AGRIBUSINESS MANAGEMENT (AGBU)

AGBU 101 Seminar I: Career Development & Portfolio Design Credits: 1
AGBU 101 is a required course for SMSU Agribusiness Majors. The course should be taken in the freshman year or in the first year of transfer. This course introduces the goals and student learning outcomes of the Agribusiness major and SMSUs Liberal Education Plan. Students use the course to identify career goals, relate those goals to their academic choices, and create electronic program portfolio to assess progress in achieving program goals and student learning outcomes.
Fall: All Years
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00160843/)

AGBU 276 Soil Science and Management Credits: 2
To enable students to gain some basic knowledge of soils and how they can best be managed for long run optimum production.
Fall: Department Discretion **Summer** Department Discretion
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00000031/)

AGBU 290 Agricultural Sales Credits: 3
Agricultural Sales prepares students for both a sales career in Agriculture and other industrial settings. The course also develops the general sales skills needed by anyone entering a career in agriculture. Students will learn about developing a strategic sales plan, customer prospecting, the sales process, and other topics using agriculture-focused topics.
Spring: All Years
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00231319/)

AGBU 330 Commodity Futures & Options Trading Credits: 3
A study of how to use futures and options contracts to hedge price risk. Stress is placed on the use of agricultural commodity contracts by farmers and agribusinesses working with farmers.
Pre-Requisite : ECON 201
Fall: All Years
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00000033/)

AGBU 331 Financial Futures and Options Trading Credits: 3
Financial futures and options contracts are presented as a means for hedging and speculating. Economic and financial theories are used to analyze specific transactions.
Pre-Requisite : FIN 230 OR MATH 200
Fall: Department Discretion **Summer** Department Discretion
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00000034/)

AGBU 365 Farm and Ranch Management I Credits: 3
Budgeting and financial analysis are used to study how to maximize profit and efficiency in resource use for a farming operation. Microcomputer spreadsheets and other programs are used for class projects.
Pre-Requisite : MGMT 221 OR BADM 280 AND ACCT 211
Fall: All Years
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00001963/)

AGBU 366 Farm and Ranch Management II Credits: 3
Computer farm management aids, risk analysis, FIN PACK, farm business organization selection, income tax management, disinvestment, and estate planning.
Pre-Requisite : AGBU 365 AND FIN 230
Fall: Department Discretion **Summer** Department Discretion
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00001964/)

AGBU 400 International Agricultural Development Credits: 3
This course emphasizes the role agriculture plays in the development process. On completion of this course, the students should be able to explain the role of agriculture in the development process, analyze the effects of developing country economic policies on the agricultural sector, and use economic reasoning and tools such as graphs to analyze the agricultural sector.
Pre-Requisite : ECON 201
Fall: Even Years
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00001971/)

AGBU 410 Cooperative & Agribusiness Management Credits: 3
The organizational, legal, financial and managerial aspects of doing business as a cooperative corporation are examined in this course. Relationships between member-patrons, directors and the manager of the cooperative are analyzed using case studies. The business activities of a cooperative corporation are computer-simulated and analyzed.
Pre-Requisite : ECON 300 OR ECON 210
Fall: Department Discretion **Summer** Department Discretion
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00000041/)

AGBU 420 International Agribusiness Management Credits: 3
A comprehensive analysis is conducted of the role of agribusinesses in international trade and development. Case studies involving agribusinesses are analyzed to identify the issues and methods used to market, finance, and manage the import-export of agricultural products.
Pre-Requisite : ECON 201
Fall: Department Discretion **Summer** Department Discretion
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00001965/)

AGBU 440 Agricultural Marketing Credits: 3
Analysis of farm prices and the effect of supply, demand and institutional forces on farm income and farm income policy.
Pre-Requisite : ECON 201
Spring: All Years
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00001970/)

AGBU 460 Agricultural Finance Credits: 3
A comprehensive look at all facets of extending agricultural and agribusiness loans, from analysis of the financial statements of agricultural enterprises to dealing with problem loans. Emphasizes general principles of banking management and evaluation, fulfillment of credit needs, and uses of capital from the perspective of both borrowers and lenders.
Pre-Requisite : ACCT 212 and senior status.
Spring: All Years
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00217947/)

AGBU 475 Agricultural and Food Policy Credits: 3
This course will describe and evaluate past and future policies developed to deal with income distribution, resource use and changes in technology in the food and agriculture system.
Pre-Requisite : ECON 201
Spring: All Years
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00001966/)

AGBU 486 Special Topics Credits: 1-4
A study of more advanced topics in agribusiness not normally provided as part of the curriculum.
Fall: Department Discretion **Summer** Department Discretion
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00000045/)

AGBU 494 Independent Study Credits: 1-4
Arranged Independent Study in Agribusiness
Fall: Department Discretion **Spring:** Department Discretion **Summer** Department Discretion
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00000046/)

AGBU 495 Seminar II: Career Readiness & Portfolio Assessment Credits: 1
AGBU 495 is a required course for SMSU Agribusiness Majors. Students use electronic portfolios to evaluate their academic accomplishments and career readiness. Students evaluate and communicate the content of their portfolios using the goals and student learning outcomes of the Agribusiness program. Performance evaluation also includes SMSUs Liberal Education Plan Rubrics for written and speech communication, information literacy, and critical thinking. Agribusiness students systematically analyze and communicate what they have learned in their degree program, and synthesize those results to create valuable plans for their future careers after degree completion.
Pre-Requisite : AGBU 101 and senior status.
Spring: All Years
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00160844/)

AGBU 499 Internship Credits: 1-6
The opportunity to pursue an internship is designed to supplement course materials with actual related work experience. Students are expected to integrate disciplinary knowledge into a real world setting. The student will submit weekly reports on work assignments as well as a report at the conclusion of the internship. The number of credits allowed will depend on the magnitude of the internship.
Fall: Department Discretion **Spring:** Department Discretion **Summer** Department Discretion
Course Outline (https://eservices.minnstate.edu/registration/rest/rcId/0075/curricId/00000047/)