

# AGRIBUSINESS (BUSINESS)

## Description

The University of Nebraska–Lincoln agribusiness program is nationally recognized for its innovation and quality. The program is designed to meet the agribusiness industry's needs for professionals and entrepreneurs who have the educational background to become successful decision-makers in the rapidly changing agribusiness world. Agribusiness students interact with agribusiness professionals through learning and work-related opportunities, both in and out of the classroom.

Majoring in the agribusiness program prepares students for many agribusiness careers, such as:

- Agribusiness Management
- Finance and Lending
- Real Estate Management and Investment
- Commodity Trade and Analysis
- Grain Merchandising
- Market Planning and Analysis
- International Marketing
- Entrepreneurship and New Business Development
- Sales Management
- Information Technology and Analysis
- Production Management
- Food Marketing and Industry Organization

The agribusiness major also prepares students for graduate study in agribusiness, business administration, and agricultural economics.

The agribusiness major is a joint program between the College of Business and the College of Agricultural Sciences and Natural Resources. It prepares students for careers in this dynamic and constantly changing field. It is the first program of its kind in the U.S. and is designed to meet the agribusiness industry's need for employees with training in both business and agriculture.

Agribusiness majors take a blend of courses in business and agriculture that gives the student a balance between the decision-making framework of business and the technical aspects of modern agriculture and food systems. This means emphasis is placed on business and agriculture, making it an attractive degree for agribusiness employers and a very marketable degree for agribusiness students. The program also allows the student to build expertise in their area of interest by taking College of Agricultural Sciences and Natural Resources courses in a specific area.

## Other

- The program requires and enforces that specific prerequisite requirements be completed by the first class meeting. Concurrent registration in a class that is a prerequisite for another class is NOT allowed. Transfer credit assumes that the prerequisites have been transferred to the University of Nebraska–Lincoln and appear on the transcript.
- Students should refer to the Non-Business Requirement (NBR) section for options to complete coursework to double count for NBR 3–ACE 4 and/or NBR 6–ACE 9 requirements as well as coursework for the major. Please work closely with an advisor.

- 60 hours of business coursework must be completed for the degree. Given the unique nature of the agribusiness major and program, required coursework for the degree, as well as coursework for the major, is considered to be business related and thus counted toward meeting this college requirement.
- In all instances of double counting, the course will count for 3 hours of credit. Students must still meet the minimum 120 hour requirement of coursework to graduate.

## COLLEGE REQUIREMENTS

### College Admission

The entrance requirements for the College of Business (CoB) are the same as the University of Nebraska–Lincoln General Admission Requirements.

### Honors Program

#### Nebraska Business Honors Academy

The Nebraska Business Honors Academy is a unique cohort-based program for high-ability students with demonstrated leadership potential. The goal of the Academy is to develop critical thinking, problem-solving, and communication skills to prepare graduates to be strategic decision-makers and innovators. The Academy combines a rigorous curriculum (including approximately 40 credit hours of cohort-based courses) with leadership training, co-curricular activities, and corporate involvement. Nebraska Business Honors Academy requirements differ from those listed in the catalog. Students work closely with the Academy's advisors on appropriate sequencing and enrollment in Academy-specific requirements.

### Jeffrey S. Raikes School of Computer Science and Management

The purpose of the Jeffrey S. Raikes School of Computer Science and Management is to produce unique graduates who combine business knowledge and computing fundamentals for enterprise information and software systems. Graduates will be professionals who understand the multiple levels of new information systems and who become the technology sector's innovators, product developers, entrepreneurs, chief information officers, and CEOs. Students interested in learning more about the Jeffrey S. Raikes School of Computer Science and Management program and curriculum requirements (which may differ from those listed here) are encouraged to call 402-472-6000 or visit the Jeffrey S. Raikes program website (<https://raikes.unl.edu/>). Students may also reference the Jeffrey S. Raikes School of Computer Science and Management catalog section under Other Academic Units.

## College Degree Requirements

### Overview of College Degree Requirements

The curriculum requirements for the College consist of coursework in four areas. All coursework (except electives and where otherwise noted) must be taken for a grade.

#### 1. Non-Business Requirements

- Consist primarily of College and University ACE (Achievement-Centered Education) coursework

#### 2. Business Core

- Purposeful Strategist (includes ACE 6, 8, 10)
- Data Driven Decision Maker
- Effective Communicator (includes ACE 1 and 2)
- Empowered Professional

**3. Business Major****4. Electives****Non-Business Requirements**

(remaining ACE requirements not included in the Business Core and Business Major requirements)

Five Courses (normally 15-17 hours)

All students in the College of Business will take the following non-business courses (unless otherwise noted).

- The college requires a calculus course from the below options to complete the ACE 3 requirement.
- Most students will take coursework to fulfill these requirements during the freshman/sophomore year. However, if hours are still needed during the junior/senior year, there may also be options to 'double count' coursework for ACE 4 and/or ACE 9 toward the major or a minor. This is likely to be of most benefit to 'transfer-in students' due to the nature of the program and when ACE requirements are traditionally taken.

All ACE coursework must be taken for a grade.

**ACE 3: Mathematical, Computational, Statistical or Formal Reasoning Skills**

Choose ONE of the following:

MATH 104 Applied Calculus

MATH 106 Calculus I

Any advanced calculus course above the 106 level

Notes regarding the selection of coursework for ACE 3:

- **Credit cannot be given for both** MATH 104 and MATH 106 . Students must determine the appropriate course early in their program.
- A first-semester student's score on the Math Placement Exam will determine eligibility for MATH 104 or MATH 106. The student should select between these classes based on the following sets of circumstances:
  - Actuarial science majors **MUST** take MATH 106 (or a higher-level calculus). They will later take MATH 107 Calculus II and MATH 208 Calculus III.
  - Raikes students **MUST** take MATH 106 and MATH 107 (or a higher-level calculus).
  - MATH 106 (or higher calculus) is **strongly encouraged** for those students majoring in accounting, majoring in finance, majoring in economics, or considering graduate school.

**Math Placement Exam (MPE)**

Students admitted to the College of Business are required to take a Math Placement Exam prior to enrolling in the college math requirement of MATH 104 or MATH 106 (or higher math). The results will determine where a student starts.

- Preparatory courses should be taken as soon as possible to avoid future sequencing problems.
- Additional information about the exam can be found on the Math Placement website (<http://www.math.unl.edu/resources/undergraduate/mpe/>).

Whether required to enroll in preparation coursework first, as indicated on the MPE (MATH 100A Intermediate Algebra, MATH 101 College Algebra and/or MATH 103 College Algebra and Trigonometry), or in one of the required courses, it is critical to begin math the first semester on campus.

**ACE 4: The Study of Scientific Methods and Knowledge of the Natural and Physical World**

Choose one course from ACE 4 Certified Courses. (Course credit will vary between 3-5 credit hours.)

**ACE 5: Study of Humanities**

Choose one course from ACE 5 Certified Courses.

**ACE 7: Study of the Arts to Understand Their Context**

Choose one course from ACE 7 Certified Courses.

**ACE 9: Global Awareness or Knowledge of Human Diversity Through Analysis of an Issue**

Choose one course from ACE 9 Certified Courses.

In any of the above instances where double counting is an option, only 3 hours of credit are awarded; students will still need to meet the 120 hours for graduation.

**Business Core – Four Sections (approximately 53 hours for most majors)**

- Purposeful Strategist – 33 hours
- Data Driven Decision Maker – 7 hours (17 hours for Actuarial Science)
- Effective Communicator – 9 hours (7 hours for Actuarial Science)
- Empowered Professional – 3-4 hours

The Business Core is designed to expose students to the various business disciplines. The Business Major courses are those courses identified for each of the individual majors. All coursework for the Business Core (except where noted differently) must be taken for a grade. All students in the College of Business will take the Business Core (unless otherwise noted).

**Purposeful Strategist - 33 hours**

- MNGT 101 Introduction to Business
- ACCT 201 Introductory Financial Accounting
- ACCT 202 Introductory Managerial Accounting
- ECON 211 Principles of Macroeconomics (ACE 6)
- ECON 212 Principles of Microeconomics (ACE 6)
- BLAW 371 Legal Environment (ACE 8)
- FINA 361 Finance
  - Actuarial Science majors take FINA 461.
- MNGT 301 Introduction to Management
- MRKT 341 Marketing
- SCMA 331 Operations and Supply Chain Management
- MNGT 475 Business Strategies (ACE 10)
  - A capstone course integrating business concepts covered throughout the program.
  - Actuarial science majors may take FINA 461 concurrently with MNGT 475.
  - Must be taken at the University of Nebraska-Lincoln and taken for a grade.

### Data Driven Decision Maker

- BSAD 50 Business Computer Applications
  - Required basic-skills computer course that uses Microsoft Access, Word, PowerPoint, and Excel.
- SCMA 250 Spreadsheet Analytics
  - Actuarial science majors take ACTS 250 Actuarial Technical Skills.
- ECON 215 Statistics (ACE 3)
  - Must take ECON 215 (not STAT 218 Introduction to Statistics nor EDPS 459 Statistical Methods nor CRIM 300 Applied Statistics and Data Processing in the Public Sector nor SOCI 206 Introduction to Social Statistics).
  - Actuarial science majors **MUST** take ACTS 445 Introduction to Actuarial Models instead of ECON 215; (actuarial science majors will also take STAT 462 Introduction to Mathematical Statistics I: Distribution Theory and STAT 463 Introduction to Mathematical Statistics II: Statistical Inference).
  - Economics majors or minors can take STAT 380 instead of ECON 215.
- SCMA 350 Business Analytics/Information Analysis
  - Marketing and agribusiness majors may choose to take MRKT 350.
  - Actuarial science majors will take SCMA 451 Introduction to Predictive Analytics.

### Effective Communicator

- BSAD 220 Business Writing (ACE 1)
- MRKT 257 Sales Communication (ACE 2)
  - Or, COMM 286 Business and Professional Communication (ACE 2)
- BSAD 261 Applied Improv for the Successful Business Leader
- BSAD 340 Navigating Emerging Technologies in Business
  - ACTS 475 meets the knowledge requirement for BSAD 340 for Actuarial Science majors; BSAD 340 is waived for Actuarial Science majors.

### Empowered Professional (PrEP) (3-4 hours)

Designed to develop confident and professional business students positioned for lifelong career success, the Professional Enhancement Program (PrEP) consists of four required 1-hour courses.

- BSAD 111 PrEP I, Investing in Strengths or BSAD 111S PrEP I, Investing in Strengths for Transfer Students
- BSAD 222 PrEP II, Career Development and Planning
- BSAD 333 PrEP III, Internship and Job Search Strategies
- BSAD 444 PrEP IV, Professional and Life Skills
  - Taken the semester of graduation.

### Business Major – (21-31 hours)

- Coursework for the major requires completion of specific, required courses of the department (see individual major page), along with other guidelines.
- Business majors and minors cannot double count with Business Core (for example, MNGT 301 and MNGT 475 do not count towards the management majors).

- Business students cannot earn a major and a minor in the same area (for example, an Economics major cannot get an Economics minor; an International Business major cannot earn a Global Leadership minor). Similarly, International Business majors cannot earn a major or minor in the same option or subplan as their International Business major. (For example, an International Business-Finance major cannot earn a major or minor in Finance but could earn a major or minor in any other business area.)
- Business Administration majors cannot double count courses with any College of Business major or minor.
- Careful and advanced planning is necessary, as some courses for the major may not necessarily be available every semester, and classes for the major are limited in the summer sessions.
- ALL coursework for the major must be taken for a grade (students may not take classes Pass/No Pass).
- Sequencing of classes is critical; plan the major courses well in advance of enrollment. Visit with an academic advisor for assistance in planning critical class sequencing.
- A maximum of 3 hours of coursework may transfer if the 18-hour limitation has not been exceeded. Further restrictions may apply.

### Electives – Hours vary to meet 120 hour minimum to graduate

Electives round out the rest of the 120 hour curriculum. Students have the option to choose courses toward a second major, a dual degree, a minor (or two); or students can simply select courses of personal interest.

- Some hours may need to be additional business coursework (to meet the requirement that 60 hours of coursework be in business). This requirement will vary by major.
- In a 21-hour Business Major, students will average 28 hours of elective credit; second major options and/or minors may be appropriate to consider for elective hours.

### Other Requirements

#### Business Course/Business Elective Hours

At a minimum, 60 hours of business courses are required for the BSBA degree.

The required hours WILL VARY BY MAJOR, dependent on how requirements have been accepted and/or completed throughout the previous components of the program. While **GENERAL MINIMUM** guidelines by major are noted below, the Degree Audit will specify *minimum business* credit hour expectations for each student. Students will generally see this addressed under the ELECTIVE section (BUSINESS ELECTIVES) on the Degree Audit.

- Economics, marketing, and management (Entrepreneurship, General, and Leadership options) majors – 3 hours of business electives.
- Accounting, business administration, and management (Human Resources and Clifton Builders options) majors – no additional business coursework, as the major consists of 24 hours of business coursework.
- Actuarial science majors – no additional business coursework, as the major consists of more than 24 hours of business coursework.
- Finance majors – no additional business coursework, as the major consists of 24-27 hours of business coursework.

- Supply chain management and business analytics majors – no additional business coursework, as the major consists of 27 hours of business coursework.
- Agribusiness, Business & Law, and Raikes majors – no additional business coursework required due to intent of major as being 'business-related' coursework.
- Additional hours may be required if there is a variation in hours for Non-Business Requirement, Business Core, Business Major, or if there is a violation of transfer limits, etc.

## Experiential Learning Requirement

All undergraduates in the College of Business must complete an Experiential Learning designated course or experience (which may include 0-credit courses designated to document co-curricular activities recognized as experiential learning).

### Grade Rules C- and D Grades

While students may earn grades of C- or D, there are restrictions and recommendations for such grades and further enrollment options:

- A grade of C or higher is expected in prerequisite courses to enroll in ACCT courses.
- A grade of C or higher is required in FINA 361 in order to take most upper-level FINA courses.
- A grade of C or higher is required in other departmental higher-level sequencing courses (i.e., MATH 101 to take MATH 104, etc.). See course descriptions to determine enrollment restrictions.
- Grades of C- or lower may be replaced in the calculation of GPA by retaking the course at the University of Nebraska–Lincoln or within the University system (UNK, UNO).
- Grades of C or better are required to transfer courses from outside of the University of Nebraska system.
- Academic bankruptcy options may be considered for students who have one or two semesters of poor performance.

### Pass/No Pass

Several restrictions apply when considering the Pass/No Pass option:

- BSAD 111, BSAD 222, BSAD 333, BSAD 444, and BSAD 50 are offered only as Pass/No Pass. All are required.
- Students may apply no more than 6 hours of elective credit using the Pass/No Pass option (excludes ACCT 395A, BSAD 111, BSAD 222, BSAD 333, BSAD 444, BSAD 395 (and cross-listings), MRKT 395).
- **No** student enrolled in **any** college at the University of Nebraska–Lincoln may take business courses in the College of Business using the Pass/No Pass option.
- College of Business students may **NOT** take coursework to satisfy ACE requirements, nor any required business coursework, including in the major and minor, using the Pass/No Pass option.
- Students majoring in actuarial science through the College of Business may **NOT** take any math, actuarial science, or required courses using the Pass/No Pass option.
- Students taking courses to fulfill the requirements of a minor in an area of study outside the College of Business are subject to College rules restricting use of the Pass/No Pass option

if courses in the minor are used to meet ACE or any college-specific requirements.

- Students seeking any minor outside the College should verify rules applying to minimum grade expectations and Pass/No Pass options with the advisor for their minor, as additional restrictions may apply and often vary.
- Students from UNO/UNK/UNMC and from other institutions are subject to the same restrictions listed here for University of Nebraska–Lincoln students.

**Exceptions to the above rules are limited to the following and no other exceptions will be made.**

- An independent study or an internship course (391, 395, 396) may be taken in the College of Business using the Pass/No Pass option with the permission of the instructor and the department chair, but College of Business students who qualify for this exception may use the independent study or an internship course (391, 395, 396) **only** as elective credit.
- ACCT 395A, BSAD 395 (and cross-listings) and MRKT 395 taken in the Pass/No Pass format will not count against the six hour Pass/No Pass maximum in open electives.
- Advanced Placement grades of Pass and Credit By Exam grades of Pass will be accepted to fulfill degree requirements. These hours will not count against the 6-hour-maximum hours permitted.
- Students who travel abroad and return with “credit” rather than grades from the institution where they studied may use Pass grades to fulfill degree requirements. These hours will not count against the 6-hour maximum number of hours permitted.

## Transfer Credit Rules

For detailed information on transfer credit rules, see Transfer Credit Restrictions (<https://catalog.unl.edu/undergraduate/business/>) under Course Exclusions and Restrictions (<https://catalog.unl.edu/undergraduate/business/>).

## Residency

At least 30 of the last 36 hours of credit must be registered for and completed in residence at the University of Nebraska–Lincoln.

Students electing to study abroad during part of this time are exempted for the hours earned abroad, but no additional hours may be transferred in the last 36 hours. This exemption requires filing a written appeal in the Business Advising and Student Engagement Office (Hawks Hall 125).

## ACE Requirements

All students must fulfill the Achievement-Centered Education (ACE) requirements. Information about the ACE program may be viewed at the Achievement-Centered Education website (<https://ace.unl.edu/>). MyRED may also be used to search for currently offered ACE classes.

### ACE Achievement-Centered Education—Ten Courses (normally 30 hours)

This is the university’s innovative, outcomes-focused general education component designed to enhance the undergraduate experience by providing broad exposure to multiple disciplines, complementing the major, and helping students develop important reasoning, inquiry, and civic capacities.

Important rules to remember when selecting coursework to meet this requirement:

- There are 10 ACE Student Learning Outcomes (SLOs). At least one course, equivalent to 3 credit hours, must be taken for each of the 10 SLOs.
- Up to three ACE SLOs from ACE 4–10 may be satisfied by work in one subject area.
- ACE SLOs must be satisfied by work in at least three subject areas.
- No ACE course may satisfy more than one ACE SLO in a student’s program.
- If an ACE course addresses two ACE SLOs, the student decides which one of the two outcomes the course will satisfy in that student’s program. (The Degree Audit will make an automatic decision based on first course taken, first SLO needed.)
- As part of the College requirements of non-business and business courses, many courses will also work for ACE. Students should carefully review required coursework with ACE options to make the best use of courses to fulfill both degree requirements as well as University of Nebraska–Lincoln ACE requirements.

## Catalog Rule

Students (including transfer students) must follow the Undergraduate Catalog in effect when they are admitted into the College of Business. Students who leave the College and return, or those applying for ‘readmission’ to the College, are subject to requirements in place at the time of their readmission to the College.

Students who have transferred from a community college 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. The College will determine eligibility 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. Students must complete all degree requirements from a single catalog year and within the timeframe allowable for that catalog year.

## Learning Outcomes

Graduates of agribusiness will be able to:

1. Understand and apply business principles along with analytical methods to practical issues and problems in food, agriculture, business, community vitality, and natural resources.
2. Understand internal 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

- Agribusiness majors may elect to fulfill the Business Core requirement of SCMA 350 Business Analytics/Information Analysis with MRKT 350 Marketing Analytics.
- Students interested in agronomy or chemical sales are recommended to take CHEM 109A General Chemistry I and CHEM 109L General Chemistry I Laboratory.
- Agribusiness majors through the College of Business may **not** count AECN 141 Introduction to the Economics of Agriculture toward the major unless transferring from another college.
- Double counting options: There are several agriculture courses offered through the College of Agricultural Sciences and Natural Resources that may be used to fulfill both requirements for Non-Business Requirements for the College as well as for the agribusiness major.
- ACE 4 – AGRI 115 Biotechnology: Food, Health and Environment, PLAS 100 Plants, Landscapes, & the Environment, PLAS 131 Plant Science, ENTO 115/BIOS 115 Insect Biology, AGST 109 Physical Principles in Agriculture and Life Sciences, and NRES 108 may be taken to fulfill the science requirement (ACE 4) as well as a requirement for the major.
- ACE 9 – AECN 220 International Agricultural Trade, AECN 346 World Food Economics, AECN 367 Agricultural Development in Developing Countries, AECN 420 International Food and Agricultural Trade, AECN 425 Agricultural Marketing in a Multinational Environment, AGRI 282 Introduction to Global Agricultural and Natural Resources Issues, ENSC 110 Energy in Perspective, and PLAS 200/GEOG 200/LARC 200 Landscape and Environmental Appreciation may be taken to fulfill the global awareness requirement (ACE 9) as well as a requirement for the major.
- Eighteen (18) hours of the 24 hours required in production, non-production, and elective hours must be taken at the 200 level or above.
- Most coursework for the major is offered out of the College of Agricultural Sciences and Natural Resources (CASNR).

### Specific Major Requirements

In addition to the College Degree Requirements, students will complete 31 hours of coursework for the major.

AECN 201	Farm and Ranch Management	4
MRKT 225 / AECN 225 / EAEP 225 or MRKT 325 / AECN 325	Agribusiness Entrepreneurship in Food Products Marketing	3
	Select 6 hours minimum of Production coursework	6
	Select 9 hours minimum of Non-production coursework	9
	Select 9 hours minimum of Agricultural Sciences and Natural Resources electives	9
<b>Total Credit Hours</b>		<b>31</b>

MINIMUM of 6 hours of **PRODUCTION** coursework from the following departments:

- Agriculture (AGRI) (not AGRI 42) (May opt to take AGRI 115 to fulfill both ACE 4 and major; and/or AGRI 282 to fulfill both ACE 9 and major.)
- Agricultural Systems Technology (AGST) (May opt to take AGST 109 to fulfill both ACE 4 and major.)
- Animal Science (ASCI)
- Energy Science (ENSC) (May opt to take ENSC 110 to fulfill both ACE 9 and major.)
- Entomology (ENTO) (May opt to take ENTO 115 /BIOS 115 to fulfill ACE 4 and major.)
- Food Science and Technology (FDST) (May opt to take FDST 131 The Science of Food to fulfill both ACE 4 and major.)
- Natural Resources (NRES) (May opt to take NRES 108 to fulfill both ACE 4 and major or NRES 109 Water in Society to fulfill either ACE 4 or ACE 8 and major.)
- Plant and Landscape Systems (PLAS) (May opt to take PLAS 100 or PLAS 131 to fulfill both ACE 4 and major. May opt to take PLAS 200/GEOG 200/LARC 200 to fulfill either ACE 7 or ACE 9 and major.)
- Plant Pathology (PLPT) (May opt to take PLPT 110 to fulfill both ACE 4 and major.)
- Veterinary Sciences (VBMS)
- Engler Agribusiness Entrepreneurship (EAEP)
- Energy Science (ENSC) (May opt to take ENSC 110 to fulfill both ACE 9 and major.)
- Entomology (ENTO) (May opt to take ENTO 115/BIOS 115 to fulfill both ACE 4 and major.)
- Food Science and Technology (FDST) (May opt to take FDST 131 The Science of Food to fulfill both ACE 4 and major.)
- Natural Resources and Environmental Economics (NREE)
- Natural Resources (NRES) (May opt to take NRES 108 to fulfill both ACE 4 and major or NRES 109 Water in Society to fulfill either ACE 4 or ACE 8 and major.)
- Plant and Landscape Systems (PLAS) (May opt to take PLAS 100 or PLAS 131 to fulfill both ACE 4 and major. May opt to take PLAS 200/GEOG 200/LARC 200 to fulfill either ACE 7 or ACE 9 and major.)
- Plant Pathology (PLPT) (May opt to take PLPT 110 to fulfill ACE 4 and major.)
- Range Science (RNGE)
- Soil Science (SOIL)
- Veterinary Sciences (VBMS)

MINIMUM of 9 hours of **NON-PRODUCTION** coursework from the following departments:

- Agricultural Economics (AECN) (May opt to take AECN 220, AECN 346, AECN 367, AECN 420, or AECN 425 to fulfill both ACE 9 and major.)
- Agricultural Leadership, Education and Communication (ALEC)
- Engler Agribusiness Entrepreneurship (EAEP)

The following courses **may not** be selected to fulfill this requirement (depending on which one was selected for the above requirement):

AECN 141	Introduction to the Economics of Agriculture	3
AECN 201	Farm and Ranch Management	4
AECN 225 / EAEP 225 / MRKT 225	Agribusiness Entrepreneurship in Food Products Marketing	3
AECN 325 / MRKT 325	Marketing of Agricultural Commodities	3

MINIMUM of 9 hours of **ELECTIVE** coursework beyond those selected for any of the above may be selected from the following College of Agricultural Sciences and Natural Resources departments:

- Agricultural Economics (AECN) (not AECN 141 or AECN 201) (May opt to take AECN 220, AECN 346, AECN 367, AECN 420, or AECN 425 to fulfill both ACE 9 and major.)
- Agriculture (AGRI) (not AGRI 42) (May opt to take AGRI 115 to fulfill both ACE 4 and major; or AGRI 282 to fulfill both ACE 9 and major.)
- Agricultural Leadership, Education and Communication (ALEC)
- Agricultural Systems Technology (AGST) (May opt to take AGST 109 to fulfill both ACE 4 and major.)
- Animal Science (ASCI)
- Biochemistry (BIOC)

Eighteen (18) of the 24 hours (6 hours production, 9 hours non-production, and 9 hours CASNR electives) must be completed at the 200 level or above. Courses and descriptions appear under the individual departmental majors.

Students should consult with their advisor for the appropriate selection of courses.

## Additional Major Requirements

### Grade Rules

#### C- and D Grades

A grade of D- or above is required for all courses in the major. Grades of C or better are required in transfer courses from outside of the University of Nebraska system.

#### Pass/No Pass

As noted in the College Degree Requirements section, all coursework for the major must be taken for a grade.

## Career Information

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

### Jobs of Recent Graduates

- Crop Consultant, Central Valley Ag - York, NE
- Accountant, CHS Inc. - Wausa, NE
- Agronomy Sales Trainee, Cooperative Producers, Inc. - Hastings, NE
- Sales Trainee, Dow AgroSciences - Lincoln, NE
- Associate, Farm Credit Services of America - Kearney, NE
- Grain Merchandiser, Gavilon - Phelps City, MO
- Merchandiser-in-Training, Lansing Trade Group - Overland Park, KS
- Seed Technician, Monsanto - Waco, NE
- Agribusiness Underwriter, Nationwide Insurance - Lincoln, NE



- Tractor House Sales Representative, Sandhills Publishing - Lincoln, NE

### **Graduate & Professional Schools**

- Master's of Business Administration (MBA), University of Nebraska-Lincoln - Lincoln, NE
- Master's of Professional Accountancy (MPA), University of Nebraska-Lincoln - Lincoln, NE
- Master's of Arts in Business with a specialization in Intercollegiate Athletic Administration (MAIAA), University of Nebraska-Lincoln - Lincoln, NE
- Master's of Business Administration (MBA), Concordia University - Lincoln, NE
- Associate of Applied Sciences in Fire Protection Technology, Southeast Community College - Lincoln, NE