

# AGRIBUSINESS (AGBU)

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## **AGBU 2317. Principles Of Agri Economics. 3 Hours.**

This course introduces concepts such as economics, supply and demand analysis, cost of production and market price risk; all related to practical application to agriculture. Completed 15 credit hours.

**Prerequisite:** College-level ready in Mathematics, Reading and Writing.

## **AGBU 2385. Analysis of the Agr Sector. 3 Hours.**

This course provides an overview of the various sectors and institutions servicing agriculture. Focus is on the marketing efforts and added value that each sector provides to farm products. The course emphasizes the structure of each area, and the trends that shape their activities. An introduction to marketing activities with emphasis on agricultural commodities is also provided. Completed 15 credit hours.

**Prerequisite:** College-level ready in Mathematics, Reading and Writing.

## **AGBU 2389. Agribusiness FinancI Analysis. 3 Hours.**

Introduction to financial management for agricultural enterprises. Topics include: depreciation, balance sheet, income and expense, production records, income tax principles, enterprise budgeting, partial budgeting, cash flow budgeting, and analysis and interpretation of farm records. Completed 15 credit hours.

**Prerequisite:** College-level ready in Mathematics, Reading and Writing.

## **AGBU 2396. Spec Top in Ag Business. 3 Hours.**

This course will examine special topics/issues in Agricultural Business at an introductory level. This course may be repeated up to three times as a topics and subject matter changes. Credits 3.

## **AGBU 3350. Agribusiness For Ag Sci Teachr. 3 Hours.**

This course is designed to present agribusiness concepts that are included in the curriculum of post-secondary schools of Texas. Subjects include budgeting, finance, insurance, organization and management, marketing and government policies.

**Prerequisite:** CISE Minors only, Sophomore standing, and AGBU 2317.

## **AGBU 3367. Agricultural Finance. 3 Hours.**

Advanced agribusiness management applications of borrowed capital to operations; methods of determining loan needs for farmers; budgeting incomes to facilitate repayment of loans; cost of using borrowed capital; management of financial resources in agribusiness; and time value of money applications.

**Prerequisite:** AGBU 2389 with a grade of C or higher and completed 55 credit hours.

## **AGBU 3377. Farm & Ranch Management. 3 Hours.**

Focus on planning for the most efficient resource allocation in agricultural operations. This course uses previously taught financial management practices and applies that to an agricultural industry case study.

**Prerequisite:** AGBU 3367 and AGBU 3385.

## **AGBU 3385. Quant Mthds for Agribusiness. 3 Hours.**

This course presents analysis tools from the fields of economics, statistics, and management as they relate to agricultural business decision making. The analytical and quantitative principles are applied to a variety of agricultural business situations. Topics include forecasting, decision analysis, and linear programming. Computer-based methods are emphasized.

**Prerequisite:** STAT 1369 or MATH 1369 and MATH 1324 and completed 45 credit hours.

## **AGBU 4340. Agribusiness Marketing. 3 Hours.**

A study of the major marketing strategies and decisions that must be made by agribusiness firms, including target market selection, marketing research, sales forecasting, product policies, distribution channels, pricing, advertising, and market control. The development of a strategic marketing plan for an agribusiness firm will be required. Writing enhanced. Completed 45 credit hours.

**Prerequisite:** AGBU 2317 and 2385.

## **AGBU 4361. Agribusiness Org & Mgt. 3 Hours.**

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:** AGRI 2317, 2389 and completed 45 credit hours.

## **AGBU 4362. Natural Resource Economics. 3 Hours.**

A contemporary study of issues in land, natural resource and environmental economics. Topics include energy, forests, population, fisheries, world food production, and minerals and pollution. This course discusses market efficiency relative to allocations of natural resources and pollution. Junior standing.

**Prerequisite:** AGBU 2317.

## **AGBU 4363. Agricultural Sales & Consulting. 3 Hours.**

This course presents the principles of professional sales techniques used by food and agricultural firms. Necessary skills required in the agribusiness industry such as interpersonal skills, sales techniques, and sales forecasting skills are developed and enhanced.

**Prerequisite:** AGBU 2317, 2385 and completed 45 credit hours.

**AGBU 4365. Legal Issues in Agribusiness. 3 Hours.**

This course will examine legal concepts and practical legal problems facing rural residents, farmers, agribusiness and local government. Taught from a "preventive" perspective, students will acquire legal awareness necessary to become an effective and analytical agribusiness decision maker. Legal issues will include statutes, common law (cases), customs, and business and administrative regulations. Completed 45 credit hours.

**Prerequisite:** AGBU 2317.

**AGBU 4369. Special Topic. 3 Hours.**

**AGBU 4374. Agr Mkt Analysis & Prices. 3 Hours.**

Principles of agricultural market analysis to include: price analysis, price forecasting, forward contracting, futures market, market structure analysis, marketing and sales management. Writing enhanced. Completed 45 credit hours.

**Prerequisite:** AGRI 2317 and MATH 1369 or STAT 1369.

**AGBU 4375. Advanced Agribusiness Mgt. 3 Hours.**

This course serves as a capstone course for agribusiness majors. Contemporary issues related to agribusiness are approached using information systems, industry representatives, field trips, and class presentations. Completed 90 credit hours.

**Prerequisite:** AGBU 3367 and AGBU 4361 or AGBU 3361.

**AGBU 4377. Economics Of Land Use & Planng. 3 Hours.**

This course applies economic principles and legal policy relative to the allocation and conservation of natural resources and the environment. Topics such as land use, energy policy, forestry, fisheries, water rights, animal rights, world food production, and pollution are discussed in an economic and legal framework. Prerequisites: Junior standing.

**AGBU 4386. Agriculture & Govt Programs. 3 Hours.**

This course examines and analyzes the effects of government participation on farmers, ranchers, agribusiness firms and consumers. Topics include the policy making process and the analysis of commodities, conservation, food safety, international trade, rural development programs, and the interrelationship of agriculture and agribusiness. Writing enhanced.

**Prerequisite:** AGBU 2317 and completed 75 credit hours .

**AGBU 4396. Directed Studies Ag Business. 3 Hours.**

Arranged professional and developmental learning experiences incorporating a practical application of Interdisciplinary Agriculture skills and practices. To include internships, individual research and industry studies. Writing enhanced. May be repeated for credit up to six hours.

**Prerequisite:** Sophomore standing .