisal	3
AECN 495A	Internship in Agricultural Financing and Banking	3

Select 3 hours of AECN or ABUS electives at 200 level or above or from EAEP 201, EAEP 300, EAEP 301, EAEP 302, EAEP 388, EAEP 392, EAEP 488, EAEP 496, ENTR 322 <sup>1</sup>	3
Select 9 hours of CASNR electives <sup>2</sup>	9
Credit Hours Subtotal:	39

**Supporting Courses**

ACCT 200 or ACCT 201 & ACCT 202	Accounting for Business Decisions Introductory Financial Accounting and Introductory Managerial Accounting	3-6
ACCT 313 or ACCT 301	Intermediate Financial Accounting I Using Accounting Information	3
ECON 311A or ECON 311B	Intermediate Macroeconomics - Quantitative Intermediate Macroeconomics - Descriptive	3
ECON 417 or SCMA 331 or AECN 401 or AECN 436	Introductory Econometrics Operations and Supply Chain Management Advanced Farm Management and Linear Programming Commodity Price Forecasting	3
FINA 361	Finance	3
FINA 365 / ECON 365 or AECN 325	Financial Institutions Marketing of Agricultural Commodities	3
Select one of the following:		3
ENTR 322	Family Business	
MNGT 300	Management Essentials For Contemporary Organizations	
MNGT 301	Introduction to Management	
MNGT 360	Managing Behavior in Organizations	
MNGT 361	Human Resource Management	
Select 3 hours of FINA electives 300 level or above		3
Credit Hours Subtotal:		24-27
<b>Free Electives</b>		
Select 14-16 hours		14-16
Credit Hours Subtotal:		14-16
<b>Total Credit Hours</b>		<b>77-82</b>

<sup>1</sup> Excluding AECN 388.<sup>2</sup> PLAS 153 or any 200 level or above. Excluding AECN courses and ALEC 388.**Livestock Industries Option****Agricultural Economics**

AECN 20	Seminar in Agricultural and Applied Economics	0
AECN 100	New Student Career Orientation	1
AECN 175	Introduction to Excel	1
AECN 201	Farm and Ranch Management	4
AECN 225 / EAEP 225 / MRKT 225 or AECN 235 / MRKT 235	Agribusiness Entrepreneurship in Food Products Marketing Introduction to Commodity Marketing	3
AECN 316	Agribusiness Management	3

AECN 340	Quantitative Methods in Agribusiness	3
Select one of the following:		3

AECN 256	Legal Aspects in Agriculture	
BLAW 300	Business, Government & Society	
BLAW 372	Business Law I	

Select 6 hours of AECN or ABUS electives or from EAEP 201, EAEP 300, EAEP 301, EAEP 302, EAEP 388, EAEP 392, EAEP 488, EAEP 496, ENTR 322 <sup>1</sup>	6
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**Capstone (ACE 10)**

Select one of the following:	3
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AECN 420	International Food and Agricultural Trade	
AECN 425	Agricultural Marketing in a Multinational Environment	
AECN 435	Advanced Agricultural Marketing Management	
AECN 453	Agricultural and Rural Property Appraisal	

Credit Hours Subtotal:	27
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**Animal Science**

ASCI 391	Networking with Animal Science Industry Professionals	1
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Select 3 hours from the following:	3
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ASCI 250A	Basic Beef Cow-Calf Management	
ASCI 250B	Basic Beef Stocker and Feedlot Management	
ASCI 250M	Basic Dairy Management	
ASCI 250P	Basic Poultry Management	
ASCI 250K	Basic Swine Management	
ASCI 250R	Basic Small Ruminant Management	

Select one ASCI 200-level or above elective	3
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Select one ASCI 300-level or above elective	2-3
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Select one 400-level or above elective	2
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Credit Hours Subtotal:	11-12
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**Agricultural Sciences and Natural Resources**

Select 6 hours of CASNR electives at the 200 level or above <sup>2</sup>	6
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Credit Hours Subtotal:	6
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**Supporting Courses**

ACCT 200 or ACCT 201 & ACCT 202	Accounting for Business Decisions Introductory Financial Accounting and Introductory Managerial Accounting	3-6
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ECON 311A or ECON 311B	Intermediate Macroeconomics - Quantitative Intermediate Macroeconomics - Descriptive	3
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Select one of the following:	3
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AECN 401	Advanced Farm Management and Linear Programming	
AECN 436	Commodity Price Forecasting	
ECON 417	Introductory Econometrics	
SCMA 331	Operations and Supply Chain Management	

Select one of the following:	3
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ENTR 322	Family Business	
MNGT 300	Management Essentials For Contemporary Organizations	
MNGT 301	Introduction to Management	
MNGT 360	Managing Behavior in Organizations	



MNGT 361	Human Resource Management	
Select one of the following:		3
AECN 325	Marketing of Agricultural Commodities	
MRKT 300	Contemporary Marketing	
MRKT 341 / ABUS 341	Marketing	
Select 3 hours of CoB or Business electives <sup>3</sup>		3
Credit Hours Subtotal:		18-21
<b>Free Electives</b>		
Select 14-19 hours		14-19
Credit Hours Subtotal:		14-19
<b>Total Credit Hours</b>		<b>76-85</b>

<sup>1</sup> Select at least 3 hours at the 300 level or above; excluding AECN 388.  
<sup>2</sup> Including PLAS 153. Excluding AECN courses and ALEC 388.  
<sup>3</sup> Select 200-level courses or above. Includes AECN 325 and EAEP 201.

**Food Products Marketing and Management Option**

**Chemistry**

CHEM 110A & CHEM 110L	General Chemistry II and General Chemistry II Laboratory	4
Credit Hours Subtotal:		4

**Agricultural Sciences**

AECN 20	Seminar in Agricultural and Applied Economics	0
AECN 100	New Student Career Orientation	1
AECN 175	Introduction to Excel	1
AECN 225 / EAEP 225 / MRKT 225	Agribusiness Entrepreneurship in Food Products Marketing	3
AECN 316	Agribusiness Management	3
AECN 340	Quantitative Methods in Agribusiness	3
AECN 471	Agricultural Marketing and Product Development I	1
AECN 472	Agricultural Marketing and Product Development II	2
AECN 495B	Internship in Food Products Marketing Management	3
ASCI 210	Principles of Animal Products for Today's Society	2
FDST 131 / CHEM 131 / NUTR 131	The Science of Food	3
FDST 205 or FDST 280	Food Composition and Analysis Contemporary Issues in Food Science	3
NUTR 372	Food Safety and Sanitation	3

*Capstone (ACE 10)*

Select one of the following:		3
AECN 420	International Food and Agricultural Trade	
AECN 425	Agricultural Marketing in a Multinational Environment	
AECN 435	Advanced Agricultural Marketing Management	
EAEP 488 / ABUS 488	Entrepreneurship and Enterprise Development	

Select 3 hours of AECN or ABUS electives or from EAEP 201, EAEP 300, EAEP 301, EAEP 302, EAEP 388, EAEP 392, EAEP 496, ENTR 322 <sup>1</sup>	3
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Credit Hours Subtotal: 34

**Supporting Courses**

ECON 311A	Intermediate Macroeconomics - Quantitative	3
or ECON 311B	Intermediate Macroeconomics - Descriptive	
ACCT 200	Accounting for Business Decisions	3-6
or ACCT 201 & ACCT 202	Introductory Financial Accounting and Introductory Managerial Accounting	
SCMA 331	Operations and Supply Chain Management	3
or AECN 401	Advanced Farm Management and Linear Programming	
or AECN 436	Commodity Price Forecasting	

Select one of the following: 3

ENTR 322	Family Business	
MNGT 300	Management Essentials For Contemporary Organizations	
MNGT 301	Introduction to Management	
MNGT 360	Managing Behavior in Organizations	
MNGT 361	Human Resource Management	
MNGT 365	Managing Diversity in Organizations	

MRKT 341 / ABUS 341	Marketing	3
or MRKT 300	Contemporary Marketing	
MRKT 347	Marketing Communication Strategy	3
MRKT 443	Consumer Behavior: Marketing Aspects	3

Select 3 hours of NUTR elective<sup>2</sup> 3  
 Credit Hours Subtotal: 24-27

**Free Electives**

Select 14-20 hours	15-21
Credit Hours Subtotal:	15-21

**Total Credit Hours 77-86**

<sup>1</sup> Select 200-level courses or above; excluding AECN 388.  
<sup>2</sup> Select 200-level courses or above.

**Pre-Law Option**

The 3-3 Law Program allows qualified undergraduate students to begin studies at the University of Nebraska College of Law after three years of undergraduate studies. Students admitted to the program will use the credit hours awarded in the first year at the College of Law to complete their undergraduate degree requirements. The 3-3 Law Program allows students to receive their Bachelor's degree and their Juris Doctor degree in six years rather than the traditional seven years.

For additional information, go to <https://law.unl.edu/3-3-program-information/>.

**Agricultural Economics**

AECN 20	Seminar in Agricultural and Applied Economics	0
AECN 100	New Student Career Orientation	1
AECN 175	Introduction to Excel	1
AECN 201	Farm and Ranch Management	4

AECN 225 / EAEP 225 / MRKT 225 or AECN 235 / MRKT 235	Agribusiness Entrepreneurship in Food Products Marketing Introduction to Commodity Marketing	3
AECN 316	Agribusiness Management	3
AECN 340	Quantitative Methods in Agribusiness	3
Select one of the following:		3
AECN 452 FINA 300	Agricultural Finance Financial Decision Making	
Select 3 hours of AECN or ABUS electives or from EAEP 300, EAEP 301, EAEP 302, EAEP 388, EAEP 392, EAEP 496, ENTR 322 <sup>1</sup>		3
<i>Capstone (ACE 10)</i>		
Select one of the following:		3
AECN 420 AECN 425	International Food and Agricultural Trade Agricultural Marketing in a Multinational Environment	
AECN 435	Advanced Agricultural Marketing Management	
AECN 445 / NREE 445	Agricultural and Natural Resource Policy Analysis	
AECN 453	Agricultural and Rural Property Appraisal	
EAEP 488 / ABUS 488	Entrepreneurship and Enterprise Development	
Credit Hours Subtotal:		24
<b>Agricultural Sciences and Natural Resources</b>		
Select 3 hours of CASNR electives <sup>2</sup>		3
Credit Hours Subtotal:		3
<b>Supporting Courses</b>		
ACCT 200 or ACCT 201 & ACCT 202	Accounting for Business Decisions Introductory Financial Accounting and Introductory Managerial Accounting	3-6
AECN 401	Advanced Farm Management and Linear Programming	3
ECON 311A or ECON 311B	Intermediate Macroeconomics - Quantitative Intermediate Macroeconomics - Descriptive	3
Credit Hours Subtotal:		9-12
<b>Year 1 College of Law</b>		
Complete the First Year Curriculum in the College of Law. First Year curriculum can be found on the College of Law website - <a href="https://law.unl.edu/first-year-curriculum">https://law.unl.edu/first-year-curriculum</a> ( <a href="https://law.unl.edu/first-year-curriculum/">https://law.unl.edu/first-year-curriculum/</a> )		30
Credit Hours Subtotal:		30
<b>Free Electives</b>		
Select 15-17 hours		15-17
Credit Hours Subtotal:		15-17
<b>Total Credit Hours</b>		<b>81-86</b>

<sup>1</sup> Select 300-level courses or above.<sup>2</sup> Select courses at the 200 level or above. Including PLAS 153. Excluding AECN courses and ALEC 388.

## Additional Major Requirements

Students completing an agribusiness degree program may not receive a second major in agricultural economics.

### Grade Rules

#### Pass/No Pass

Agribusiness students must complete at least 15 credit hours of agricultural economics courses for a grade (not Pass/No Pass).

### International Requirements

Nine (9) hours of coursework with an international focus are required as part of the 120 hours required for a degree. Course options include those listed below, those listed in the University's Global Studies degree program or any ACE 9 course.

AECN 220	International Agricultural Trade	3
AECN 346	World Food Economics	3
AECN 367	Agricultural Development in Developing Countries	3
AECN 420	International Food and Agricultural Trade	3
AECN 425	Agricultural Marketing in a Multinational Environment	3
AGRI 282	Introduction to Global Agricultural and Natural Resources Issues	3
AGRI 310	Study Tours in International Agriculture	1-5
NRES 492	International Study Tours in Natural Resource Management	1-3

### ACE Requirements

ACE courses cannot be used to count in two separate requirement areas except in the case of International Requirements.

## Requirements For Minor Offered by Department

### Agribusiness Minor

#### Required Courses

ACCT 200 or ACCT 201	Accounting for Business Decisions Introductory Financial Accounting	3
AECN 316	Agribusiness Management	3
Select one from the following:		3
AECN 141	Introduction to the Economics of Agriculture	
ECON 200	Economic Essentials and Issues	
ECON 212	Principles of Microeconomics	
Select one from the following:		3
AECN 225 / EAEP 225 / MRKT 225	Agribusiness Entrepreneurship in Food Products Marketing	
AECN 235 / MRKT 235	Introduction to Commodity Marketing	
AECN 325	Marketing of Agricultural Commodities	
Select 6 hours of agricultural economics electives <sup>1</sup>		6
Credit Hours Subtotal:		18
<b>Total Credit Hours</b>		<b>18</b>

<sup>1</sup> Minimum of 3 hours at the 300 level or above.

### ABUS 341 Marketing

**Crosslisted with:** MRKT 341

**Prerequisites:** Open to CoB majors, 2.5 GPA, Sophomore standing, MNGT 101 (or 101T concurrent), BSAD 220, ECON 211, ECON 212. Credit toward the degree cannot be earned in MRKT 300 & any of: MRKT/ABUS 341 or MRKT/RAIK 341H.

**Description:** The marketing system, its relations with the socioeconomic system, and the influences of each upon the other. Evolution and present structure of marketing institutions and processes. Customer attributes and behavioral characteristics, and how a marketing manager responds to these in the design of marketing strategies, using research, product development, pricing, distribution structure, and promotion.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded

**Prerequisite for:** MNGT 475; MNGT 475H, RAIK 476H; MRKT 345; MRKT 346, SCMA 346; MRKT 347; MRKT 350; MRKT 355; MRKT 395; MRKT 396; MRKT 425; MRKT 426; MRKT 428; MRKT 441; MRKT 442; MRKT 443; MRKT 446; MRKT 449; MRKT 453; MRKT 458; MRKT 490; MRKT 491

### ABUS 388 Business Systems in Entrepreneurship

**Crosslisted with:** PLAS 388, ENTR 388, EAEP 388

**Description:** Introductory models for a startup business. Ideation, customer segments, value proposition, minimal viable product and market fit.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded with Option

**Offered:** FALL/SPR

**Prerequisite for:** PLAS 301

### ABUS 488 Entrepreneurship and Enterprise Development

**Crosslisted with:** PLAS 488, HORT 888, EAEP 488, ENTR 488, EAEP 888, AGRO 888, ENTR 888

**Description:** The process of starting your own enterprise. Competitive environment, risk management, finance for business startups, funding, and business plan writing.

**Credit Hours:** 3

**Max credits per semester:** 3

**Max credits per degree:** 3

**Grading Option:** Graded with Option

**Offered:** FALL/SPR

**ACE:** ACE 10 Integrated Product

## Career Information

*The following represents a sample of the internships, jobs and graduate school programs that current students and recent graduates have reported.*

### Transferable Skills

- Problem-Solving/Critical Thinking Skills
- Analytical Skills
- Oral and Written Communication Skills
- Knowledge of Global Markets
- Teamwork
- Interpersonal Skills

- Entrepreneurial Skills

- Computer Skills

### Jobs of Recent Graduates

- Commodity Merchandiser, ADM - Velva, ND
- Management Associate, Cargill Animal Nutrition - Ferndale, WA
- Credit Analyst, First State Bank Nebraska - Lincoln, NE
- Audit Specialist, Cornerstone Bank - York, NE
- Crop Consultant, Central Valley Ag - York, NE
- Seed Production Management Trainee, Monsanto - Redwood Falls, MN
- Operations Manager, Ardent Mills - Denver, CO
- Loan Officer, Citizens State Bank - Wisner, NE
- Product Coordinator, Imperial Wagyu Beef - Omaha, NE
- Assistant Coordinator for U.S. Agriculture, Howard G Buffett Foundation - Decatur, IL

### Internships

- Sales and Marketing Intern, Helena Chemical Company - Bluffton, IN
- Agronomy/Crop Scout Intern, Cargill AgHorizons - Blue Earth, MN
- Bank Management Intern, First National Bank - Omaha, NE
- Sales Associate Intern, Pioneer Hi-Bred - Laure, NE
- Retail Credit Underwriting, Farm Credit Services of America - Omaha, NE
- Merchandising Intern, Gavilon - Omaha, NE
- Policy Intern, National Corn Growers Association - St. Louis, MO
- Sales/Marketing Intern, Heartland Farm Partners - Lincoln, NE
- Crop Scouting, Agronomy, Aurora Coop - Aurora, NE
- Beef Sales, Great Plains Beef - Lincoln, NE

### Graduate & Professional Schools

- Master's of Agricultural Economics, University of Nebraska-Lincoln - Lincoln, NE
- Master's of Business Administration, University of Nebraska-Lincoln - Lincoln, NE
- Law, University of Nebraska College of Law - Lincoln, NE
- Leadership Education, University of Nebraska - Lincoln - Lincoln, NE
- Master's in Professional Accountancy, University of Nebraska-Lincoln - Lincoln, NE
- Ph.D, University of Nebraska-Lincoln - Lincoln, NE
- Meat Science/Human Nutrition, Colorado State University - Fort Collins, CO