

COURSE SYLLABUS - Fall 2007
AGR 461 – AGRIBUSINESS ORGANIZATION AND MANAGEMENT
3 Credit Hours

Course Catalog Description:

AGR 461 Agribusiness Organization and Management. Management principles relevant to agribusiness firms: marketing management, e-commerce and value added agriculture, managerial concepts, human resource management, and business organizations. Writing enhanced. Prerequisite: AGR 367. (3-0). Credit 3.

Department: Agricultural and Industrial Sciences

Instructor: Art Wolfskill
Office: Thomason 312
Phone: 294-1226
Email address: wolfskill@shsu.edu

Class Time: Tuesday and Thursday 10:00 – 11:30 in THOM 217

Office Hours: Monday and Wednesday 9:00 – 12:00
Tue and Thu 12:00 p.m. – 2:00 p.m.
Other times by appointment.

Text: Principles of Agribusiness Management, 3rd ed. by Beierlein, Schneeberger, and Osburn (hereafter BSO). We will also use internet readings, handouts, and other material placed on Blackboard or on reserve in the library. This text is **required**.

Internet and SamMail access are required resources for this course. Those without personal internet access or Excel can use the many computing facilities offered by SHSU.

All email correspondence and homework turned in by email **MUST** have the subject line beginning with *AGR 385*, followed by the actual subject. Additionally, all homework submissions by email **MUST** be submitted as an MS Office compatible attached file. Homework done in the body of the email will not be accepted. Period. If you choose to submit work electronically, it is your responsibility to ensure that you submit it with enough time to arrive in my inbox before the due date/time. Email is not instantaneous!

Objectives: The course is intended to:

- Introduce students to the nature of agribusiness firms and the role of the agribusiness manager.
- Introduce students the principles and practices used in the management of agribusiness industries.
- Provide students with management tools that may be applied to the types of problems they are likely to encounter in an agribusiness management career.
- Improve the student's ability to discuss agribusiness management ideas and concepts in both oral and written forms.

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Participation: Students are expected to attend class, to arrive on time, and to participate in class discussions. Students are encouraged to ask questions and provide comments.

Grading:	<u>Grade Scale</u>		<u>Final Grade Assessment</u>	
	90 - 100	A	Exam 1	20%
	80 - 89.9	B	Exam 2	20%
	70 - 79.9	C	Exam 3	20%
	60 - 69.9	D	Final Exam (Comprehensive)	25%
	Below 60	F	Homework / In-Class Assign.	15%

The instructor reserves the right, but not the obligation, to curve grades at the end of the semester.

- Examinations: Exam format will vary and may consist of objective questions (T/F, M/C), short answer, essay, and mathematical/ graphical analysis. Questions will come from material in lectures, assigned textbook chapters, and other readings taken from handouts and internet sites. Make-up exams will not be given without an official excused absence. If the student must miss an exam, the student must inform the instructor in advance and obtain approval from the instructor to take a make-up exam. Only in clear-cut emergencies will make-up exams be permitted without prior approval.
- Homework and in-class assignments: Homework and in-class assignments (including pop quizzes) will be given from time to time during the course of the semester. The lowest score from these assignments will be dropped in calculating the homework grade for the semester. A pop quiz is likely any time a cell phone rings in class!

Tentative Course Outline

- I. Agribusiness Management Overview (BSO Chapters 1 and 2)
 - A. Defining Agribusiness
 - B. Unique Characteristics of Agribusiness
 - C. Agribusiness Industry Sectors and Importance
 - D. Defining Management
 - E. Major Management Tasks

- II. Planning in the Agribusiness (BSO Chapters 3 through 7)
 - A. Strategic Market Planning
 - B. Managing the Marketing Mix
 - C. Sales and the Selling Process

- III. Organizing the Agribusiness (BSO Chapters 8 and 9)
 - A. Sole Proprietorships
 - B. Partnerships
 - C. Corporations
 - D. Limited Liability Companies
 - E. Strategic Alliances
 - F. Cooperatives

- IV. Controlling (BSO Chapters 10 through 15)
 - A. Inventory and Logistics Management
 - B. Controlling through Finance
 - C. Capital Budgeting
 - D. Sources of Capital

- V. Directing the Agribusiness (BSO Chapters 16 through 19)
 - A. Human Resources Management
 - B. Managing the Organizational Structure
 - C. Managing Human Resources

Visit www.shsu.edu/syllabus on the web for more information.

Attendance Policy Department attendance policy will be strictly enforced. Attendance will be taken each class period.

Department of Agricultural Sciences Attendance Policy

1. Regular and punctual attendance is expected of each student in the Department of Agricultural and Industrial Sciences at Sam Houston State University.
2. Each faculty member will keep a written record of student attendance.
3. If a student misses four or more classes, the student's grade will be reduced by one letter grade. Additional penalties may be assessed at the discretion of the instructor.
4. Three unexcused or unjustified tardies or early departures are considered as one absence.
5. Excused absences must be documented by the student with a letter of confirmation from the sponsoring student organization, professor or doctor. Exemptions will include participation in departmental activities when prior approval is attained from the Department Chair.
6. No exams or assignments will be given at alternative times unless arrangements are made with the professor/instructor before the scheduled activity occurs.

Academic Dishonesty All students are expected to engage in all academic pursuits in a manner that is above reproach. Students are expected to maintain complete honesty and integrity in the academic experiences both in and out of the classroom. Any student found guilty of dishonesty in any phase of academic work will be subject to disciplinary action. The University and its official representatives may initiate disciplinary proceedings against a student accused of any form of academic dishonesty including, but not limited to, cheating on an examination or other academic work which is to be submitted, plagiarism, collusion and the abuse of resource materials.

Classroom Rules of Conduct Students will refrain from behavior in the classroom that intentionally or unintentionally disrupts the learning process and, thus, impedes the mission of the university. Cellular telephones and pagers must be turned off before class begins. Students are prohibited from eating in class, using tobacco products, making offensive remarks, reading newspapers, sleeping, talking at inappropriate times, wearing inappropriate clothing, or engaging in any other form of distraction. Inappropriate behavior in the classroom shall result in a directive to leave class. Students who are especially disruptive also may be reported to the Dean of Students for disciplinary action in accordance with university policy.

Visitors in the Classroom Unannounced visitors to class must present a current, official SHSU identification card to be permitted in the classroom. They must not present a disruption to the class by their attendance. If the visitor is not a registered student, it is at the instructor's discretion whether or not the visitor will be allowed to remain in the classroom.

Americans with Disabilities Act Students with a disability which affects their academic performance are expected to arrange for a conference with the instructor in order that appropriate strategies can be considered to ensure that participation and achievement opportunities are not impaired. The physically impaired may contact the Director of Counseling Center who also serves as chair of the Committee for Continuing Assistance for Disabled Students by telephone at extension #1720.

Religious Holidays University policy states that a student who is absent from class for the observance of a religious holy day to take an examination or complete an assignment scheduled for that day within a reasonable time after the absence. Not later than the 15th calendar day after the first day of the semester, or the 7th calendar day after the first day of a summer session, the student must notify the instructor of each scheduled class that he/she would be absent for a religious holy day.

Copyright Statement All materials (handouts, texts, slides, etc.) used in this course are under copyright, and may not be sold, rented, or otherwise transferred for any compensation, including taking notes for others or providing to businesses that sell tutoring or other grade-increasing services.

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