



ILLINOIS VALLEY COMMUNITY COLLEGE

COURSE OUTLINE

DIVISION: Natural Sciences Business

**COURSE: AGR 1200 Introduction to Agricultural
Business Management**

Date: 2-18-2017

Credit Hours: 3 Credit Hours

Prerequisite(s): None

Delivery Method: **Lecture** **3 Contact Hours** (1 contact = 1 credit hour)
 Seminar **0 Contact Hours** (1 contact = 1 credit hour)
 Lab **0 Contact Hours** (2-3 contact = 1 credit hour)
 Clinical **0 Contact Hours** (3 contact = 1 credit hour)
 Online
 Blended

Offered: **Fall** **Spring** **Summer**

IAI Equivalent –**Only for Transfer Courses**-go to <http://www.itransfer.org>:

CATALOG DESCRIPTION:

This course is an introduction to the principles of agricultural business management and the role of the agribusiness manager. Topics covered include; business organization structures, budgeting, marketing, inventory management, and human resource management.

GENERAL EDUCATION GOALS ADDRESSED

[See last page for Course Competency/Assessment Methods Matrix.]

Upon completion of the course, the student will be able:

[Choose up to three goals that will be formally assessed in this course.]

- To apply analytical and problem solving skills to personal, social, and professional issues and situations.
- To communicate successfully, both orally and in writing, to a variety of audiences.
- To construct a critical awareness of and appreciate diversity.
- To understand and use technology effectively and to understand its impact on the individual and society.
- To develop interpersonal capacity.
- To recognize what it means to act ethically and responsibly as an individual and as a member of society.
- To recognize what it means to develop and maintain a healthy lifestyle in terms of mind, body, and spirit.
- To connect learning to life.

EXPECTED LEARNING OUTCOMES AND RELATED COMPETENCIES:

[Outcomes related to course specific goals. See last page for more information.]

Upon completion of the course, the student will be able to:

1. The student will be able to identify and explain the responsibilities of an agribusiness manager.
2. The student will be able to create and interpret a budget.
3. The student will be able to list and explain business structures.
4. The student will be able to compare and contrast basic accounting documents.

MAPPING LEARNING OUTCOMES TO GENERAL EDUCATION GOALS

[For each of the goals selected above, indicate which outcomes align with the goal.]

Goals	Outcomes
First Goal	
To apply analytical and problem solving skills to personal, social, and professional issues and situations.	1. The student will be able to identify and explain the responsibilities of an agribusiness manager. 4. The student will be able to compare and contrast basic accounting documents.
Second Goal	
To communicate successfully, both orally and in writing,	2. The student will be able to create and interpret a budget. 3. The student will be able to list and explain business structures.

to a variety of audiences.	
Third Goal	

COURSE TOPICS AND CONTENT REQUIREMENTS:

- I. The Global Agri-Food System**
 - a. Scope and Size
 - b. Evolution and the Agri-Food System
 - c. Future of the Agri-Food System
- II. The Agribusiness Manager**
 - a. Development of the Business
 - b. Role of the Manager
 - c. Business Decision Making
 - d. Dynamic Management
- III. The Role of Marketing**
 - a. Mission of Marketing
 - b. Role of Marketing
 - c. Role of Marketing in the future of Agribusiness
 - d. Marketing Approach
- IV. Budgeting**
 - a. Purposes
 - b. Types of Budgets
 - c. Benefits and Limitations
- V. Organizing for Success**
 - a. Critical Tasks
 - b. Ways to Organize
 - c. Decisions
- VI. Choosing a Legal Structure**
 - a. Sole Proprietorships
 - b. Partnerships
 - c. Cooperatives
 - d. Comparing Legal Structures
 - e. Practice Problems
- VII. Organizing Production Using Economic Principles**
 - a. Production Process
 - b. Production Function
- VIII. Production and Inventory Management**
 - a. Information Systems
 - b. Costs
 - c. Short vs. Long Term Pricing
 - d. Inventory Management
- IX. Basic Accounting Documents**
 - a. Balance Sheet
 - b. Profit Loss Statements
- X. Using Accounting Information for Business Control and Planning**
 - a. Comparative Statement Analysis
 - b. Networking Capital Analysis
 - c. Ratio Analysis

XI. Human Resource Leadership

- a. Leadership as a Manager
- b. Motivation
- c. Developing a positive work environment

INSTRUCTIONAL METHODS:

- Lecture
- Discussion
- Assignments

INSTRUCTIONAL MATERIALS:

Required Textbook:

Beierlein, J.G., K.C. Schneeberger, and D.D. Osburn. 2014. Principles of agribusiness management. Fifth Edition. Waveland Press, Inc. Long Grove, IL. ISBN 10: 1-4789-0566-9

STUDENT REQUIREMENTS AND METHODS OF EVALUATION:

A= 90-100

B= 80-89

C= 70-79

D= 60-69

F= 0-59

Exams: 60%

Quizzes: 20%

Homework: 20%

OTHER REFERENCES

Fast Tools and Resources

University of Illinois Extension Farmdoc Website

www.farmdoc.illinois.edu

Course Competency/Assessment Methods Matrix

(Dept/# Course Name)	Assessment Options																															
For each competency/outcome place an "X" below the method of assessment to be used.	Assessment of Student Learning	Article Review	Case Studies	Group Projects	Lab Work	Oral Presentations	Pre-Post Tests	Quizzes	Written Exams	Artifact Self Reflection of Growth	Capstone Projects	Comprehensive Written Exit Exam	Course Embedded Questions	Multi-Media Projects	Observation	Writing Samples	Portfolio Evaluation	Real World Projects	Reflective Journals	Applied Application (skills) Test	Oral Exit Interviews	Accreditation Reviews/Reports	Advisory Council Feedback	Employer Surveys	Graduate Surveys	Internship/Practicum /Site Supervisor Evaluation	Licensing Exam	In Class Feedback	Simulation	Interview	Written Report	Assignment
Assessment Measures – Are direct or indirect as indicated. List competencies/outcomes below.	Direct/ Indirect	D	D	D	D	D	D	D	D	D	D	D	D	D	D	D	D	D	D	I	I	I	I	D	D							
1. The student will be able to identify and explain the responsibilities of an agribusiness manager.								X	X																							X
2. The student will be able to create and interpret a budget.							X	X																								X
3. The student will be able to list and explain business structures.							X	X																								X
4. The student will be able to compare and contrast basic accounting documents.							X	X																								X
