

Abraham Baldwin Agricultural College
Department of Agriculture

Farm Organization and Management - AECO 1150
Course Syllabus

Instructor

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Office hours

Mon & Wed: 2:00pm - 5:00pm
Other times by appointment

Class Meeting times: MWF 0900-0950 in 131 Ag Sci.

Text: Principles of Agribusiness Management by James G. Beierlein, Kenneth C. Schneeberger and Donald D. Osburn (4th Edition) - Required.

Materials: Notebook with instructor-provided notes, Class text, 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 acquaint students with management principles and practices in agricultural production. As an introductory course, it is intended to provide the basic information needed to measure a farms management performance. Emphasis will be placed on the understanding the role of an agribusiness manager, the importance of proper decision-making, budgeting and planning, and solving practical agribusiness problems. It is the little things you learn/do everyday that build your body of knowledge. Therefore, success in my class depends primarily on the effort put into the course. **You are required understand NOT memorize the information provided.**

Teaching Philosophy

As, the instructor, I do not lay claim to the information in this course. Furthermore, I trust your intellectual curiosity is such that you don't have to be tricked into learning for my sake. Rather, learning should be an interactive and pleasant experience. So use me as a resource person, I am here for your benefit within and outside of this course.

Specific Course Objectives

By the end of the semester the student is expected to be able to accomplish the following:

1. Describe the functions and qualifications of an agribusiness manager.
2. Enumerate in chronological order, the steps to good decision-making.
3. Explain the three factors that determine agricultural labor needs.
4. Describe the three methods of compensation generally used for farm labor.
5. Explain the importance of a marketing plan and describe its basic requirements.
6. List the different legal business structures typical to agribusiness and their relative

advantages and disadvantages.

7. Describe the most commonly used financial statements in agriculture.
8. Develop a partial business plan, including the basic budgets for a hypothetical farm.
9. Describe the essential types of records necessary to an agribusiness.
10. Determine, using economic principles, the profitable level of output, given production costs.

Since students are expected to demonstrate an understanding of the subject matter, the methods of examination may include essay, synthesis, analysis, and application; as well as completion, multiple-choice, true false, and matching. Mathematical computations, drawing, clear and concise writing is thus required.

Class Grade

Here is the breakdown of the final grade:

Test #1	25 %
Test #2	25 %
Assignments	25 %
Final Exam	25 %

Grading scale: A= 90 and above; B= 80 - 89.9; C= 70-79.9; D= 60-69.9; F= 59.9 and below.

Bonus points

Current event discussion: This is intended to relate theories learned in this course to daily occurrences. One current event discussion can be turned in at the time of each test for maximum of 10 bonus points (maximum of three current events). Choose an article of interest, not more than a month old from any new media. Staple a copy of the article to your discussion which must be typed with double spacing using 12 point font, no more than two pages and no less than one full page. The discussion should include:

- A summary of the article in your own words, not sentences from the paper, no more than half a page.
- Identification of relevant **agribusiness** issues in the paper, no longer than half a page.
- Your opinion and understanding of the issues and possible solutions to these **agribusiness** issues, using the business language learned in this course.
- Discuss the business implications and, or, any cost and benefits involved. Approximately half to one page.
- Discussion of the impact of the identified **agribusiness** issues, on you (as a consumer, or a producer or a tax-paying member of society). This should take about half a page.

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.**

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 to me at the beginning of class, uploaded as word/PDF attachments in WebCT, or dropped in my office by the before the deadline. All assignments not in my possession by the deadline will be considered late.

All calculations should be carried out to the final answer suitable for discussion do not leave incomplete answers. Only work turned in on clean paper (not torn carelessly from a notebook) written out with no cancellations, neatly, legibly and 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.** Submitted material should include the students full name, course name/number, class time, a title for the submission. Extra points will be given for typed and /or neat assignments. Conversely, incorrectly presented submissions could receive a zero grade.

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. Late-coming is not permitted and students may be locked out of that class 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.

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 failing grade for the work done.

ATTENDANCE POLICY

The instructor 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.

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.

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

**Farm Organization and Management
Course Calendar for Fall 2009**

Week	Chapters to be covered (Reading Assignment)
17 -21 Aug	Chp 01: The Agribusiness System.
25 - 28 Aug	Chp 02: The Agribusiness Manager.
31 Aug - 4 Sept	Chp 9 & 10: Organizing for Success & Choosing a Legal Structure.
7 - 11 Sept	Labor Day Holiday September 7 th Chp 18: Staffing a Business.
14 - 18 Sept	Chp 18: Staffing a Business.
21 - 25 Sept	Chp 03: The Role of Marketing & Marketing Management. Test I: September 25th - Chp 1 2,9, 10 & 17
28 Sep - 2 Oct	Chp 11: Organizing Production Using Economic Principles.
5 - 9 Oct	Midterm withdrawal deadline October 8 th Chp 11: Organizing Production Using Economic Principles.
12- 16 Oct	Chp 12: Production Management.
19 - 23 Oct	Fall Break October 19-20 Chp 12: Production Management.
26 - 30 Oct	Chp 08: Types of Budgets & Budgeting.
2 - 6 Nov	Chp 08: Types of Budgets & Budgeting. Test II: November 6th - Chp 3, 11 & 12
9 - 13 Nov	Chp 13: Record Keeping and Basic Accounting Documents.
16 - 20 Nov	Chp 13: Record Keeping and Basic Accounting Documents.
23 - 27 Nov	Thanksgiving Break November 25-27 Chp 14: Using Accounting Information for Business Control & Planning.
30 Nov - 7 Dec	Chp 14: Using Accounting Information for Business Control & Planning.
8 - 11 Dec	Final Exams and Make-up Tests: Dec 10th 08:00 - 10:00