

U.S. AGRICULTURAL POLICIES
AGEC 349 - SPRING 2018
School of Agriculture – Western Illinois University

INSTRUCTOR

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Office Hours: 11 am to 12 pm on Mondays, Tuesday,
Wednesdays and Fridays, or by
appointment

CLASS TIMES AND LOCATIONS:

AGEC 349 will meet on M, W, TH, and F in Knoblauch 306 from 1:00-1:50 p.m.

EMAILS:

Please be sure to include the course in which you are enrolled in any emails.

TEXTS:

1. Required:

- Beierlein, James G., Schneeberger, Kenneth C., Osburn, Donald D. Principles of Agribusiness Management. Waveland Press. Prospect Heights, IL. 5th edition. 2013.
- Handouts via WesternOnline

2. Optional:

- Barnard, Freddie L., Akridge, Jay T., Dooley, Frank J., Foltz, John C., Yeager, Elizabeth A. Agribusiness Management. Routledge. New York, NY. 5th edition. 2016.

PREREQUISITE:

AGRI 220 or equivalent.

COURSE DESCRIPTION AND OBJECTIVES:

AGEC 349 *Agribusiness Management* is a lecture-discussion course that explores management functions and economics of agribusinesses, including input-output analysis, efficient allocation of resources, enterprise combinations, and budget analysis.

COURSE OBJECTIVES:

1. To understand the size, nature, and the importance of the agribusiness sector in the U.S. economy.
2. To involve students in actual agribusiness problem-solving and decision-making through the use of case studies.
3. To increase students' ability in the use of economic concepts to understand and improve agribusiness's performance.

EXPECTATIONS OF STUDENTS:

Absences: If at any time you have a family emergency, funeral, or just not feeling well, please use the Online Absence Reporting System (OARS) system to report your absence (www.wiu.edu/oars). Please note that OARS system does not excuse your absence – it merely documents. It is still up to the instructor to excuse the absence. I will need the email generated from this system prior to class and not after. If I receive the email after class has started then the late grade policies come into effect. Excessive absences will result in failure of the course.

Academic Integrity: The rules and regulations outlined in the University's policy on academic integrity are applied to this course. See <http://www.wiu.edu/policies/acintegrity.php>. Any violation of the Academic Dishonesty Policy in Student Handbook will result in an automatic failure in the course.

Student Rights and Responsibilities: Detailed information regarding student rights and responsibilities can be found at <http://www.wiu.edu/provost/student/>. It is your responsibility to be familiar with the posted information.

Special Accommodations: Students who need special accommodations must contact the Disability Resource Center at 309-298-2512 or disability@wiu.edu. If you are eligible for academic accommodations because you have a documented disability that will impact your work in this class, please schedule an appointment with me as soon as possible to discuss your needs.

USE OF CELLULAR PHONES/ SMART WATCHES AND LAPTOPS/TABLETS:

As a courtesy to other students and to the instructor, all cell phones should be turned off prior to class. Continued disregard of this policy may result in ejection from the course. If, due to medical or public safety concerns, a student needs an exception to this policy he/she should inform the instructor prior to class. Cell phones are not allowed under any circumstances on exams. **Texting or surfing in the internet** is not allowed during class and repeated violations may lead to dismissal from the course with an assigned grade of F.

Use of laptops or tablets is not allowed in class unless it is required by the instructor to conduct research or any class activity related to the topic being covered. Lecture notes will be available at WesternOnline and must be printed in advance. Continued disregard of this policy may result in ejection from the course.

TOBACCO POLICY:

Tobacco use of any kind will not be tolerated in class. This includes chewing tobacco.

IMPORTANT DATES:

January 15, Monday	Dr. Martin Luther King Day – No Class/ University Closed
February 12, Monday	Lincoln’s birthday – No Class/ University Closed
March 12-16, Monday-Friday	Spring Break – No Classes
April 1, Sunday	Last Day to Drop with a W
May 9, Wednesday	Final Exam: 1:00 – 2:50

GRADING POLICY:

The course grade will be based on the following factors, with weightings as indicated:

Exam I	20%	A = 93% or above	C = 73 - 76.99%
Exam II	20%	A- = 90 - 92.99%	C- = 70 - 72.99%
Comprehensive Final Exam	25%	B+ = 87 - 89.99%	D+ = 67 - 69.99%
Homeworks & Class exercises	15%	B = 83 - 86.99%	D = 63 - 66.99%
Quizzes	10%	B- = 80 - 82.99%	D- = 60 - 62.99%
Term Project	10%	C+ = 77 - 79.99%	F = <60%
Total		100%	

Grade breaking points may be lowered, but in no case will they be raised. These breaking points will be evaluated only after final numerical grades have been calculated.

Attention Education Majors: The changes within the Illinois State Teaching License requirements, students are required to receive a grade of a "C-" or better in this course in order to meet state requirements. With the university’s +/- grading system, receiving a grade below a "C-" will require you to retake this course or find a substitute course to meet School of Agriculture graduation requirements.

TERM PROJECT:

Students will complete one team-based project. Details will be provided in class.

QUIZZES:

Ten-point quizzes on lectures, readings or other references – True/false, multiple choice, and or essay. Quizzes will be scheduled for the session after a chapter has been completed. There will be no makeups, no taking the quizzes early or coming to class just to take quizzes. If a student has an official excused absence in writing (illness, judging team, etc.) reported before class has started, the total quiz score will be adjusted with no penalty. The instructor reserves the right to use both announced and unannounced quizzes.

HOMEWORKS & CLASS EXERCISES:

Homeworks will focus on understanding key concepts with heavy reliance on case problem-solving. Homeworks are due at the beginning of class. Late assignments will be penalized 20% and will not be accepted after they are discussed in class.

Class exercises will be designed to complement lecture notes and reinforce key concepts. Class exercises will be made during class. There will be no makeups. Students absent during those sessions will receive a zero on the assignment. Only when the student has an official excused absence in writing (illness, judging team, etc.) reported before class has started, the total Homeworks and Class Exercises score will be adjusted with no penalty.

Homeworks and Class Exercises will be done individually or in “teams”. The teams approach is used so students can develop communication skills and the ability to work effectively with others, a trait that is imperative to being a successful manager.

EXAMS:

There will be 2 midterms and one final exam. Exams will consist mostly of multiple choice questions, and essay questions and/or problem solving questions. **The final exam will be comprehensive** (same format as semester exams). Makeup exams will only be given in extreme situations.

GRADING DISAGREEMENTS:

If a student disagrees with a particular answer, it is the student’s responsibility to provide a logical reason in writing as to the reason for their disagreement. This does not apply to scoring errors. All instructors are human and occasional errors in grading will occur. Please bring any such errors to the instructor’s attention immediately.

ACCREDITATION:

The School of Agriculture is housed in the College of Business and Technology which is accredited by AACSB-International.

COURSE OUTLINE

Week	Start of week	Topic/ Material	Book chapter
Week 1	16-Jan-18	PART 1. Agribusiness management: scope, functions, and tasks The business of agribusiness Managing the agribusiness <i>Jan 16- Martin Luther King Jr. Day- No class</i>	Chapter 1 Chapter 2
Week 2	22-Jan-18	Economics for agribusiness managers	Chapter 5
Week 3	29-Jan-18	PART 2. Agribusiness management: organization and context The organization of an agribusiness International agribusiness	Chapter 10 Handouts
Week 4	5-Feb-18	PART 3. Marketing management for agribusiness Strategic market planning	Chapter 3 Chapter 6
Week 5	12-Feb-18	The marketing mix <i>Feb 12- Lincoln's birthday- No class</i>	Chapter 4
Week 6	19-Feb-18	Marketing decision tools for agribusiness	Chapter 7
<i>Midterm I. 23-Feb-18</i>			
Week 7	26-Feb-18	PART 4. Financial management for agribusiness Understanding financial statements	Chapter 13 Chapter 8
Week 8	5-Mar-18	Analyzing financial statements	Chapter 14
Week 9	12-Mar-18	<i>Spring break- No classes/ University closed</i>	
Week 10	19-Mar-18	Financing the agribusiness	Chapter 16
Week 11	26-Mar-18	Tools for evaluating operating decisions	Chapter 12
Week 12	2-Apr-18	Tools for evaluating investment decisions	Chapter 15
<i>Midterm II. 06-April-18</i>			
Week 13	9-Apr-18	Part 5. Operations management for agribusiness Production planning and management	Chapter 11
Week 14	16-Apr-18	Supply chain management for agribusiness	Chapter 12
Week 15	23-Apr-18	Part 6. Human resource management for agribusiness Managing organizational structure	Chapter 9
Week 16	30-Apr-18	Managing human resources in agribusiness	Chapter 17 Chapter 18
Week 17	9-May-18	<i>Final Comprehensive Exam</i> <i>9-May-2018 from 1:00 am to 2:50 pm</i>	

NOTE: Please be advised that this syllabus is tentative. All classes are different and we may or may not be able to address all of the content areas or stick with the anticipated number of exams. Any deviations from the syllabus will be announced as soon as possible.