

## **ABUS 321: Agribusiness Management (Spring 2012)**

Instructor: Dr. Eric Houk  
Office Hours: Monday and Wednesday 1:00-2:00 PM, Friday 2:00-3:00 PM, and by appointment.  
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### **Course Description**

The application of economic and management principles to the planning, control, and organization of agribusiness firms. Linear programming applications, decision trees, inventory control, and equipment replacement. Formerly ABUS 121. Prerequisites: ABUS 101 or equivalent. (3 units)

### **Course Objectives**

The primary objective of this course is to help you develop the appropriate managerial and decision-making tools that are needed in agriculture. In addition to learning basic managerial skills, students will learn how to measure management performance, improve management skills, and how to better understand the financial condition of the farm business. Throughout the course, we will illustrate the role and importance of management decisions in agriculture and give you the opportunity to use the principles, tools and concepts discussed during class to solve problems that reflect real life.

### **Readings**

*Farm Management*, 7<sup>th</sup> (6<sup>th</sup> edition can be used at your own discretion)  
Ronald D. Kay, William M. Edwards, and Patricia A. Duffy  
McGraw Hill. 2012

In addition to the book above, you may be assigned additional readings throughout the semester. You are responsible for the material covered in class and the material in these assigned readings. Students will receive the greatest benefit if they review the assigned readings before class.

### **Course Policies**

Students are expected to read & adhere to the policies identified for all courses within the College of Agriculture ([www.csuchico.edu/ag/assets/documents/syllabi/COACCommonSyllabusPolicies.pdf](http://www.csuchico.edu/ag/assets/documents/syllabi/COACCommonSyllabusPolicies.pdf)) as well as all other University policies ([www.csuchico.edu/catalog/cat09/08EndMaterials/02UniversityPolicies.html](http://www.csuchico.edu/catalog/cat09/08EndMaterials/02UniversityPolicies.html)). Some additional policies for this course are as follows:

*Behavior:* Respect your classmates. Do not distract others by talking, coming into class late or leaving early, all cell phones must be turned off or silenced before coming to class.

*Diversity:* I want everyone to feel welcome; no disparaging remarks will be tolerated in regards to ethnicity, sex, age, religion, disability, socioeconomic background, etc.

*Academic dishonesty:* This is dealt with at the instructor's discretion, with the likely penalty being an "F" for the course. All cases of Academic Dishonesty will be reported to Student Judicial Affairs. The University Catalog has more information regarding the Standards for Student Conduct.

*Ask for help if you need it:* I am available outside of class.

## Grades

Final grades will be based upon three exams and assignments as follows:

1. Exam 1	100
2. Exam 2	100
3. Final Exam	100
4. Assignments	100
5. <u>Attendance</u>	<u>50</u>
Total: 450 Points	

Grades will be assigned using the following scale:

93% - 100%	A
90% - 92%	A-
87% - 89%	B+
83% - 86%	B
80% - 82%	B-
77% - 79%	C+
73% - 76%	C
70% - 72%	C-
67% - 69%	D+
60% - 66%	D
Below 60%	Failure

*Exams/Final Exam:* Exams may involve essays, short essays, short problems, and multiple choice questions. You may use a simple calculator during exams, but no programmable calculators, laptops, or cell phones. The final exam will resemble the other exams, but it might include some cumulative material. Make-up exams will only be allowed with written verification of an unavoidable circumstance and must be approved. Make-up exams are strongly discouraged.

*Assignments (approx. 10):* Assignments will be given throughout the semester, they are intended to help you learn and apply the course material. Most of these will be take-home assignments, but some may be done in class. You can use your textbook and work with other students, but you must turn in your own work (written in your own words). I am also willing to help you on these assignments, but I expect that you will take the time to sit down and work through the problems with me.

*Attendance:* You are expected to come prepared to each class and be willing to participate in discussions. As such, attendance will be taken 10 times throughout the semester and will be worth 5 points for each day. Arriving late (after attendance has been taken), leaving early, or acting unprofessionally will result in 0 out of 5 points. In addition, if your cell phone rings during class you will lose the attendance points for that day.

## Late Policy

Students are responsible for handing in assignments when they are due. However, the assignments are designed to help you apply the course material and help you prepare for the exams. As such, I am willing to accept late assignments for partial credit (grade reduced by 50%) up to the date of the next exam for which they are relevant.

## Computer Use

This course will require you to access and use the learning management system "Vista". Vista will be used in a variety of ways, including: course announcements, course assignments, etc. You will also be required to use Microsoft Excel for some of the assignments.

**Course Outline** \*Course outline is subject to change.

**Section 1: Introduction to Agricultural Management and Basic Management Skills**

- Farm Management in the Twenty-First Century (Chapter 1)
- Management and Decision Making (Chapter 2)
- Forms of Farm Business Organization (Chapter 14)
- Economic Principles - Choosing Production Levels (Chapter 7)
- Economic Principles - Choosing Input and Output Combinations (Chapter 8)
- Cost Concepts in Economics (Chapter 9)

**\*Exam #1: February 22, 2012 (additional topics/readings will also be covered)**

**Section 2: Measuring Management Performance (financial statements)**

- Acquiring and Organizing Management Information (Chapter 3)
- The Balance Sheet and its Analysis, also covers Depreciation (Chapter 4)
- The Income Statement and its Analysis (Chapter 5)
- Farm Business Analysis (Chapter 6)

**\*Exam #2: April 11, 2012 (additional topics/readings will also be covered)**

**Section 3: Credit, Budgeting, Whole Farm Planning and Linear Programming, etc.**

- Capital and the Use of Credit (Chapter 19)
- Enterprise Budgeting (Chapter 10)
- Partial Budgeting (Chapter 12)
- Whole-Farm Planning (Chapter 12)
- Cash Flow Budgeting (Chapter 13)
- Managing Risk and Uncertainty (Chapter 15)
- Investment Analysis (Chapter 17)
- Land - Control and Use (Chapter 20)
- Human Resource Management (Chapter 21)
- Machinery Management (Chapter 22)

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Some of these topics may not be covered
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**\*Final Exam: See Final Exam Schedule (additional topics/readings will also be covered)**

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If you need any additional help throughout this semester, please come by and see me or make an appointment. I have an open door policy and I am around much more than my office hours indicate. Although I am often busy working on different projects, committee's, etc. I consider teaching to be my primary responsibility and I will try to be available as much as possible throughout the semester.

Welcome to ABUS 321. I hope you have a great semester, good luck.