Agribusiness Management

Harvey James, Chair
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The Division of Applied Social Sciences offers a Bachelor of Science degree in Agribusiness Management. The degree program trains students in business, management, economics, entrepreneurship, policy, finance and marketing. Agribusiness Management courses stress management topics, so students gain a strong understanding of how firms operate and how to manage people and businesses working throughout the agrifood value chain. Additionally, to tailor the learning experience to areas that most interest them, Agribusiness Management students may choose from one of two specializations: management or public policy.

Through coursework and real-world experiences, the Agribusiness Management program encourages students to develop quantitative, analytical and critical thinking skills. With this preparation, Agribusiness Management graduates have the knowledge they need to succeed as managers, leaders and decision-makers in food and agriculture firms, natural resources organizations and the policy arena.

Our faculty conduct research in diverse disciplines, including communication, governance, management, operations and policy, and they incorporate their insights into their teaching. Plus, faculty work to share their research findings in ways that those insights can be applied to help people in the food and agriculture system do their jobs better, lead better, communicate better and ultimately enable our world's food and agriculture system to function better.

Faculty

Associate Professor K. Jacobs**, S.A. Low**, K. C. Moore*, M. E. Sykuta**
Assistant Professor M. Segovia*, T. Skevas**
Extension Professor R. Massey**
Extension Associate Professor D. S. Brown**, J. Kruse
Extension Assistant Professor M.L. Rahe, A. Spell
Assistant Teaching Professor J. Palacios Rivera
Research Assistant Professor J. Binfield, J. Grashuis
Instructor M. Foreman, J. Moreland, L. F. Sowers
Adjunct Faculty H. Gedikoglu, D. Miller, M. Sveum

* Graduate Faculty Member - membership is required to teach graduate-level courses, chair master's thesis committees, and serve on doctoral examination and dissertation committees.

** Doctoral Faculty Member - membership is required to chair doctoral examination or dissertation committees. Graduate faculty membership is a prerequisite for Doctoral faculty membership.

Undergraduate

• BS in Agribusiness Management (http://catalog.missouri.edu/collegeofagriculturefoodandnaturalresources/agribusinessmanagement-bs-agribusiness-management/)
• Minor in Agribusiness Management (http://catalog.missouri.edu/collegeofagriculturefoodandnaturalresources/agribusinessmanagement/minor-agribusiness-management/)

The Agribusiness Management program uniquely equips students with the quantitative, analytical and critical thinking skills that are necessary for succeeding in their careers. Our faculty teach business, economics, entrepreneurship, finance, marketing and management concepts in the context of production agriculture and the global food system.

Combined with stressing conceptual understanding, the program immerses students in opportunities to apply their skills and experience real-world problem-solving. With this preparation, our graduates are equipped to help the food and agriculture industry in increasing food, fiber and biofuel production; meeting the world's growing needs; and acting as good stewards toward our natural resources.

Students are admissible to transfer into this program with 2.0 cumulative GPA. You are directly admissible into the program when you meet the University admissions requirements.

Graduate

While MU does not offer graduate degrees specifically in agribusiness management, the University does offer post-baccalaureate opportunities in a number of related areas, both within the College of Agriculture, Food and Natural Resources, and in the other Schools and Colleges that make up the University. The catalog provides a complete list of these degree options (http://catalog.missouri.edu/degreesanddegreeprograms/).

ABM 1010: Introduction to Agribusiness Management
Introduction to Agribusiness Management, will provide students the opportunity to learn about business, agriculture, food, and the environment. Students will develop an understanding of how agriculture contributes to the U.S. economy and international markets. Agriculture is one of the fastest growing sectors in the U.S. economy and provides many great career opportunities nationwide. Students will learn about careers in agribusiness and food industry sales, commodity and food product marketing, entrepreneurial endeavors, farm management and production, financial management and analysis, human and public relations, policy and law and supply chain management.

Credit Hours: 3

ABM 1041: Applied Microeconomics
Introduction to the microeconomic principles and their application to decision-making in agribusinesses. Consumer decision analysis, producer goals and optimization and the market environment where they meet and trade. Applications to current issues. Students who complete ABM 1041 may not have credit for ECONOM 1014.

Credit Hours: 3
ABM 1042: Applied Macroeconomics
Introduction to macroeconomic principles and their application to agriculture-food sector and natural resource issues. Using macroeconomic principles in decision making and in evaluating national and regional economic problems and issues. Students who complete ABM 1042 may not have credit for ECONOM 1015.
Credit Hours: 3

ABM 1200: Applied Computer Applications
This course is an applied problem based learning opportunity for students to gain Excel spreadsheet related skills critical to careers in agriculture, food and natural resources. Students will learn intermediate and advanced spreadsheet skills essential for problem solving and decision making in these biologically influenced fields.
Credit Hours: 3

ABM 1230: Introduction to the Agricultural Policy Process
This course is designed to help students recognize various aspects of agricultural policy and leadership. Students will learn about the food/ agriculture/rural policy making process, the impact of those policies, and the role of leadership through discussions with recognized local, state, and national leaders in agriculture and policymaking. Graded on A-F basis only. Recommended Freshman preferred.
Credit Hours: 3

ABM 1230H: Introduction to the Agricultural Policy Process - Honors
This course is designed to help students recognize various aspects of agricultural policy and leadership. Students will learn about the food/ agriculture/rural policy making process, the impact of those policies, and the role of leadership through discussions with recognized local, state, and national leaders in agriculture and policymaking. Graded on A-F basis only.
Credit Hours: 3
Prerequisites: Honors eligibility required. Recommended Freshman preferred

ABM 2050: For the Love of Food: Global Food System Debate
This course is designed to develop students' understanding of the food system from farm to plate and the consumer's role in the global food system. Gaining a knowledge base on food system dynamics will allow students to better understand the societal and policy making processes behind food production. Each week we will discuss key topics and issues facing the food system today. This class will help students develop critical thinking skills to address challenges in the global food system.
Credit Hours: 3

ABM 2070W: Environmental Economics and Policy - Writing Intensive
(same as ENV_ST 2070W). Examines current environmental and natural resource issues using a systems perspective and key economic concepts. Explores connections between the environment and the economy based on problems at the local, national, and international levels.
Credit Hours: 3
Prerequisites: sophomore standing
Recommended: ENGLISH 1000

ABM 2123: Quantitative Applications in Agricultural and Natural Resource Sciences
Familiarize students with the use of quantitative tools in developing and analyzing fundamental concepts in agricultural and natural resource sciences.
Credit Hours: 3
Prerequisites: MATH 1050, MATH 1100, or MATH 1160

ABM 2183: The Economics of the Food, Fiber and Fuel Supply Chain
Analysis of supply chain decision making in the transformation of agricultural products into food, fiber, and fuel products. Provides an understanding for how to apply economic principles to managerial decisions in the face of production uncertainty, policy implementation, and changes in consumer preference.
Credit Hours: 3
Prerequisites: ABM 1041 or ECONOM 1014
Recommended: ABM 1042 or ECONOM 1015

ABM 2215: Introduction to the Theory and Practice of Sustainable Agriculture
This experiential course provides an overview of the theoretical and practical principles of sustainable agriculture by exploring the holistic nature of sustainable agriculture, and analyzing agriculture systems based on their impact on the environment, economy and community.
Credit Hours: 3

ABM 2223: Agricultural Sales
Principles of salesmanship in agricultural input and output markets; buyer motivations; time and territory management; communication models and techniques; planning and executing sales calls; after-sale service.
Credit Hours: 3
Prerequisites: ABM 1041 or ABM 1042 or ECONOM 1014 or ECONOM 1015 and sophomore standing

ABM 2225: Statistical Analysis
Credit Hours: 3
Prerequisites: MATH 1100

ABM 2294: Market Watch - Understanding and Using Commodity Markets
This course is an introduction to commodity merchandising with a focus on the underlying fundamental market factors that determine commodity prices. In addition to monitoring market news, weather and supply/ demand, students learn about cash, futures and options markets. Various merchandising tools are examined and how they can be applied to develop effective commodity merchandising strategies.
Credit Hours: 3
Recommended: Excel
ABM 2301: Topics in Agribusiness Management
Initial offering of a course in a specific subject matter area related to Agribusiness Management. The course is offered when proposed by a faculty member in that area of expertise.
Credit Hours: 1-3

ABM 3150: International Agribusiness
This course covers the primary factors that shape the business environment for food and agricultural firms conducting business across borders. The course examines how culture, institutions and public policy affect business operations and business strategies.
Credit Hours: 3
Prerequisites: ABM 2183

ABM 3215: Community Food Systems
This course focuses on essential concepts in the research, implementation and understanding of food systems, with topics ranging from micro-level local, community and regional food systems to macro-level global trends in food production and distribution. Students examine the social, economic and health implications of conventional and alternative food systems as well as specific U.S. policies and programs relevant to our present food systems. Particular focus is on the growing proliferation of alternative marketing schemes, food sovereignty issues, and the relationships between community food systems, and contemporary health and nutritional issues.
Credit Hours: 3
Recommended: AFNR 2215

ABM 3224: New Products Marketing
Learning experience to develop skills in marketing new agriculture products. To include market analysis, goals and objectives, action plan, financial evaluation and monitoring and measurement. In small groups, students will develop complete marketing plan for a new product.
Credit Hours: 3
Prerequisites: ABM 1041 or ECONOM 1014

ABM 3224W: New Products Marketing - Writing Intensive
Learning experience to develop skills in marketing new agriculture products. To include market analysis, goals and objectives, action plan, financial evaluation and monitoring and measurement. In small groups, students will develop complete marketing plan for a new product.
Credit Hours: 3
Prerequisites: ABM 1041 or ECONOM 1014

ABM 3230: Agricultural and Rural Economic Policy
Study and analysis of past and present government policies affecting agriculture and rural economy.
Credit Hours: 3
Prerequisites: ABM 1041 or ECONOM 1014 and ABM 1042 or ECONOM 1015

ABM 3231W: Ethical Issues in Agriculture - Writing Intensive
The study of how economics, philosophy, and science inform on and impact important ethical problems in agriculture, such as the environment, biotechnology, animal welfare, farm structure, the role of agribusiness, development, sustainability, and agriculture-related public policy. Course may be repeated once for credit.
Credit Hours: 3
Prerequisites: ABM 1041 or ECONOM 1014 and junior standing

ABM 3256: Agribusiness and Biotechnology Law
Legal concepts applicable to agribusiness and biotech firms. To include contracts, torts, product liability, warranties, corporate farming laws, UCC, corporations/partnerships/limited liability companies, labor laws, patent copyrights/trademark laws, international and ethical perspectives.
Credit Hours: 3

ABM 3260: General Farm Management
Economics and management principles applied to planning and operating farm businesses. Includes enterprise combination, resource acquisition, water management, profit maximizing techniques and annual adjustments to changing conditions.
Credit Hours: 3
Prerequisites: ABM 1041 or ECONOM 1014

ABM 3271: International Agricultural Development
Examines world food problem; analyzes its causes; economic and noneconomic policy alternatives for modernizing agriculture in less-developed countries.
Credit Hours: 3
Prerequisites: ABM 1041 or ECONOM 1014 and ABM 1042 or ECONOM 1015
Recommended: junior standing

ABM 3272: International Food Trade and Policy
Examines food trade; develops economic analyses of trade impacts on domestic agricultural policies; examines international trade agreements; and interface of trade and environment.
Credit Hours: 3
Prerequisites: ABM 1041 or ECONOM 1014 and ABM 1042 or ECONOM 1015

ABM 3272: International Food Trade and Policy
Examines food trade; develops economic analyses of trade impacts on domestic agricultural policies; examines international trade agreements; and interface of trade and environment.
Credit Hours: 3
Prerequisites: ABM 1041 or ECONOM 1014 and ABM 1042 or ECONOM 1015

ABM 3277: International Agribusiness and Development
Examines world food problem; analyzes its causes; economic and noneconomic policy alternatives for modernizing agriculture in less-developed countries.
Credit Hours: 3
Prerequisites: ABM 1041 or ECONOM 1014 and ABM 1042 or ECONOM 1015
Recommended: junior standing

ABM 3282: Agribusiness Finance
Application of the concepts and methods of finance to the management of agribusiness firms, including cooperatives. Special attention is given to the working capital needs of agribusiness and to the specialized lending institutions in the agricultural economy.
Credit Hours: 3
Prerequisites: ABM 1041 or ECONOM 1014 and ACCTCY 2036 or ACCTCY 2026
Recommended: ACCTCY 2037 or ACCTCY 2027

ABM 3283: Fundamentals of Entrepreneurship
Introduce students to entrepreneurial way of thinking. Entrepreneurship is a way of thinking about identifying/creating opportunities and transforming those opportunities into new businesses, new institutions, or solutions to problems. Students will participate in the process of formulating and evaluating solutions to problems and identifying and exploiting opportunities.
Credit Hours: 3
ABM 3370: Transportation in the Global Supply Chain  
This course provides an overview of the transportation sector, including history, providers, users, government regulation, and the central role of transportation in supply chain management. The course covers the importance of domestic and global transportation, the operational aspects of the various transportation modes (rail, water, motor, air, and pipeline), the role of transportation intermediaries, the demand and supply of transportation, and the managerial aspects of transport in both the commercial and urban environment.

Credit Hours: 3

ABM 4110: Business Golf Management and Etiquette  
This course focuses on building customer service skills or business negotiation skills in the social setting of golf. In addition, students gain knowledge of golf etiquette. Graded on S/U basis only.

Credit Hours: 2

Prerequisites: ABM 2223, ABM 3286 and Senior Standing. Consent of instructor required

ABM 4223: Professional Solution Selling  
(cross-leveled with AAE 7223). This course will reinforce the sales education students gained in ABM 2223, Agricultural Sales. Class will focus on strategic and conceptual selling which are techniques geared toward complex B2B sales. In this course, we will discuss myriad career opportunities in the sales profession. Students will have the opportunity to interact with sales professionals.

Credit Hours: 3

Prerequisites: ABM 2223

ABM 4230: Understanding the Agricultural Policy Process  
The goal of this course is to prepare students for a career in agricultural policy and will build the skill set needed in the agricultural policy environment.

Credit Hours: 3

Prerequisites: ABM 3230

ABM 4240: Microeconomics Theory and Applications  
(cross-leveled with AAE 7240). This course extends the learning from principles of microeconomics for students of applied economics. The topics in this course prepare students for further study in finance, business management, policy analysis, economic development, and other applications of economic theory. The course stresses development of theoretical models of consumer choice, firm behavior, perfect and imperfect markets, and externalities, balanced by investigation of the assumptions behind these models. Applications of the models to management and policy issues will be assigned throughout the semester.

Credit Hours: 3

ABM 4251: Agricultural Prices  
(cross-leveled with AAE 7251). Agricultural Prices is a key class for understanding how market prices are determined and what changes them. Students use economics, math, and statistical tools throughout the course. The content of this course can be relevant to students who intend to work for firms or in a policy environment, or for further education in economics or business.

Credit Hours: 3

Prerequisites: ABM 1041 or ECONOM 1014, ABM 2225 and MATH 1400

ABM 4266: Behavioral and Experimental Economics  
(cross-leveled with AAE 7286). This course provides an introduction to behavioral economics and experimental methods. Behavioral and experimental economics are exciting fields in the broader economics discipline, with experimental economics focusing on controlled identification and behavioral economics research tackling situations in which the observed behavior of economic agents deviates from the
predictions of standard economic theory. The course introduces state-of-the-art research methodology in experimental and behavioral economics, and provides tools that can be applied to a variety of economic situations, including social dilemmas, auction markets, and individual decision-making.

**Credit Hours:** 3  
**Prerequisites:** ABM 4240 or ECONOM 4351, or instructor’s permission. Game theory is helpful but not required

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**ABM 4295: Agricultural Risk Management**  
(cross-leveled with AAE 7295). This class will examine the range of risks business face and explore ways of characterizing and evaluating those risks.

**Credit Hours:** 3  
**Prerequisites:** ABM 2183 and ABM 2225 or STAT 2500

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**ABM 4301: Topics in Agribusiness Management**  
Current and new topics not currently offered in applied and/or theoretical areas in Agribusiness Management.

**Credit Hour:** 1-6

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**ABM 4301H: Topics in Agribusiness Management - Honors**  
Current and new topics not currently offered in applied and/or theoretical areas in Agribusiness Management.

**Credit Hour:** 1-6  
**Prerequisites:** honors eligibility required

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**ABM 4940: Internship Opportunities**  
Combines study, observation, and employment in a public agency or private firm in marketing, farm management, or credit. Staff supervision and evaluation. Reports required.

**Credit Hour:** 1-3  
**Recommended:** 75 hours completed

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**ABM 4962: Planning the Farm Business**  
(cross-leveled with AAE 7962). Economic analysis and planning of the farm business and its organization. Applications of computerized management techniques to farm business including resource acquisition, tax management, enterprise analysis, and business analysis through farm records and budgets.

**Credit Hours:** 3  
**Prerequisites:** ABM 3260

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**ABM 4971W: Agribusiness Management Strategy - Writing Intensive**  
(cross-leveled with AAE 7971). Analysis of industry forces in agriculture and food sector. Assessing risks and firms’ capabilities. Development of firm’s competitive strategy, including vertical integration, diversification, international business option, and financial planning and performance measurement.

**Credit Hours:** 3  
**Prerequisites:** ABM 3282 or FINANC 3000 and ABM 3286 or MANGMT 3000

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**ABM 4972: Agri-Food Business and Cooperative Management**  
(cross-leveled with AAE 7972). Risk management in the global agrifood chain, including managing the unique uncertainties of biological production processes, global market analysis, and government intervention, of risk management tools and institutions unique to strategic decision making in agribusiness and cooperative firms.

**Credit Hours:** 3  
**Prerequisites:** ABM 4971 and ABM 3286 or MANGMT 3000  
**Recommended:** ABM 3256

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**ABM 4983W: Strategic Entrepreneurship in Agri-Food - Writing Intensive**  
(cross-leveled with AAE 7983). Strategic entrepreneurship is the search for opportunities to generate income streams from innovation, development of new markets, and altering the rivalry positions in existing markets.

**Credit Hours:** 3  
**Prerequisites:** ABM 3283 and ABM 3282 or FINANC 3000  
**Recommended:** senior standing

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**ABM 4990H: Economic Analysis of Policy and Regulation - Honors**  
(cross-leveled with AAE 7990). Apply economic concepts and tools to analyze the policy-making process and the implications of policy for individuals, firms, markets and society. Policy topics include, among other things, agricultural support programs, environmental policy, international trade, international development, and agribusiness regulation.

**Credit Hours:** 3  
**Prerequisites:** ABM 2225 or STAT 2500 and ABM 4240 or ECONOM 4351

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**ABM 4990HW: Economic Analysis of Policy and Regulation - Honors/Writing Intensive**  
(cross-leveled with AAE 7990). Apply economic concepts and tools to analyze the policy-making process and the implications of policy for individuals, firms, markets and society. Policy topics include, among other things, agricultural support programs, environmental policy, international trade, international development, and agribusiness regulation.

**Credit Hours:** 3  
**Prerequisites:** ABM 2225 or STAT 2500 and ABM 4240 or ECONOM 4351

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**ABM 4990W: Economic Analysis of Policy and Regulation - Writing Intensive**  
(cross-leveled with AAE 7990). Apply economic concepts and tools to analyze the policy-making process and the implications of policy for individuals, firms, markets and society. Policy topics include, among other
things, agricultural support programs, environmental policy, international trade, international development, and agribusiness regulation.

**Credit Hours:** 3

**Prerequisites:** ABM 2225 or STAT 2500 and ABM 4240 or ECONOM 4351