



MASTER COURSE OUTLINE

A. AGBS 2000 Introduction to Agribusiness Management

B. COURSE DESCRIPTION:

This course provides students with a foundation in agribusiness management. Employers desire a combination of technical and business management skills in potential employees. This course includes the study of critical agribusiness skills and their application in the agribusiness industry.

(3 Cr – 3 lect, 0 lab)

C. **Core Theme: Critical Thinking

D. MAJOR CONTENT AREAS:

- Agribusiness management models
 - system
 - manager
 - evaluation
- Planning function
 - marketing
 - demand
 - budgeting
 - sales
- Organizing function
 - legal structures
 - operating structures
- Controlling function
 - economic principles
 - cost controls
 - break-even analysis
 - financial statements
 - accounting information
 - capital budgeting
- Directing function
 - supervising
 - motivating
 - staffing

E. GOAL TYPES, OBJECTIVES, AND OUTCOMES:

<u>GOAL TYPE</u>	<u>OBJECTIVES</u>	<u>OUTCOMES</u>
<u>**Critical Thinking</u>	Students will be able to gather factual information and apply it to a given problem in a manner that is relevant, clear, comprehensive and conscious of possible bias in the information selected.	The student will successfully <ol style="list-style-type: none"> investigate and complete an analysis of a current issue related to agribusiness management. summarize and explain the context of the findings and the sources of possible bias in the analysis above.
<u>CS</u>	recognize basic skills and tools necessary to manage an agribusiness firm.	<ol style="list-style-type: none"> define, explain and be able to use appropriate terms relevant to an agribusiness firm.
<u>CS</u>	demonstrate an understanding of the agribusiness planning function relevant to marketing, demand, budgeting and sales.	<ol style="list-style-type: none"> identify and explain the components of the planning function in an agribusiness firm.
<u>CS</u>	demonstrate an understanding of the agribusiness organizing function relevant to legal and operating structures.	<ol style="list-style-type: none"> identify and explain the components of the organizing function in an agribusiness firm.
<u>CS</u>	demonstrate an understanding of the agribusiness controlling function relevant to economic principles, cost controls, break-even analysis, financial statements, cash flow statements, measures of profitability, enterprise analysis, accounting information, capital budgeting.	<ol style="list-style-type: none"> identify and explain the components of the controlling function in an agribusiness firm.
<u>CS</u>	demonstrate an understanding of the agribusiness directing function relevant to supervising, motivating and staffing.	<ol style="list-style-type: none"> identify and explain the components of the directing function in an agribusiness firm.

F. SPECIAL INFORMATION:

This course may require use of the Internet, the submission of electronically prepared documents and the use of a course management software program. Students who have a disability and need accommodations should contact the instructor or the Student Success Center at the beginning of the semester. This information will be made available in alternative format, such as Braille, large print, or current media, upon request.

G. COURSE CODING INFORMATION: Course Code A/Class Maximum 48; Letter Grade

Revision date: 11/24/14; 9/1/16; 11/1/17
 AASC Approval date: 11/21/17

*Riverland Community College Disciplines	MnTC Goal Number
Communication (CM)	1
Natural Sciences (NS)	3
Mathematics/Logical Reasoning (MA)	4
History and the Social & Behavioral Sciences (SS)	5
Humanities and Fine Arts (HU)	6

**Riverland Community College Core Themes	MnTC Goal Number
Critical Thinking (CT)	2
Human Diversity (HD)	7
Global Perspective (GP)	8
Ethical and Civic Responsibility (EC)	9
People and the Environment (PE)	10

*These five MnTC Goals have been identified as Riverland Community College Disciplines.

** These five MnTC Goals have been identified as Riverland Community College Core Themes.

NOTE: The Minnesota Transfer Curriculum “10 Goal Areas of Emphasis” are reflected in the five required discipline areas and five core themes noted in the Riverland Community College program of study guide and/or college catalog.