

Abraham Baldwin Agricultural College
Division of Agriculture and Forest Resources

Agribusiness Management –AECO 4100
Course Outline

Instructor

Dr. Renata Elad
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Office hours

Mon, Wed, Fri : 9:00am - 9:50am
Mon, Wed: 3:30pm - 5:00pm
Other times by appointment

Email correspondence: Always include the class number and meeting time in the subject else the mail will be junked.

Class Meeting times: TR 1230-0145 in 131 Ag Sci.

Text: Farm Management: Principles and Strategies, by Kent D. Olson - Optional.
Additional reading materials may be distributed in the class, if needed. Students are also encouraged to read other news magazines (printed or on-line editions) for practical illustrations of concepts discussed in the class.

Prerequisite: AECO 1150.

Materials: Notes, Calculator, Writing implements. You will also need access to WebCT, and must be familiar with word processing and spreadsheet software.

Course Description:

This course is intended to provide an introduction to farm management and to explain the theoretical concepts that allow successful decisions to be made. It covers the basic economic and managerial concepts, procedures, and techniques in agribusiness management. Emphasis will be placed on the techniques of planning, organization, directing, controlling, and staffing functions of management.

Course Philosophy:

I trust your intellectual curiosity is such that you are not learning for my sake. Rather, learning should be an interactive and pleasurable experience, especially as you realize that this course is more or less a formal representation of your day-to-day experiences and knowledge. Use me as a resource person; I am here for your benefit within and outside of this course.

Course Outcomes:

By the end of the semester you are expected to be able to accomplish the following:

- Describe the role and qualifications of a manager of an agribusiness enterprise
- Describe the five steps in strategic planning

- Describe the four basic functions of management
- Demonstrate the process of strategic planning on a hypothetical firm
- Demonstrate the process of enterprise budgeting using whole-farm records or economic engineering
- Demonstrate an understanding of process mapping and its uses
- Demonstrate an understanding of quality management/improvement.

Class Grade:

Here is the breakdown of the final grade:

Test #1	20 %
Test #2	20 %
Assignments	40 %
Final Exam	20 %

Grading scale: A= 90 and above; B= 80 - 89.99; C= 70-79.99; D= 60-69.99; F= 59.99 and below.

Bonus points

Attendance: A perfect attendance record will earn you 5 bonus points towards the final class grade.

Class policy

Hourly Tests

Everyone is required to take the hourly tests and final exam at the scheduled time. Tests and the final exam have been scheduled in the course outline, to allow you organize your schedule accordingly. There will be no make up exams except for students with absences due to medical reasons or school-sponsored events. Make up tests when justified, will be given at the end of the semester **right after the final exam. The final exam is compulsory and failure to take it will result in a failing grade.**

For the purpose of clarification, an excused absence is one taken for any of the following reasons: Personal bereavement; justifiable medical reasons (with a doctor's note or letter from parent); ABAC sponsored event; regional natural disaster.

Assignments

All assignments will be made available throughout the semester in class and on WebCT, with due dates and times specified. Assignments should be submitted at the beginning of class, uploaded as MS Word® or PDF® attachments on the WebCT "assignment page", or dropped in my office by the before the deadline. **Multiple documents must be combined into one attachment.** All assignments not in my possession by the deadline will be considered late and **not graded.**

All calculations should be carried out to the final answer suitable for discussion do not leave incomplete answers. Only work in the proper format will be accepted and graded. **Unless specified otherwise, all material submitted to the instructor should be typed using 12 pt font double spacing, on 8.5" by 11" paper, with 1" margins on all sides, and tables presented in MS Excel. Multiple pages should be stapled.** Appropriate material for submission must include the students full name, course name and number, class time, and title for the submission. Incorrectly presented submissions could receive a zero grade or point deductions.

All academic work must meet ABAC's standards of honesty. Each student is responsible to inform themselves about ABAC's Code of conduct, as found in the student handbook <http://www.abac.edu/ses/handbook/CodeofConduct.pdf>, before performing any academic work. Any student displaying academic dishonesty will receive a **zero grade for the work done and for the subsequent test.**

Class Participation

Abraham Baldwin Agricultural College expects all students to conduct themselves in a responsible manner as individuals who understand that they are accountable for the choices they make as students. Class participation is encouraged and can be rewarded. A polite attitude and manner of speech will be expected of all students towards each other and towards the instructor, at all times. Class participation also means being prepared so students coming to class without the required class materials will be sent out of class.

No hats or caps will be worn during class in order not to obstruct the view of the instructor or other students. Students caught sleeping in class will be considered absent, and could be expelled from that session. Anyone whose beeper, pager or phone rings during lectures will be asked to leave the first time. The second time the student will leave and 2pts subtracted from the upcoming test. Late-coming is not permitted and students will be locked out of that class session (see statement below from the School of Agriculture and Natural Resources)

Special Notice -

Students in Agriculture and Natural Resources

Classroom management is essential to academic success. Anything that disrupts the classroom is detrimental to academic success. Tardy student arrival has become a problem in our classes. Not only is this disruptive, but it is teaching our students that it is acceptable to be late. Employers have no tolerance for late arrivals, nor should ABAC. It is the responsibility of the faculty to simulate workforce expectations to prepare our students to be successful as a professional.

Students will no longer be allowed to enter the classroom late. Tardy is equivalent to absent. There is no excuse. Manage your life to remove all risk of being late to class.

ATTENDANCE POLICY

The instructors will keep attendance records. Absence from class, for whatever reason, does not excuse a student from full responsibility for class work or assignments missed. Students must accept this responsibility. Whenever a student is absent, excused or not, the student must assume responsibility and provide notice to the instructor in order to make arrangements for any assignments and class work missed because of the absence. However, final approval for make-up work remains with the instructor. Students whose absences are equivalent to more than two weeks of instruction could receive a grade of "F" for the course. A student who stops attending class without officially withdrawing from the course is subject to this attendance policy and will receive the earned grade for the course.

ANY STUDENT IN THIS CLASS WITH SPECIAL LEARNING NEEDS SHOULD PLEASE COME SEE ME AS SOON AS POSSIBLE.

**Agribusiness Management
Course Calendar for Spring 2012**

Week	Chp 01: The Scope of Farm Management.
Jan 9 - 13	Chp 01: The Scope of Farm Management
Jan 16- 20	MLK Holiday January 16 th Chp 02: Planning for a Business Strategy.
Jan 23 - 27	Chp 02: Planning a Business Strategy.
Jan 2 - Feb 03	Chp 03 Crafting a Business Strategy.
Feb 06 - 10	Chp 03 Crafting a Business Strategy.
Feb 13 - 17	Chp 04: Budgeting. Test I: February 16th Chp 1 - 3
Feb 20 - 24	Chp 04: Budgeting.
Feb 27 - Mar 02	Midterm withdrawal deadline February 29 th Chp 05: Productions and Operations Management.
Mar 05- 9	Chp 05: Productions and Operations Management.
Mar 12 - 16	Spring Break
Mar 19 - 23	Chp 06: Quality Management and Control.
Mar 26 - 30	Chp 06: Quality Management and Control. Test II: March 29th - Chp 4 - 6
Apr 02 - 06	Chp 07: Staffing and Organization.
Apr 9 - 13	Chp 07: Staffing and Organization.
Apr 16 - 20	Chp 08: Production Contract Evaluation.
Apr 23 - 27	Chp 08: Production Contract Evaluation.
Apr 30-May 03	Final Exams and Make-up Tests: See college Exam Schedule