ABUS 321: Agribusiness Management

Instructor: Dr. Christine Carroll
Office Hours: Monday, Tuesday, and Thursday 2-3pm; 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)

Grading

Final grades will be based upon three exams, homework, and attendance/quizzes as follows:
1. Exam 1 100
2. Exam 2 100
3. Final Exam 100
6. Homework 100
7. Participation/attendance/quizzes/in class work 100
Total: 500 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
## Course Schedule*

<table>
<thead>
<tr>
<th>Week</th>
<th>Dates</th>
<th>Topics</th>
<th>Readings</th>
<th>Deadlines</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Jan. 23, 25, 27</td>
<td>Intro to Farm Management, Management and Decision Making</td>
<td>Chapter 1, 2</td>
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<tr>
<td>2</td>
<td>Jan. 30, Feb. 1, 3</td>
<td>Forms of Business Organization</td>
<td>Chapter 14</td>
<td>Homework 1 Feb. 3</td>
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<tr>
<td>3</td>
<td>Feb. 6-10</td>
<td>Economic Principles-Production</td>
<td>Chapter 7</td>
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<td>4</td>
<td>Feb. 13-17</td>
<td>Economic Principles-Inputs and Outputs</td>
<td>Chapter 8</td>
<td>Homework 2 Feb. 17</td>
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<tr>
<td>5</td>
<td>Feb. 20-22, 24</td>
<td>Cost Concepts</td>
<td>Chapter 9</td>
<td>Exam 1 Feb 24</td>
</tr>
<tr>
<td>6</td>
<td>Feb. 27, Mar. 1, 3</td>
<td>Management Information</td>
<td>Chapter 3</td>
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<tr>
<td>7</td>
<td>Mar. 6-10</td>
<td>The Balance Sheet</td>
<td>Chapter 4</td>
<td>Homework 3 Mar 10</td>
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<td>8</td>
<td>Mar. 20-24</td>
<td>The Income Statement</td>
<td>Chapter 5</td>
<td></td>
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<tr>
<td>9</td>
<td>Mar. 27, 29</td>
<td>Farm Business Analysis</td>
<td>Chapter 6</td>
<td>Homework 4 Mar 29</td>
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<tr>
<td>10</td>
<td>Apr. 3-7</td>
<td>Enterprise Analysis</td>
<td>Chapter 18</td>
<td>Exam 2 Apr. 7</td>
</tr>
<tr>
<td>11</td>
<td>Apr. 10-14</td>
<td>Budgeting</td>
<td>Chapter 10</td>
<td></td>
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<tr>
<td>12</td>
<td>Apr. 17-21</td>
<td>Whole-Farm Budgeting</td>
<td>Chapter 11</td>
<td>Homework 5 Apr. 21</td>
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<tr>
<td>13</td>
<td>Apr. 24-28</td>
<td>Partial Budgeting</td>
<td>Chapter 12</td>
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<tr>
<td>14</td>
<td>May 1-5, 8-12</td>
<td>Capital and Use of Credit</td>
<td>Chapter 19</td>
<td>Homework 6 May 5</td>
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<tr>
<td>15</td>
<td>May 1-5, 8-12</td>
<td>Review/Additional Topics TBA</td>
<td>TBA</td>
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<tr>
<td>16</td>
<td>May 15-19</td>
<td>Final Exam</td>
<td>See University Schedule</td>
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</table>

*Subject to change
Objectives

- Students will learn the importance of management and decision-making in agriculture
- Students will apply basic economic principles to agricultural management
- Students will practice using tools to collect data and manage farm finances
- Students will study budgeting as it related to farm management
- Students will be introduced to tax, investment, and labor issues

Materials

- Additional assigned readings will be available on the course website. See Course Schedule below.

Course Guidelines and Expectations

- Respectful discussion and debate: This course may cover controversial policy issues. Respectful discussion and debate are highly encouraged; personal attacks and rude behavior will not be tolerated. See also diversity statement below.

- Behavior: Respect your classmates. Do not distract others by talking, reading, coming into class late or leaving early, and silence all cell phones before entering the classroom. In addition, you are expected to follow all of the guidelines established under the “Standards for Student Conduct”.

- All course requirements and deadlines are available on this syllabus. Please read and refer back to this document throughout the course.

- I want you to succeed in this course. If you are falling behind for any reason, please contact me via email or phone as soon as possible. I am available outside of class to help as needed, and the earlier you let me know of any issue, the more I am able to help.

- Email hours: I will make an effort to respond to all emails in a timely fashion. I will attempt to respond the same day to email received during business hours (approximately 9am to 5pm M-F), or the next business day to email received on nights and weekends.

Website

This course will require you to access and use the learning management system “Blackboard Learn”. Blackboard Learn will be used in a variety of ways, including: course announcements, readings, assignments, etc.
Late Policy

Students are responsible for handing in assignments when they are due. One assignment will be dropped. No late work will be accepted unless with written verification of unavoidable circumstances or at the instructor’s discretion.

Attendance/Quizzes

You are expected to come prepared to class and participate in discussions. As such, attendance will be taken via unannounced quiz or sign in sheet. Arriving late (after the quiz/sign in sheet), leaving early, or acting unprofessionally will result in 0 points. In addition, if your cell phone rings during class you will lose the attendance points for that day.

Assignments

Homework will be given occasionally throughout the semester, these assignments are intended to help you learn, feel free to refer to your text or ask questions as needed.

Exams

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 will 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.

University Policies and Campus Resources

- **Dropping and Adding:** Students may drop this course during the first two weeks of the semester without restriction or instructor approval. Students may add if room is available through the instructor only. During the 3rd and 4th weeks of classes, Change of Program (COP) forms are needed to add/drop, and require the instructor’s signature. After the 4th week of classes, all COP forms to add/drop require a serious and compelling reason (see University Catalog) and require approval signatures from the instructor, department chair, and dean of the college. Do not assume you will be automatically dropped for not attending class; however, failure to attend the first two days may lead to being dropped. It is your responsibility to make a commitment to dropping or staying in class by the second week. If you do not follow the appropriate drop procedure, you risk getting a failing grade for the class.

- **Academic Honesty:** Any work submitted that is not the product of the student who has their name on the work, which would include work taken from any other sources and not properly noted or cited, is plagiarized work and will be prosecuted according to university standards. Any sign of cheating in any way on any course exams or assignments will be addressed directly, according to university standards. If
you do not understand what plagiarism is, or what cheating entails, you must seek information regarding this matter from the current University Catalog and from me. The consequences of plagiarism begin with a failing grade on the work, and possibly a failing grade in the course, depending upon university action. It is the expressed expectation of this instructor that all students demonstrate integrity and individual responsibility in all actions related to this course. Unethical behavior of any kind is unacceptable and will be prosecuted vigorously.

- **Diversity Statement:** Students in this class are encouraged to speak up and participate during class meetings. Because the class will represent a diversity of individual beliefs, backgrounds, and experiences, every member of this class must show respect for every other member of this class. Every student has the right and privilege to learn in the class, free from harassment and disruption.

- **Campus Policy in Compliance with the American Disabilities Act:** If you need course adaptations or accommodations because of a disability, or if you need to make special arrangements in case the building must be evacuated, please make an appointment with me as soon as possible, or see me during office hours. Students with disabilities requesting accommodations must register with the Accessibility Resource Center (ARC) to establish a record of their disability. The Accessibility Resource Center website is [http://www.csuchico.edu/arc](http://www.csuchico.edu/arc).

Special accommodations for exams require ample notice to the testing office and must be submitted to the instructor well in advance of the exam date.

- **Student Learning Center:** The mission of the Student Learning Center (SLC) is to provide services that will assist CSU, Chico students to become independent learners. The SLC prepares and supports students in their college course work by offering a variety of programs and resources to meet student needs. The SLC facilitates the academic transition and retention of students from high schools and community colleges by providing study strategy information, content subject tutoring, and supplemental instruction. The SLC is online at [http://www.csuchico.edu/slc](http://www.csuchico.edu/slc). The University Writing Center has been combined with the Student Learning Center.

- Student Services Student services are designed to assist students in the development of their full academic potential and to motivate them to become self-directed learners. Students can find support for services such as skills assessment, individual or group tutorials, subject advising, learning assistance, summer academic preparation and basic skills development. Student services information can be found at: [http://www.csuchico.edu/current-students](http://www.csuchico.edu/current-students).

- **College of Agriculture Common Course Policies:** Students are expected to read and adhere to all course policies found in the College of Agriculture Common Course Policies found at: [http://www.csuchico.edu/ag/_assets/documents/syllabi/COA\CommonSyllabusPolicies.pdf](http://www.csuchico.edu/ag/_assets/documents/syllabi/COA\CommonSyllabusPolicies.pdf).