

# AGRIBUSINESS (AGBS)

## **AGBS 110 – Introduction to Agribusiness 2 credit hours**

This course focuses on introducing students to the agribusiness sector of the U.S. and developing an understanding of its importance. The agribusiness sector encompasses more than just production agriculture, but also includes the firms that produce and sell goods and services (inputs) to the farming and ranching sector and the firms that handle and process agricultural commodities from the farm gate to the consumer plate. The agribusiness sector provides a diverse set of career paths and opportunities for students. This course is designed to introduce students the opportunities available in agribusiness and to foster skill development in the basic oral and written communication skills required in the agribusiness field.

## **AGBS 126 – First Year Seminar 1 credit hour**

The First-Year Seminar provides students with a multidisciplinary experience in which they approach an issue or problem from the perspective of three different academic disciplines. The First-Year Seminar will consist of three 1-credit hour courses taken as co-requisites in a single semester. The successful completion of all three courses satisfies the General Studies LOPER 1 course requirement. Students may take the First-Year Seminar in any discipline, irrespective of their major or minor. Students admitted as readmit students or transfer students who transfer 18 or more hours of General Studies credit to UNK are exempt from taking a LOPER 1 course.

## **AGBS 315 – Agribusiness Management 3 credit hours**

This course focuses on the role and function of management in the agribusiness sector. The agribusiness sector is diverse and includes firms producing agricultural products, firms providing inputs and services to agricultural producers and all the firms that handle and process agricultural goods from the farm gate to the consumer's plate. This course builds upon the basic management principles and skills learned in MGT 355 by exposing students to the size and scope of the agribusiness sector, the organizational design of the types of businesses common in agriculture (e.g., cooperatives, sole-proprietorship, family owned-corporations, etc.) and the challenges managers face in these business environments. Given these basic principles and skills, this course will also prepare you for analyzing agricultural business and economic data, as well as using optimization techniques for decision making.

Department Consent Required

Prerequisite: ECON 270 or ECON 271 and MGT 355 and permission

## **AGBS 335 – Food and Commodities Marketing 3 credit hours**

An analytical and descriptive study of agricultural markets and marketing systems. This course will provide the student with knowledge of agricultural price determination, the use of futures and options for price discovery and risk management, and marketing institutions in agriculture.

Prerequisite: ECON 271

## **AGBS 350 – Economics of the Agricultural Sector 3 credit hours**

All agribusinesses are impacted by factors external to the firm, such as weather, agricultural policy, macroeconomic events, economic policy, and changes in the legal environment. This course is designed to show how the agricultural and non-agricultural sectors are integral parts of the economy and to provide students with an understanding of the current economic environment, how this may change in the future, and how these factors impact agricultural production and agribusinesses. Course is required in the Agribusiness program but also serves as an elective for other business and non-business degree programs.

Prerequisite: ECON 270 and ECON 271

## **AGBS 398 – Farm and Ranch Management 3 credit hours**

This course focuses on the problems faced by farm, ranch, and agribusiness managers, and the decision-making process used in achieving the business's objective of increasing profit or some other desired goal. Focusing on the application of economic principles to the decision making process, this course provides students with experience in decisions of how much, what, and how to produce; examination of how financial statements and budgeting techniques are used in decision making; and the application of risk analysis and management of risk through investment planning and analysis.

Prerequisite: ECON 271 and ACCT 250

## **AGBS 415 – Agricultural Price Analysis 3 credit hours**

This course focuses on the role of prices and pricing mechanisms in coordinating activities between the vertical levels of the agricultural marketing system. Focusing on the application of economic principles in the price discovery process, this course is designed to foster skill development in the basic quantitative methods used in market and price analysis and price forecasting and for students to gain an understanding of the different factors that influence prices in the agricultural sector and the alternative pricing arrangements that exist for agricultural commodities.

Prerequisite: AGBS 335 and MGT 233 or STAT 241

## **AGBS 435 – Agricultural Finance 3 credit hours**

Financial management in agriculture is concerned not only with the acquisition and use of financial resources, but also the protection of equity capital from various sources of risk. This course focuses on the financial requirements of farms, ranches, and agribusiness firms, and the decision-making process used in evaluating the credit needs and repayment capacity from both the manager's and lenders perspectives. Focusing on the application of economic principles in making financial decisions, this course provides students with experience in evaluating risk by analyzing financial statements, cash flow budgets, and capital budgets, an understanding of the sources of agricultural credit, and acquaints the student with some of the special issues associated with financial management in the agricultural environment.

Prerequisite: AGBS 398 and FIN 308

## **AGBS 475 – Agribusiness Internship 1-8 credit hours**

A work experience program planned for students preparing for employment in agricultural business. The learning situation is organized and supervised cooperatively by the academic department, CBT Career Center, and personnel of selected agribusiness. Work experience includes an acceptable type of wage earning employment in agribusiness industry approved by the coordinator.

Total Credits Allowed: 8.00

Prerequisite: Minimum GPA of 2.5 and ECON 270 and ECON 271 and additional 6 hours of 300/400 level AGBS and ECON courses.

## **AGBS 498 – Special Topics in Agribusiness 1-3 credit hours**

Specific topics in agribusiness which are not covered in other departmental offerings. Format of the course will vary according to topic, instructor, and needs of the student.

Total Credits Allowed: 6.00

Prerequisite: ECON 270 or ECON 271

## **AGBS 499 – Independent Study and Research in Agribusiness 1-6 credit hours**

Individual research under the supervision of a faculty member of the department and approved by the Department Chairman. Topics to be investigated may be tailored to fit the needs of the student.

Total Credits Allowed: 6.00