



# ILLINOIS VALLEY COMMUNITY COLLEGE

## COURSE OUTLINE

**DIVISION:** Natural Sciences and Business

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

Date: Spring 2023

Credit Hours: 3

*Complete all that apply or mark "None" where appropriate:*

Prerequisite(s): None

Enrollment by assessment or other measure?  Yes  No

If yes, please describe:

Corequisite(s): None

Pre- or Corequisite(s): None

Consent of Instructor:  Yes  No

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)

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

**CATALOG DESCRIPTION and IAI NUMBER (if applicable):**

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.

## **ACCREDITATION STATEMENTS AND COURSE NOTES:**

None

## **COURSE TOPICS AND CONTENT REQUIREMENTS:**

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

- c. Ratio Analysis
11. Human Resource Leadership
- a. Leadership as a Manager
  - b. Motivation
  - c. Developing a positive work environment

**INSTRUCTIONAL METHODS:**

- Lecture
- Discussion
- Assignments

**EVALUATION OF STUDENT ACHIEVEMENT:**

A= 90-100

B= 80-89

C= 70-79

D= 60-69

F= 0-59

Exams: 60%

Quizzes: 20%

Homework: 20%

**INSTRUCTIONAL MATERIALS:**

**Textbooks**

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

**Resources**

Fast Tools and Resources

University of Illinois Extension Farm doc Website: [www.farmdoc.illinois.edu](http://www.farmdoc.illinois.edu)

**LEARNING OUTCOMES AND GOALS:**

**Institutional Learning Outcomes**

- 1) Communication – to communicate effectively;
- 2) Inquiry – to apply critical, logical, creative, aesthetic, or quantitative analytical reasoning to formulate a judgement or conclusion;
- 3) Social Consciousness – to understand what it means to be a socially conscious person, locally and globally;
- 4) Responsibility – to recognize how personal choices affect self and society.

**Course Outcomes and Competencies**

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.