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 studies, and 2 units of foreign language. Students must also meet performance requirements (ACT composite of 20 or higher OR combined SAT score of 950 or higher 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. For students entering the PGA Golf Management degree program, a certified golf handicap of 12 or better (e.g., USGA handicap card) or written ability (MS Word file) equivalent to a 12 or better handicap by a PGA professional or high school golf coach is required. For more information, please visit: http://pgm.unl.edu/requirements.

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, excluding foreign languages. Students have up to 60 credit hours to remove foreign language deficiencies. 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 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 insures that a student will meet the minimum curriculum requirements of the College.

Foreign Languages/Language Requirement
Two units of a foreign language are required. This requirement is usually met with two years of high school language.

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 his/her 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 (withdrawn), 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.

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 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
- 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 complete the Application for Degree form and provide transcripts to the Credentials Clerk, Office of the University Registrar, 107 Canfield Administration Building. Students should discuss these degree programs with their academic advisor.

Cooperative Degree Programs
Academic credit from the University and a cooperating institution is 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.

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. The University of Nebraska at Omaha (UNO) cooperates with CASNR in providing pre-agricultural sciences, pre-food science and technology, pre-horticulture and pre-turfgrass and landscape management transfer programs.

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

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. The University of Nebraska at Omaha (UNO) cooperates with CASNR in providing four-semester pre-agricultural sciences, pre-natural resources, pre-food science and technology, pre-horticulture and pre-turfgrass and landscape management transfer programs.

A student enrolled in these programs may transfer all satisfactorily completed academic credits identified in the suggested program of study, and enter CASNR to study toward a degree program leading to a bachelor of science degree. The total program would require a minimum of four years or eight semesters (16 credit hours/semester or 120 credit hours).

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.

Dordt College (Iowa)–Agricultural Education: Teaching Option. This program allows students to pursue an Agricultural Education Teaching Option degree leading toward a bachelor of science in agricultural education. Students at Dordt College will complete 90 credit hours in the Agricultural Education: Teaching Option Transfer Program.
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 CASNR1 (>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 UNL and participate in prior-approved education abroad programs. University of Nebraska–Lincoln open enrollment and summer independent study courses count toward residence.

1 Includes courses taught by CASNR faculty through interdisciplinary prefixes (e.g., LIFE, MBIO, ENVR, SCIL, EAEP, HRTM, 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 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 (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. 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 Nebraska 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. Understand and apply economic and business principles along with analytical methods to practical issues and problems in food, agriculture, business, community vitality and natural resources.
2. Understand international forces that have an impact upon United States agriculture and the domestic economy.
3. Effectively communicate, to both specialized and lay audiences, such matters as agricultural business management decisions, business marketing plans and economic and policy analysis through written, oral and electronic means as individuals and as team participants.

Major Requirements
Core Requirements

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

Communications

Written Communication (ACE 1)

Select one of the following:

| ENGL 150 Writing and Inquiry |
| ENGL 151 Writing and Argument |
| 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:

| ALEC 102 Interpersonal Skills for Leadership |
| COMM 101 Communication in the 21st Century |
| COMM 109 Fundamentals of Human Communication |
| 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
Credit Hours Subtotal: 6

Mathematics and Statistics (ACE 3)
STAT 218  
Introduction to Statistics 3
or ECON 215  
Statistics
Select one of the following: 3-5
MATH 104  
Applied Calculus
MATH 106  
Calculus I
Credit Hours Subtotal: 6-8

Natural Sciences (ACE 4)
CASNR Approved Life Sciences
Select one each from two of the following three areas: 8

Area 1:
AGRO 131 / HORT 131  
Plant Science and Agronomic Plant Science Laboratory & AGRO 132
BIOS 101  
General Biology & BIOS 101L and General Biology Laboratory 1
ENTO 115 / BIOS 115 & ENTO 116 / BIOS 116  
Insect Biology and Insect Identification
HORT 131 / AGRO 131 & HORT 133
LIFE 120 & LIFE 120L  
Fundamentals of Biology I and Fundamentals of Biology I Laboratory
LIFE 121 & LIFE 121L  
Fundamentals of Biology II and Fundamentals of Biology II Laboratory

Area 2:
CHEM 105  
Chemistry in Context I 1
CHEM 109  
General Chemistry I 1

Area 3:
MSYM 109  
Physical Principles in Agriculture and Life Sciences
PHYS 141  
Elementary General Physics I
PHYS 151  
Elements of Physics
PHYS 211  
General Physics I
Credit Hours Subtotal: 8

Economics, Humanities and Social Sciences (ACE 6 and 8)
AECN 141  
Introduction to the Economics of Agriculture 3
or ECON 212  
Principles of Microeconomics
ECON 211  
Principles of Macroeconomics 3
Select one course each from ACE outcomes 5, 7 and 9 9
Credit Hours Subtotal: 15

Total Credit Hours 38-40

1 BIOS 101 & BIOS 101L and CHEM 109 required for Food Products Marketing & Management option; BIOS 101 & BIOS 101L and CHEM 105 or CHEM 109 required for Livestock Industries option.

Agribusiness Management Option

Agricultural Economics
AECN 100  
New Student Career Orientation 1
AECN 201  
Farm and Ranch Management 4
AECN 225 / EAP 225 / MRKT 225  
Agribusiness Entrepreneurship in Food Products Marketing
or AECN 235  
Introduction to Commodity Marketing
AECN 316  
Agribusiness Management 3
Select one of the following: 3
AECN 256  
Legal Aspects in Agriculture
FINA 300  
Financial Decision Making
FINA 361  
Finance
Select 9 hours of AECN or ABUS electives 1 9

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
AECN 445 / NREE 445  
Agricultural and Natural Resource Policy Analysis
AECN 453  
Agricultural and Rural Property Appraisal
Credit Hours Subtotal: 29

Agricultural Sciences and Natural Resources
Select 9 hours of CASNR electives at the 200 level or above 2 9
Credit Hours Subtotal: 9

Supporting Courses
ACCT 201  
Introductory Accounting I 3
ACCT 202  
Introductory Accounting II 3
ECON 311  
Intermediate Macroeconomics 3
ECON 312  
Intermediate Microeconomics 3
ECON 417  
Introductory Econometrics 3
or AECN 340  
Quantitative Methods in Agribusiness
or SCMA 331  
Operations and Supply Chain Management
MRKT 300  
Contemporary Marketing 3
or MRKT 341 / ABUS 341  
Marketing
Select one of the following: 3
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 3 6
Credit Hours Subtotal: 27

Free Electives
Select 15-17 hours 15-17
Commodity Marketing and Merchandising Option

Agricultural Economics

AECN 100  New Student Career Orientation  1
AECN 201  Farm and Ranch Management  4
AECN 235  Introduction to Commodity Marketing  3
Select one of the following:  3
  AECN 256  Legal Aspects in Agriculture
  BLAW 300  Business, Government & Society
  BLAW 372  Business Law I
AECN 316  Agribusiness Management  3
AECN 325 / MRKT 325  Marketing of Agricultural Commodities  3
AECN 336  Grain Merchandising  3

Capstone (ACE 10)

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
  FINA 361  Finance
Select 3 hours of AECN or ABUS electives  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

Credit Hours Subtotal:  33-35

Agricultural Sciences and Natural Resources

Select 9 hours of CASNR electives at the 200 level or above  2  9

Credit Hours Subtotal:  9

Supporting Courses

ACCT 201  Introductory Accounting I  3
ACCT 202  Introductory Accounting II  3
ECON 311  Intermediate Macroeconomics  3
ECON 312  Intermediate Microeconomics  3
AECN 436  Commodity Price Forecasting  3
Select one of the following:  3
  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  3  6

Credit Hours Subtotal:  24

Free Electives

Select 15-17 hours  15-17

Agricultural Banking and Finance Option

Agricultural Banking and Finance Option

AECN 100  New Student Career Orientation  1
AECN 201  Farm and Ranch Management  4
AECN 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 452  Agricultural Finance  3

Capstone (ACE 10)

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  3
Select 9 hours of CASNR electives  9

Credit Hours Subtotal:  35

Supporting Courses

ACCT 201  Introductory Accounting I  3
ACCT 202  Introductory Accounting II  3
ACCT 301  Using Accounting Information  3
ACCT 308  Managerial Accounting  3
  or ACCT 313  Intermediate Accounting I
  or ACCT 301  Using Accounting Information
ECON 311  Intermediate Macroeconomics  3
ECON 312  Intermediate Microeconomics  3
Select one of the following:  3
  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:  30

Free Electives

Select 15-17 hours  15-17

Credit Hours Subtotal:  15-17

Total Credit Hours  80-82
Livestock Industries Option

Agricultural Economics

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
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<tbody>
<tr>
<td>AECN 100</td>
<td>New Student Career Orientation</td>
<td>1</td>
</tr>
<tr>
<td>AECN 201</td>
<td>Farm and Ranch Management</td>
<td>4</td>
</tr>
<tr>
<td>AECN 225 / EAEP 225 / MRKT 225 or AECN 235</td>
<td>Agribusiness Entrepreneurship in Food Products Marketing</td>
<td>3</td>
</tr>
<tr>
<td>AECN 316</td>
<td>Agribusiness Management</td>
<td>3</td>
</tr>
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</table>

Select one of the following:

<table>
<thead>
<tr>
<th>Course Code</th>
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</thead>
<tbody>
<tr>
<td>AECN 256</td>
<td>Legal Aspects in Agriculture</td>
</tr>
<tr>
<td>BLAW 300</td>
<td>Business, Government &amp; Society</td>
</tr>
<tr>
<td>BLAW 372</td>
<td>Business Law I</td>
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</table>

Select 6 hours of AECN or ABUS electives

Capstone (ACE 10)

Select one of the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>AECN 256</td>
<td>Legal Aspects in Agriculture</td>
</tr>
<tr>
<td>BLAW 300</td>
<td>Business, Government &amp; Society</td>
</tr>
<tr>
<td>BLAW 372</td>
<td>Business Law I</td>
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</table>

Credit Hours Subtotal: 23

Animal Science

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>ASCI 250</td>
<td>Animal Management</td>
</tr>
<tr>
<td>ASCI 491</td>
<td>Animal Science Seminar</td>
</tr>
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Select one of the following:

<table>
<thead>
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<tbody>
<tr>
<td>AECN 420</td>
<td>International Food and Agricultural Trade</td>
</tr>
<tr>
<td>AECN 425</td>
<td>Agricultural Marketing in a Multinational Environment</td>
</tr>
<tr>
<td>AECN 435</td>
<td>Advanced Agricultural Marketing Management</td>
</tr>
<tr>
<td>AECN 453</td>
<td>Agricultural and Rural Property Appraisal</td>
</tr>
</tbody>
</table>

Credit Hours Subtotal: 11-12

Agricultural Sciences and Natural Resources

Select 6 hours of CASNR electives at the 200 level or above

Credit Hours Subtotal: 6

Supporting Courses

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 201</td>
<td>Introductory Accounting I</td>
</tr>
<tr>
<td>ACCT 202</td>
<td>Introductory Accounting II</td>
</tr>
<tr>
<td>ECON 311</td>
<td>Intermediate Macroeconomics</td>
</tr>
<tr>
<td>ECON 312</td>
<td>Intermediate Microeconomics</td>
</tr>
<tr>
<td>AECN 401</td>
<td>Advanced Farm Management and Linear Programming</td>
</tr>
<tr>
<td>ECON 417</td>
<td>Introductory Econometrics</td>
</tr>
<tr>
<td>SCMA 331</td>
<td>Operations and Supply Chain Management</td>
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</table>

Select one of the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>AECN 340</td>
<td>Quantitative Methods in Agribusiness</td>
</tr>
</tbody>
</table>

Select 3 hours of AECN or ABUS electives

Capstone (ACE 10)

Select one of the following:

<table>
<thead>
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</tr>
</thead>
<tbody>
<tr>
<td>AECN 420</td>
<td>International Food and Agricultural Trade</td>
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<tr>
<td>AECN 425</td>
<td>Agricultural Marketing in a Multinational Environment</td>
</tr>
<tr>
<td>AECN 435</td>
<td>Advanced Agricultural Marketing Management</td>
</tr>
</tbody>
</table>

Select 3 hours of AECN or ABUS electives

Credit Hours Subtotal: 30-31

Food Products Marketing and Management Option

Chemistry

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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</thead>
<tbody>
<tr>
<td>CHEM 110</td>
<td>General Chemistry II</td>
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</tbody>
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Credit Hours Subtotal: 4

Agricultural Sciences

<table>
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<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
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<tbody>
<tr>
<td>AECN 100</td>
<td>New Student Career Orientation</td>
</tr>
<tr>
<td>FDST 131 / CHEM 131 / NUTR 131</td>
<td>The Science of Food</td>
</tr>
<tr>
<td>FDST 205 / FDST 280 or NUTR 372</td>
<td>Food Composition and Analysis</td>
</tr>
<tr>
<td>AECN 225 / EAEP 225 / MRKT 225</td>
<td>Agribusiness Entrepreneurship in Food Products Marketing</td>
</tr>
<tr>
<td>AECN 495B</td>
<td>Internship in Food Products Marketing Management</td>
</tr>
<tr>
<td>AECN 471</td>
<td>Agricultural Marketing and Product Development I</td>
</tr>
<tr>
<td>AECN 472</td>
<td>Agricultural Marketing and Product Development II</td>
</tr>
</tbody>
</table>

Select 3 hours of AECN or ABUS electives

Credit Hours Subtotal: 3

Supporting Courses

<table>
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<tr>
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<tr>
<td>MNGT 300</td>
<td>Management Essentials For Contemporary Organizations</td>
</tr>
<tr>
<td>MNGT 301</td>
<td>Introduction to Management</td>
</tr>
<tr>
<td>MNGT 360</td>
<td>Managing Behavior in Organizations</td>
</tr>
</tbody>
</table>

Select at least 3 hours at the 300 level or above; excluding AECN 388.

Including AGRO 153. Excluding AECN courses and ALEC 388.

200-level courses or above.

Total Credit Hours: 79-82
ECON 312 Intermediate Microeconomics 3
Select one of the following: 3
MNGT 300 Management Essentials For Contemporary Organizations 3
MNGT 301 Introduction to Management 3
MNGT 360 Managing Behavior in Organizations 3
MNGT 361 Human Resource Management 3
MNGT 365 Managing Diversity in Organizations 3
MRKT 341 / ABUS 341 Marketing 3
MRKT 347 Marketing Communication Strategy 3
MRKT 443 Consumer Behavior: Marketing Aspects 3
Select 3 hours of NUTR elective 2 3
Credit Hours Subtotal: 30
Free Electives
Select 15-18 hours 15-18
Credit Hours Subtotal: 15-18
Total Credit Hours 79-83

1 200-level courses or above; excluding AECN 388.
2 200-level courses or above.

Pre-Law Option
An applicant will be accepted into the 3-3 Program (Accelerated Program) at the College of Law if the applicant:

1. Has an LSAT score of at least 156;
2. Has a cumulative undergraduate GPA of 3.6 or higher as calculated by the Law School Admission Council;
3. Will have successfully completed at least 75% of the course credits required for his or her undergraduate degree, along with all other requirements of his or her undergraduate degree program, by the date of matriculation at the College of Law. Course credits may include no more than 6 credit hours of Pass/No Pass coursework;
4. Has submitted on time the materials required of all applicants to the College of Law, including a completed application, satisfactory letters of recommendation, a personal statement, and records of the required course credits;
5. Has not been on academic probation at any undergraduate institution;
6. Has provided the College of Law with a letter from the relevant Dean, or other administrator of equivalent authority, of the applicant's undergraduate institution stating that the applicant has completed all institutional requirements for participation in the 3-3 Law College Program and that the institution will grant the applicant an undergraduate degree upon the applicant's successful completion of the first year College of Law coursework.

If the above requirements are satisfied, the applicant will automatically be accepted into the 3-3 Law Program unless there is information concerning the applicant that reflects adversely on the applicant's character and fitness, including criminal citations, pending criminal charges, or criminal convictions. In such cases, the application will be individually reviewed by the College of Law Admissions Committee.

Agricultural Economics
AECN 100 New Student Career Orientation 1
AECN 201 Farm and Ranch Management 4
AECN 225 / EAP 225 / MRKT 225 or AECN 235 Introduction to Commodity Marketing 3
AECN 316 Agribusiness Management 3
Select one of the following: 3
AECN 452 Agricultural Finance 3
FINA 300 Financial Decision Making 3
FINA 361 Finance 3
Select 3 hours of AECN or ABUS electives 1 3
Capstone (ACE 10)
Select one of the following: 3
AECN 420 International Food and Agricultural Trade 3
AECN 425 Agricultural Marketing in a Multinational Environment 3
AECN 435 Advanced Agricultural Marketing Management 3
AECN 445 / NREE 445 Agricultural and Natural Resource Policy Analysis 3
AECN 453 Agricultural and Rural Property Appraisal 3
Credit Hours Subtotal: 20
Agricultural Sciences and Natural Resources
Select 3 hours of CASNR electives 2 3
Credit Hours Subtotal: 3
Supporting Courses
ACCT 200 Accounting for Business Decisions 3
or ACCT 201 Introductory Accounting I 3
ECON 311 Intermediate Macroeconomics 3
ECON 312 Intermediate Microeconomics 3
AECN 401 Advanced Farm Management and Linear Programming 3
or AECN 340 Quantitative Methods in Agribusiness 3
Credit Hours Subtotal: 12
Year 1 College of Law
Select 30 hours of the following: 30
LAW 503 Torts I 3
LAW 505 Property I & LAW 506 and Property II 3
LAW 505G Property I & LAW 506G and Property II 3
LAW 501 Contracts I & LAW 502 and Contracts II 3
LAW 501G Contracts I & LAW 502G and Contracts II 3
LAW 516 Civil Procedure I & LAW 517 and Civil Procedure II 3
LAW 516G Civil Procedure I & LAW 517G and Civil Procedure II 3
LAW 508 / LAW 508G Criminal Law 3
LAW 513 & LAW 514 Legal Analysis, Writing and Research (LAWR) and Legal Analysis, Writing and Research (LAWR) 3
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 or those listed in the University's Global Studies degree program or CASNR International Agriculture and Natural Resources minor program.

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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>AECN 141</td>
<td>Introduction to the Economics of Agriculture</td>
<td>3</td>
</tr>
<tr>
<td>or ECON 200</td>
<td>Economic Essentials and Issues</td>
<td></td>
</tr>
</tbody>
</table>

or ECON 212 Principles of Microeconomics

ACCT 200 Accounting for Business Decisions 3
or ACCT 201 Introductory Accounting I

AECN 225 / EAP 225 / MRKT 225 Agribusiness Entrepreneurship in Food Products Marketing 3

or AECN 235 Introduction to Commodity Marketing

AECN 316 Agribusiness Management 3

Select 6 hours of Agricultural Economics electives 1 6

Credit Hours Subtotal: 18

Total Credit Hours 18

1 Minimum of 3 hours at the 300 level or above.

ABUS 341 Marketing

Crosslisted with: MRKT 341

Prerequisites: Sophomore standing; 2.5 GPA; Business Qualified (MATH104 or MATH106/106B or MATH107 or MATH208; BSAD220; ACCT201 and ACCT202; ECON211 and ECON212; ECON215 or equivalent.) Prereq differ for RAIKES, ACTS, and ABUS majors - see bulletin for exceptions.

Notes: Credit toward the degree cannot be earned in both MRKT 300 and MRKT 341/341H.

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

Format: LEC

Prerequisite for: MRKT 345; MRKT 346; SCMA 346; MRKT 347; MRKT 350; MRKT 355; MRKT 399; MRKT 425; MRKT 428; MRKT 442; MRKT 443; MRKT 444; SCMA 444; MRKT 446; MRKT 449; MRKT 453; MRKT 458; MRKT 490; SCMA 432; SCMA 447

ABUS 388 Business Systems in Entrepreneurship

Crosslisted with: HORT 388, AGRO 388, ENTR 388, EAP 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

Format: LEC

Offered: FALL/SPR

Prerequisite for: HORT 301
ABUS 488 Entrepreneurship and Enterprise Development
Crosslisted with: HORT 488, HORT 888, EAEP 488, AGRO 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
Format: LEC
Offered: FALL/SPR
ACE: ACE 10 Integrated Product

PLEASE NOTE
This document represents a sample 4-year plan for degree completion with this major. Actual course selection and sequence may vary and should be discussed individually with your college or department academic advisor. Advisors also can help you plan other experiences to enrich your undergraduate education such as internships, education abroad, undergraduate research, learning communities, and service learning and community-based learning.

Agribusiness - Agribusiness Management
Agribusiness - Agricultural Banking & Finance
Agribusiness - Food Products Marketing & Management
Agribusiness - Livestock Industries
Agribusiness - Marketing
Agribusiness - Pre-Law

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 Merchandizer, 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 - Laurel NE
- Retail Credit Underwriting, Farm Credit Services of America - Omaha NE
- Merchandising Intern, Gavilon - Omaha NE
- Student 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
- Masters of Agricultural Economics, University of Nebraska-Lincoln - Lincoln NE
- Masters 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
- Masters 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
- Minor in Agronomy, University of Nebraska-Lincoln - Lincoln NE