

Agribusiness Management

Agricultural Economics

Department of Agricultural & Applied Economics

2015-2016

Student Handbook

College of Agriculture, Food and Natural Resources





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Get in Touch

If you are a potential student interested in information about the University of Missouri's Agribusiness Management and Agricultural Economics Programs or to schedule a visit, please contact:

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2-64 Agriculture Building

Columbia, MO 65211

Phone: (888) 682-2367

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Web: www.cafnr.missouri.edu



The Department of Agricultural and Applied Economics

Introduction

The Department of Agricultural and Applied Economics at the University of Missouri is ranked among the top in the nation, ensuring students receive a unique combination of quantitative and analytical skills rarely found in other degrees. The department offers two undergraduate degrees, administered by the College of Agriculture, Food and Natural Resources:

1. Bachelor of Science in Agribusiness Management
2. Bachelor of Science in Agricultural Economics

The Bachelors of Science (B.S.) degrees in Agribusiness Management and Agricultural Economics meet the needs of students pursuing management careers in agriculture, food, agribusiness, and beyond. These degree programs are distinctive because they combine training in business, management, and economics with solid technical knowledge in production agriculture and skills in communication and problem-solving. Because of the quality of students and our educational program, employees are waiting as our students graduate, ready to fulfill a challenging role in the future of the world.

Faculty and Advising

Excellence in teaching and advising is a way of life in the College of Agriculture, Food and Natural Resources (CAFNR). Our instructors and advisors are full-time faculty members who personally know their students, making the relationships students build with our faculty very meaningful. Not to mention, the student-to-faculty ratio within CAFNR is 8:1.

Faculty members within the Department of Agricultural and Applied Economics are recognized nationally and internationally for their teaching, research, and extension. Our department hosts nine world-class research centers managed by our faculty. The diversity of these centers' research areas illustrate the strength of our department and the rich environment in which our faculty interact among themselves, among our students, and among experts worldwide.

Student Organizations

Agribusiness Club

Advisor: Dr. Chris Boessen, Phone: (573)-882-7620

The Agribusiness Club strives to broaden Agricultural Economic and Agribusiness Management students' knowledge and understanding of their field of study. The club works to stimulate interest and enthusiasm for learning beyond the scope of the classroom. It promotes student-faculty relations, scholarship, fellowship and leadership, and provides an opportunity for wider acquaintances among students and professional workers in the agricultural industry.

Meetings: Once per month (based on 2015-2016 academic year)

Dues: \$8 per semester or \$10 per year (based on 2015-2016 academic year)

Yearly Activities: Annual Trivia Night, Annual Fall Trip, Annual Spring Trip, Club Socials, Community Service (Adopt-A-Family/Adopt-A-Soldier, Trick-or-Treat for Columbia Food Bank, Toy Donations for Toys for Tots), Monthly Guest Speakers, Networking Events

Collegiate Farm Bureau

Advisor: Dr. Scott Brown, Phone: (573)-882-3861

The Mizzou Collegiate Farm Bureau chapter is associated with the Missouri Farm Bureau and the American Farm Bureau. The club strives to acquaint students with the State Farm Bureau Organization or allow students who have already been involved through their home towns to continue to stay active. This club gives students an opportunity to develop and strengthen their leadership skills through involvement in social and professional activities, along with options to run for chapter officer or take part on committees. Students can also become acquainted with other students who have similar interests and goals, and further their career goals through the support of political internships and exposure to other careers in agriculture.

Meetings: Once per month (based on 2015-2016 academic year)

Dues: \$10 per year (based on 2015-2016 academic year)

Yearly Activities: Farm Forum, Missouri Farm Bureau Annual Meetings, Young Farmers and Ranchers Conference, Washington, D.C. Trip, Ag in the Classroom, Boone County Farm Bureau Events, Resolutions.

MU NAMA - National Agriculture Marketing Association, Student Chapter

Advisor: Dr. J.P. Rivera, Phone: (573)-882-5478

The purpose of MU NAMA is to help students network with industry professionals, prepare for careers in agribusiness, and learn the intricacies of coordinating an agribusiness product launch. The organization plans and coordinates events to support recruitment (informational meeting), develop students professionally, and networking. Club members attend the Annual NAMA Conference, and a representation compete at the NAMA Student Marketing Competition. Students involved in NAMA develop leadership, communication, analytic, and research skills. The team also develops their computer skills during working sessions (Microsoft Office - Excel, Power Point, Publisher, and Word; Outlook, Google Docs and Forms, Pdf, among others). In addition, they get hands on experience in budget and marketing planning. Those who have been part of NAMA and graduated have expressed value from their experiences. The club's memberships are free and opened to all students interested in agriculture and business/marketing at Mizzou. The competitive team is selected from club members taking leadership roles and going beyond club duties; team members enroll in a class to obtain academic credit.



Career Preparation

CAFNR Career Services

Career Services recognizes career development as a lifelong process and are committed to helping students think about their future and working to make that future a reality. Career Services offers workshops and online resources to help students with resume writing, interview preparation, salary negotiation, and networking. They host a career fair and other career days where recruiters are brought in to meet with students in a more personal setting. They coordinate presentations on campus by industry leaders, tours to visit employers, and links to job and internship opportunities.

Career Services works closely with the Department of Agricultural and Applied Economics' faculty, staff, alumni, and the agricultural industry to provide the most current advice, opportunities, and mentors to students so they may fully prepare for careers in agriculture.

For more information, please visit <http://cafnr.missouri.edu/career-services/>.

Career Opportunities

Interested in where a degree in Agribusiness Management or Agricultural Economics could take you? Check out some of the careers and employers that are waiting for you upon graduation.

Careers

Food Broker
Banker
Market Analyst
Financial Analyst
Agricultural Statistician
Farm and Land Appraiser
Commodity Broker
Sales Representative
Resource Economist
Ag. Policy Analyst
Community Development Specialist
Attorney
Management/Operations

Employers

Grain Companies
Commercial Banking Institutions
Food Manufacturers
Commodity Brokers
U.S. Department of Agriculture
Federal, State and Local Governments
Investment Firms
Farm Organizations
Chemical Companies
Insurance Companies
Accounting Firms
Marketing Services
Livestock/Crop Production Facilities

Internship Program

The Department of Agricultural & Applied Economics offers academic credit for internships, provided that:

- The work-learning experience is of a nature that typically cannot be offered on the University campus.
- The work-learning experience requires students to apply technical information and skills in a work situation.
- The work-learning experience will clearly add to the student's knowledge of the business world.
- Employers agree to assist a student to learn different parts of the business in which the student will work and learn.
- The student willingly accounts for his learning experiences and is in accordance with the rules and regulations of the Department and the University.

Agricultural Economics 2940

“Practicum in Agricultural Economics” is offered each term. A maximum of six credits can be earned in this program. Agricultural Economics 2940 allows freshman and sophomores the opportunity to choose an internship early in their academic program. The students are expected to have completed AgEc 1041 and 1042 or their equivalent.

Agricultural Economics 4940

The AgEc 4940 internship program is a work-study arrangement where a junior or senior student receives academic credit while working in a specific employment situation. This program combines study, observation, and employment in a public agency, private firm, farm management or other agribusiness for credit. The student, employer and a faculty member of the Department will establish, in writing, mutually acceptable arrangements specifying the goals that each hope to achieve with the work-study activity. Some internship programs are already established and are filled only on a competitive basis. Others are possible when an employer, a student, and a faculty member are able to establish mutually acceptable goals.

Enrollment for credit in AgEc 4940 is available during any term based on approval by the internship director and in conformance with the rules, regulations and requirements of the University of Missouri. A maximum of one to three hours of academic credit can be earned in any one term. No more than 6 hours total of 4940 internship credit is possible.

***AgEc 2940 and 4940 are offered on a pass/fail (satisfactory/unsatisfactory) basis only.*

Contact Jill Moreland via e-mail at MorelandJ@missouri.edu, or in 203 Mumford Hall, to discuss requirements and to sign up for internship credit.



Bachelor of Science in Agribusiness Management or Agricultural Economics

General Education Course Requirements

English Exposition (3 Credits)

- English Exposition & Argumentation (3 Credits)
 - English 1000 – Final grade C- or better

College Algebra (3 credits)

- Math 1100 or transferable equivalent (3 credits) – Final grade C- or better. Requirement met by:
 - An appropriate math course (Math 1100 or 1160)
 - Calculus course at MU which provides back credit for Math 1100
 - Passing the Proctored ALEKS Exam with a qualifying score
 - Possessing the minimum ACT or SAT Math sub-scores, thereby providing an exemption

Biological Science, Physical Science and/or Mathematical Science (11 credits)*

- Biological Science (5 credits), select from:
 - BioSc 1010 and 1020, 1030, 1200, 1500 or BioSc/FW 1100
- Physical Science (3 credits), select from:
 - Chem 1100, 1320 or Bio Chem 2110, 2112 (Note: Chem 1310 does not meet this requirement)
- Mathematics 1400 - Calculus (MRP)

Social and/or Behavioral Sciences (9 credits)*

- Microeconomics (3 Credits): AgEc 1041 or Econ 1014
- Macroeconomics (3 Credits): AgEc 1042 or Econ 1015
- American History or American Government (State Law Requirements) (3 credits), select from:
 - Hist 1100, 1200, 2210, 2440, 4000, 4220 or 4230
 - PolSc 1100, 2100

Humanities and/or Fine Arts (9 credits)*

- Agricultural Education & Leadership 2220 or Communications 1200
- Philosophy 1200 strongly recommended

In addition to the humanities requirement above:

- Courses may include: AgEc 3241, SciAgJ 3210 or 3240
- Refer to Distribution of Content course list, found at: <http://generaleducation.missouri.edu/courses/>
- Only 3 credits from course designed as an applied skills class may be used
- Entire 12-13 credit hour elementary foreign language sequence may be used

* Distribution of Content (27 credit hours):

Provides an extensiveness depth of knowledge in three broad areas of study. Course work must include **at least one course 2000+ in two of the three following distributions:** 1) Biological, physical and/or mathematical science, 2) Behavioral and/or social science, 3) Humanities and/or fine arts.

A course may only be used to fulfill ONE requirement in the previous sections.

Program Specifications

In addition to the requirements listed on the previous page, the following program specifications must be met:

1. The program consists of 120 credit hours:
 - a) Minimum 24 credit hours must be in courses numbered 2000+
 - b) Additional 24 credit hours must be in courses numbered 3000+
2. 30 of the last 36 credit hours must be completed with MU courses for a Bachelor of Science degree in CAFNR
 - a) A maximum of 6 credit hours may be taken at another accredited institution.
 - b) Approval of Advisor, Advisor Chair and Associate Dean must be obtained prior to enrolling in courses taken at another accredited institution, if during the last 36 credit hours.
3. Math 0110 (Intermediate Algebra) will not count toward the 120 credit hour degree requirement.
 - a) A grade of C- or better is required in Math 1100 (College Algebra) or 1120 or a transferable equivalent.
 - b) An additional Math Reasoning Proficiency course must be completed. A grade of C- or better is required.
4. Two courses beyond English 1000 certified by the Campus Writing Board as “Writing Intensive” (WI). Students must complete the courses with a C- or better. At least one of the WI courses must be numbered 3000 or above, be considered an upper division course in the major, and be reflective of the vocabulary and methodology appropriate to the student’s degree program.
5. A capstone experience approved by the General Education Program is required of all MU graduates. A grade of C- or better is required in capstone courses. The current capstone experiences in the Department of Agricultural and Applied Economics are:
 - a) Agribusiness Management: AgEc 4962
 - b) Agribusiness Management: AgEc 4971
 - c) Agribusiness Management: AgEc 4972
 - d) Agribusiness Management: AgEc 4983
 - e) Agricultural Economics: AgEc 4990

For more information, please visit: <http://cafnr.missouri.edu/students/>

Mu general education requirements can be found at: <http://generaleducation.missouri.edu/>

Transfer Students

Transfer students must meet the above program specifications in addition to the requirements listed below:

- Students must have a 2.7 cumulative GPA to transfer into the Agribusiness Management or Agricultural Economics degree program.
- A community college transfer student may only transfer 18 hours of credit in CAFNR disciplines.
- If you plan to transfer into either of these majors, it is recommended that you complete all mathematics, statistics and accounting requirements before the junior year.

***Contact Jill Moreland at MorelandJ@missouri.edu, to request a Student Transfer Application.*



Degree Programs

Agribusiness Management Degree

How can you design the most efficient strategies to manage the risks facing your farm or agribusiness? What are the best ways to market agricultural products? The University of Missouri's Agribusiness Management Program offers you the chance to answer questions such as these, and prepare you for a wide variety of career options including agricultural sales and marketing, commodity brokerage/trading, finance and insurance, accounting, business consulting, entrepreneurship, government service, and public relations. This list is only a small sample because the critical thinking skills developed during this program can be used in many careers. Courses that prepare you for such careers include agricultural marketing, accounting, finance, and agricultural business management and strategy.

Agricultural Economics Degree

How can farmers and other agribusinesses best use market information in forecasting commodity prices? In what ways do government agriculture policies affect U.S. agriculture?

This degree includes two areas of specialization:

1. *Public Policy*: This emphasis is for students interested in public policy, government, and pursuing graduate studies and/or law school. It prepares students in focus areas such as environmental and natural resource management, international economic development, and international trade and agricultural policy. Many of these careers are in the public sector or relate and work with public institutions.
2. *Farm and Ranch Management*: This option prepares students to be farm or ranch operators, either as entrepreneurs or as professional managers in an organization related to production agriculture. Graduates also find many opportunities in farm credit, finance, appraisal, insurance, and agricultural input sales. This option emphasizes functional business areas such as production, marketing and finance, and includes courses in commodity marketing and farm and ranch management.



Agribusiness Management Degree Requirements

Management Option

MU General Education Requirements		Departmental Required Courses	
English Exposition (3 Hours)		Core Courses (37 Hours)	
<input type="checkbox"/> English 1000	3	<input type="checkbox"/> Afnr 2120 - Working with Excel	1
Mathematics (3 Hours)		<input type="checkbox"/> Acctcy 2036 - Accounting 1	3
<input type="checkbox"/> Math 1100 - College Algebra	3	<input type="checkbox"/> Acctcy 2037 - Accounting 2	3
Physical, Biological, and/or Math Sciences (11 Hours)		<input type="checkbox"/> Econ 3229 - Money and Banking	3
<input type="checkbox"/> BioSc 1010	3	<input type="checkbox"/> AgEc 2123 - Quant App in AgEcon ³	3
<input type="checkbox"/> BioSc 1020	2	<input type="checkbox"/> AgEc 2183 - Ag Marketing	3
<input type="checkbox"/> Chem 1100, 1320 <i>or</i> Bio Chm 2110,2112	3	<input type="checkbox"/> AgEc 2225 <i>or</i> Stat 2500 (MRP)	3
<input type="checkbox"/> Math 1400 - Calculus ⁶ (MRP)	3	<input type="checkbox"/> AgEc 3256 - Agribusiness Law	3
Social and/or Behavioral Sciences (9 Hours)		<input type="checkbox"/> AgEc 3282 - Agribusiness Finance	3
<input type="checkbox"/> AgEc 1041 - Microeconomics	3	<input type="checkbox"/> AgEc 3286 - Managerial Decisions	3
<input type="checkbox"/> AgEc 1042 - Macroeconomics	3	<input type="checkbox"/> AgEc 4251 - Agricultural Prices	3
<input type="checkbox"/> PolSc 1100, 2100 <i>or</i> Hist 1100, 1200	3	<input type="checkbox"/> AgEc 4971 - Strategies (Cap.) (WI)	3
Humanistic Studies and Fine Arts (9 Hours)		<input type="checkbox"/> AgEc 4972 - Coops Management (Cap.)	3
<input type="checkbox"/> Ag Ed & Ldrshp 2220 <i>or</i> Comm 1200	3	Business Electives (12 Hours)	
<input type="checkbox"/> Humanities Elective ^{1,2}	3	<input type="checkbox"/> Business Elective	3
<input type="checkbox"/> Humanities Elective	3	<input type="checkbox"/> Business Elective	3
General Electives		<input type="checkbox"/> Business Elective	3
<input type="checkbox"/> AgEc 1010 - Agribusiness Seminar	1	<input type="checkbox"/> Business Elective	3
<input type="checkbox"/> General Elective WI ⁴	3	Supporting Agriculture Sciences(9 Hours)	
<i>Remaining Hours Needed to Reach 120 Hours Total</i>		<input type="checkbox"/> Supporting Agriculture Science	3
		<input type="checkbox"/> Supporting Agriculture Science	3
		<input type="checkbox"/> Supporting Agriculture Science	3
		International Elective (3 Hours)	
		<input type="checkbox"/> International Elective	3
		TOTAL HOURS	120

Notes

1. Courses must be from two different departments.
 2. A full list of Humanities Electives can be found at: generaleducation.missouri.edu/courses/?category=HFA
 3. **Prior approval** by the Advisor Chair is needed to replace both Math 1400 and AgEc 2123 with Math 1500.
 4. Students will need an additional writing intensive course.
- See back for approved Business, Supporting Agriculture Sciences, and International Electives



Agribusiness Management Degree Requirements Entrepreneurship Option

MU General Education Requirements	Departmental Required Courses	
English Exposition (3 Hours)	Core Courses (37 Hours)	
<input type="checkbox"/> English 1000 3	<input type="checkbox"/> Afnr 2120 - Working with Excel 1	
Mathematics (3 Hours)	<input type="checkbox"/> Acctcy 2036 - Accounting 1 3	
<input type="checkbox"/> Math 1100 - College Algebra 3	<input type="checkbox"/> Acctcy 2037 - Accounting 2 3	
Physical, Biological, and/or Math Sciences (11 Hours)	<input type="checkbox"/> Econ 3229 - Money and Banking 3	
<input type="checkbox"/> BioSc 1010 3	<input type="checkbox"/> AgEc 2123 - Quant App in AgEcon ³ 3	
<input type="checkbox"/> BioSc 1020 2	<input type="checkbox"/> AgEc 2183 - Ag Marketing 3	
<input type="checkbox"/> Chem 1100, 1320 or BioChm 2110, 2112 3	<input type="checkbox"/> AgEc 2225 <i>or</i> Stat 2500 (MRP) 3	
<input type="checkbox"/> Math 1400 - Calculus ⁶ (MRP) 3	<input type="checkbox"/> AgEc 3256 - Agribusiness Law 3	
Social and/or Behavioral Sciences (9 Hours)	<input type="checkbox"/> AgEc 3282 - Agribusiness Finance 3	
<input type="checkbox"/> AgEc 1041 - Microeconomics 3	<input type="checkbox"/> AgEc 3283 - Fund of Entrepreneurship 3	
<input type="checkbox"/> AgEc 1042 - Macroeconomics 3	<input type="checkbox"/> AgEc 3383 - Rural Entrepreneurship II 3	
<input type="checkbox"/> PolSc 1100, 2100 or Hist 1100, 1200 3	<input type="checkbox"/> AgEc 4251 - Agricultural Prices 3	
Humanistic Studies and Fine Arts (9 Hours)	<input type="checkbox"/> AgEc 4983 - Strat Entrepreneur (Cap) 3	
<input type="checkbox"/> Ag Ed & Ldrshp 2220 <i>or</i> Comm 1200 3	<th style="text-align: center;">Business Electives (12 Hours)</th>	Business Electives (12 Hours)
<input type="checkbox"/> Humanities Elective ^{1,2} 3	<input type="checkbox"/> Business Elective 3	
<input type="checkbox"/> Humanities Elective 3	<input type="checkbox"/> Business Elective 3	
General Electives	<input type="checkbox"/> Business Elective 3	
<input type="checkbox"/> AgEc 1010 - Agribusiness Seminar 1	<input type="checkbox"/> Business Elective 3	
<input type="checkbox"/> General Elective WI ⁴ 3	<input type="checkbox"/> Business Elective 3	
<input type="checkbox"/> General Elective WI 3	<input type="checkbox"/> Business Elective 3	
<i>Remaining Hours Needed to Reach 120 Hours Total</i>		
Supporting Agriculture Sciences(9 Hours)	<input type="checkbox"/> Supporting Agriculture Science 3	
<input type="checkbox"/> Supporting Agriculture Science 3	<input type="checkbox"/> Supporting Agriculture Science 3	
<input type="checkbox"/> Supporting Agriculture Science 3	<input type="checkbox"/> Supporting Agriculture Science 3	
International Elective (3 Hours)	<input type="checkbox"/> International Elective 3	
TOTAL HOURS 120		

Notes

1. Courses must be from two different departments.
2. A full list of Humanities Electives can be found at: generaleducation.missouri.edu/courses/?category=HFA
3. **Prior approval** by the Advisor Chair is needed to replace both Math 1400 and AgEc 2123 with Math 1500.
4. Students will need 2 writing intensive courses. One course must be 3000+ level in the major.
See back for approved Business, Supporting Agriculture Sciences, and International Electives



Agribusiness Management Degree Requirements Farm & Ranch Management Option

MU General Education Requirements	Departmental Required Courses
English Exposition (3 Hours)	Core Courses (37 Hours)
□ English 1000 3	□ Afnr 2120 - Working with Excel 1
Mathematics (3 Hours)	□ Acctcy 2036 - Accounting 1 3
□ Math 1100 - College Algebra 3	□ Acctcy 2037 - Accounting 2 3
Physical, Biological, and/or Math Sciences (11 Hours)	□ Econ 3229 - Money and Banking 3
□ BioSc 1010 3	□ AgEc 2123 - Quant App in AgEcon ³ 3
□ BioSc 1020 2	□ AgEc 2183 - Ag Marketing 3
□ Chem 1100, 1320 <i>or</i> Bio Chm 2110, 2112 3	□ AgEc 2225 <i>or</i> Stat 2500 (MRP) 3
□ Math 1400 - Calculus ³ (MRP) 3	□ AgEc 3256 - Ag & Biotechnology Law 3
Social and/or Behavioral Sciences (9 Hours)	□ AgEc 3260 - General Farm Mgmt. 3
□ AgEc 1041 - Microeconomics 3	□ AgEc 3282 - Agribusiness Finance 3
□ AgEc 1042 - Macroeconomics 3	□ AgEc 3294 - Ag Mkt. & Procurement 3
□ PolSc 1100, 2100 <i>or</i> Hist 1100, 1200 3	□ AgEc 4251 - Agricultural Prices 3
Humanistic Studies and Fine Arts (9 Hours)	□ AgEc 4962 - Planning Farm Business 3
□ Ag Ed & Ldrshp 2220 <i>or</i> Comm 1200 3	Business Electives (6 Hours)
□ Humanities Elective ^{1,2} 3	□ Business Elective 3
□ Humanities Elective 3	□ Business Elective 3
General Electives	Supporting Agriculture Sciences (15 Hours)
□ AgEc 1010 - Agribusiness Seminar 1	□ Supporting Agriculture Science 3
□ General Elective WI ⁴ 3	□ Supporting Agriculture Science 3
□ General Elective WI ⁴ 3	□ Supporting Agriculture Science 3
<i>Remaining Hours Needed to Reach 120 Hours Total</i>	□ Supporting Agriculture Science 3
	□ Supporting Agriculture Science 3
	International Elective (3 Hours)
	□ International Elective 3
TOTAL HOURS	120

Notes

1. Courses must be from two different departments.
 2. A full list of Humanities Electives can be found at: generaleducation.missouri.edu/courses/?category=HFA
 3. **Prior approval** by the Advisor Chair is needed to replace both Math 1400 and AgEc 2123 with Math 1500.
 4. Students will need 2 writing intensive courses. One course must be at the 3000+ level in the major.
- See back for approved Business, Supporting Agriculture Science and International Electives*



Agricultural Economics Degree Requirements Public Policy Emphasis

MU General Education Requirements	Departmental Required Courses
English Exposition (3 Hours)	Core Courses (40 Hours)
<input type="checkbox"/> English 1000 3	<input type="checkbox"/> Afnr 2120 - Working with Excel 1 <input type="checkbox"/> Acctcy 2036 - Accounting 1 3 <input type="checkbox"/> Acctcy 2037 - Accounting 2 3 <input type="checkbox"/> Econ 3229 - Money and Banking 3 <input type="checkbox"/> Econ 4351 - Intermed. Micro Econ 3 <input type="checkbox"/> AgEc 2070 - Environ. Econ (WI) 3 <input type="checkbox"/> AgEc 2123 - Quant App in AgEcon ³ 3 <input type="checkbox"/> AgEc 2183 - Ag Marketing 3 <input type="checkbox"/> AgEc 2225 <i>or</i> Stat 2500 (MRP) 3 <input type="checkbox"/> AgEc 3230 - Ag. & Rural Policy 3 <input type="checkbox"/> AgEc 3271 <i>or</i> 3272 - Int'l Ag/Trade 3 <input type="checkbox"/> AgEc 3282 - Agribusiness Finance 3 <input type="checkbox"/> AgEc 4251 - Agricultural Prices 3 <input type="checkbox"/> AgEc 4990 - AgEc Cap. Seminar (Cap) 3
Mathematics (3 Hours)	
<input type="checkbox"/> Math 1100 - College Algebra 3	
Physical, Biological, and/or Math Sciences (11 Hours)	
<input type="checkbox"/> BioSc 1010 3 <input type="checkbox"/> BioSc 1020 2 <input type="checkbox"/> Chem 1100, 1320 <i>or</i> Bio Chm 2110, 2112 3 <input type="checkbox"/> Math 1400 - Calculus ⁶ (MRP) 3	
Social and/or Behavioral Sciences (9 Hours)	
<input type="checkbox"/> AgEc 1041 - Microeconomics 3 <input type="checkbox"/> AgEc 1042 - Macroeconomics 3 <input type="checkbox"/> PolSc 1100, 2100 <i>or</i> Hist 1100, 1200 3	
Humanistic Studies and Fine Arts (9 Hours)	
<input type="checkbox"/> Ag Ed & Ldrshp 2220 <i>or</i> Comm 1200 3 <input type="checkbox"/> Humanities Elective ^{1,2} 3 <input type="checkbox"/> Humanities Elective 3	
General Electives	Public Policy Electives (9 Hours)
<input type="checkbox"/> AgEc 1010 - Agribusiness Seminar 1 <input type="checkbox"/> General Elective WI ⁴ 3	<input type="checkbox"/> Public Policy Elective 3 <input type="checkbox"/> Public Policy Elective 3 <input type="checkbox"/> Public Policy Elective 3
	Supporting Agriculture Sciences(9 Hours)
	<input type="checkbox"/> Supporting Agriculture Science 3 <input type="checkbox"/> Supporting Agriculture Science 3 <input type="checkbox"/> Supporting Agriculture Science 3
	International Elective (3 Hours)
	<input type="checkbox"/> International Elective 3
<i>Remaining Hours Needed to Reach 120 Hours Total</i>	TOTAL HOURS
	120

Notes

1. Courses must be from two different departments.
 2. A full list of Humanities Electives can be found at: generaleducation.missouri.edu/courses/?category=HFA
 3. **Prior approval** by the Advisor Chair is needed to replace both Math 1400 and AgEc 2123 with Math 1500.
 4. Students will need a writing intensive course at the 3000+ level in the major.
- See back for approved Public Policy, Supporting Agriculture Sciences, and International Electives*



Department of Agricultural and Applied Economics

Departmental Required Courses

Course	Prerequisites
Afnr 1120 - Computing & Information Technology	Freshman or sophomore standing
Acctcy 2036 - Accounting 1	Minimum of 30 credit hours complete (sophomore standing)
Acctcy 2037 - Accounting 2	Acctcy 2036
Afnr 2120 - Working with Data Using Excel	None
AgEc 2123 - Quantitative Applications in Ag. Economics	AgEc 1041 and Math 1400
AgEc 2183 - The Agricultural Marketing System	AgEc 1041, 1042, and English 1000
AgEc 2225 - Statistical Analysis	AgEc 1041 and Math 1100
OR	
Stat 2500 - Intro to Probability & Statistics	C- or better in Math 1300, 1320, 1400, or 1500
Econ 3229 - Money, Banking, & Financial Markets	Econ 1014 or AgEc 1041, and Econ 1015 or AgEc 1042
AgEc 3282 - Agribusiness Finance	AgEc 1041 and Acctcy 2037
AgEc 4251 - Agricultural Prices	AgEc 1041, 1042, 2123, and either AgEc 2225 or Stat 2500

Agribusiness Management Degree Required Courses

Course	Prerequisites
AgEc 3256 - Agribusiness & Biotechnology Law	At least 3 hours of AgEc or Econ courses
AgEc 3286 - Economics of Managerial Decision Making	AgEc 1041, 2123, and 2183
AgEc 4971 - Agribusiness Management Strategy	AgEc 2183, 3282, 3286, and English 1000
AgEc 4972 - Agri-Food Business & Cooperative Mgmt.	AgEc 2183, 3256, 3286, and 4971

Agricultural Economics - Public Policy Degree Required Courses

Course	Prerequisites
AgEc 2070 - Environmental Economics Policy	English 1000 and sophomore standing
AgEc 3230 - Agricultural & Rural Economic Policy	AgEc 1041, 1042 or equivalent
AgEc 3271 - International Agricultural Development	AgEc 1041, 1042, and junior standing
OR	
AgEc 3272 - International Food & Trade Policy	AgEc 1041 and 1042
Econ 4351 - Intermediate Microeconomics	Econ 1014 or AgEc 1041, and Math 1400 or equivalent
AgEc 4990 - Economic Analysis of Policy & Regulation	AgEc 2225, 3230 or 4251, and senior standing. Recommended Econ 4351

Agricultural Economics - Farm & Ranch Management Degree Required Courses

Course	Prerequisites
AgEc 3256 - Agribusiness & Biotechnology Law	At least 3 hours of AgEc or Econ courses
AgEc 3260 - General Farm Management	AgEc 1041
AgEc 3294 - Agricultural Marketing & Procurement	AgEc 2183 and 2225
AgEc 4962 - Planning the Farm Business	AgEc 3260, Afnr 1120, 2120 or equivalent



Course Offerings

Approved Electives

Business Electives

Students in Agribusiness Management and the Farm and Ranch Management emphasis area are required to take additional hours of business courses to focus the student's program beyond courses specifically required. Please note, if a course is specifically required for your degree, it cannot fulfill both the degree requirement AND a business elective. The course only fulfills the business elective requirement if it is not required for your degree program. Course approved as business electives include:

- AgEc 2223
- AgEc 3150
- AgEc 3224
- AgEc 3230
- AgEc 3241
- AgEc 3283
- AgEc 3286
- AgEc 3294
- AgEc 4295
- AgEc 4972
- AgEc 4990
- Acctcy 2258
- Trulaske College of Business: courses 3000+
- AgEc 4940 with prior approval

Supporting Agriculture Sciences

The following departments offer courses in production agriculture and natural resources, and are approved to fulfill the production agriculture elective requirement:

- Agricultural Systems Management
- Animal Sciences
- Biochemistry
- Biological Engineering
- Fisheries and Wildlife
- Food Science
- Forestry
- Natural Resources
- Plant Science
- Soil and Atmospheric Science

The following departments DO NOT offer production agriculture or natural resources:

- Agriculture (excluding the courses listed below)
- Agricultural Economics
- Agricultural Education
- Hospitality Management
- Parks, Recreation & Tourism
- Rural Sociology
- Science & Agricultural Journalism

The following agricultural sustainability courses are also approved to fulfill the production agriculture elective requirement: Afnr 2215, 3215, and 3315

Public Policy Electives

Students emphasizing in Public Policy must choose a total of nine credit hours from either the courses below or have courses approved by the advisor chair. Courses approved as public policy electives include:

- AgEc 3241
- AgEc 3271 or 3272
- AgEc 3256 or 3257
- AgEc 3260
- AgEc 3270
- AgEc 3286
- AgEc 4356
- AgEc 4972
- Econ 4315
- AgEc 4940 with prior approval
- AgEc 3294

International Electives

Students are required to take three credit hours of international electives. The following courses are approved to fulfill the communication elective requirement:

- AgEc 3150
- AgEc 3271
- AgEc 3272
- Afnr 2190
- Afnr 2191

General Courses

AgEc 1010

Intro to Agribusiness Management (1)

Offered: Fall, Spring

Management concepts and techniques. Coordination of business activity, motivation, and decision-making approaches used by industry leaders in the global food chain. Unique aspects of managing enterprises in the agriculture-food sector.

AgEc 1011

Survey Global Agribusiness (1)

Offered: Not currently available

Global production, consumption, trade, and investment patterns in agriculture-food sector.

AgEc 1041

Applied Microeconomics (3)

Offered: Fall

Introduction to microeconomic principles and their application to decision-making in agribusinesses, consumer decision analysis, producer goals, optimization, the market, and current issues. Cannot receive credit for both AgEc 1041 and Econ 1014.

AgEc 1042

Applied Macroeconomics (3)

Offered: Spring

Introduction to macroeconomic principles and their application to the agriculture-food sector and natural resource issues, decision making, and evaluating national and regional economic issues. Cannot receive credit for both AgEc 1042 and Econ 1015.

AgEc 2070

Environmental Economics & Policy (3) (WI)

Offered: Spring

Examines current environmental and natural resource issues using a systems perspective and key economic concepts. Explores connections between the environment and the economy based on problems at the local, national and international levels.

**Prereq: English 1000 and sophomore standing*

AgEc 2123

Quantitative Applications in Ag Economics (3)

Offered: Fall, Spring

Familiarize students with the use of calculus and other quantitative tools in developing and analyzing fundamental economic concepts.

**Prereq: AgEc 1041 and Math 1400*

AgEc 2156

Intro to Environmental Law (3)

Offered: Not currently available

Environmental issues from a legal perspective, using current controversies from both the USA and other countries. Major environmental laws dealing with water, air, noise, endangered species, waste disposal and land use.

AgEc 2183

The Agricultural Marketing Systems (3) (WI)

Offered: Fall, Spring

Analysis of marketing systems that transforms agricultural products into food products. Examines functions and institutions in marketing and distributing food from both micro and macro perspectives.

**Prereq: AgEc 1041, 1042, and English 1000*

AgEc 2223

Agricultural Sales (3)

Offered: Fall, Spring

Principles of salesmanship in agricultural input and output markets; buyer motivations; time and territory management, communication models and techniques; planning and executing sales calls.

**Prereq: AgEc 1041*

AgEc 2225

Statistical Analysis (3) (MRP)

Offered: Fall, Spring

Elementary statistical inference.

**Prereq: AgEc 1041 and Math 1100*

AgEc 2940

Practicum in Agricultural Economics (1-3)

Offered: Summer

Off-campus integrated working and learning experience for departmental majors and minors. Application of economic concepts in business or government.

**Prereq: 6 AgEc credits, 3 Commun credits, and 30 total University credits. Instructor consent required. Graded S/U only.*

AgEc 3150

International Agribusiness (3)

Offered: Summer

This course covers the primary factors that shape the business environment for food and agricultural firms conducting business across borders. The course examines how culture, institutions and public policy affect business operations and business strategies.

**Prereq: AgEc 2183 or instructor consent*

AgEc 3224

New Products Marketing (3) (WI)

Offered: Fall, Spring

Learning experience to develop skills in marketing new agricultural products. To include market analysis, goals and objectives, action plan, financial evaluation and monitoring and measurement. In small groups, students will develop complete marketing plan for a new product.

**Prereq: English 1000 and either AgEc 1041 or Econ 1014*

AgEc 3230

Agricultural and Rural Economy Policy (3)

Offered: Spring

Study and analysis of past and present government policies affecting agriculture and rural economy.

**Prereq: AgEc 1041, 1042 or equivalent*

AgEc 3241

Ethical Issues in Agriculture (3) (WI)

Offered: Spring

The study of how economics, philosophy, and science inform on and impact important ethical problems in agriculture, such as the environment, biotechnology, animal welfare, farm structure, the role of agribusiness, development, sustainability and agriculture-related public policy. Course may be repeated once for credit.

**Prereq: English 1000 and AgEc 1041 or equivalent and junior standing*

AgEc 3256

Agribusiness and Biotechnology Law (3)

Offered: Fall, Spring

Legal concepts applicable to agribusiness and biotech firms. Includes contracts, product liability, warranties, corporate farm laws, corporations, partnerships, limited liability companies, labor laws, patents, copyrights, trademarks, and ethical perspectives.

**Prereq: 3 hours AgEc or Econ*

AgEc 3257

Rural and Agricultural Law

Offered: Not currently available

Everyday practical legal problems facing rural residents, farmers, agribusiness, and local government. Laws include statutes, common law (cases), customs, and administrative regulations. Topics include corporate/contract farming, right-to-farm, leases, fence laws, estate planning and water rights.

**Prereq: 3 hours of AgEc or Econ*

AgEc 3260

General Farm Management (3)

Offered: Fall

Economic and management principals applied to planning and operating farm businesses. Includes enterprise combination, resource acquisitions, water management, profit maximization techniques and annual adjustments to changing conditions.

**Prereq: AgEc 1041*

AgEc 3270

Conservation and Use of Protected Areas (3)

Offered: Not currently available

Evaluation of socioeconomic, cultural and ecological values influencing the development and management of protected areas including parks, forests, wildlife refuges, wilderness and wild/scenic rivers.

**Prereq: AgEc 1041 or equivalent, or AgEc 2070 and introductory natural resources courses, or instructor consent.*

AgEc 3271

International Agricultural Development (3)

Offered: Spring

Examines world food problems, analyzes its causes, economic and non-economic policy alternatives for modernizing agriculture in less-developed countries.

**Prereq: AgEc 1041, 1042, and junior standing*

AgEc 3272

International Food Trade and Policy (3)

Offered: Fall

Examines food trade, develops economic analyses of trade impacts on domestic agricultural policies, examines international trade agreements, and interface of trade and environment.

**Prereq: AgEc 1041 and 1042*

AgEc 3282

Agribusiness Finance (3)

Offered: Fall, Spring

Application of the concepts and methods of finance to the management of agribusiness firms, including cooperatives. Special attention is given to the working capital needs of agribusiness and to the specialized lending institutions in the agricultural economy.

**Prereq: AgEc 1041 and Acctcy 2037*

AgEc 3283

Fundamentals of Entrepreneurship (3)

Offered: Spring

Introduce students to entrepreneurial way of thinking. Entrepreneurship is a way of thinking about indentifying/creating opportunities and transforming those opportunities into new businesses, new institutions, or solutions to problems. Students will participate in the process of formulating and evaluating solutions to problems and of identifying and exploiting opportunities.

**Prereq: AgEc 1041 and Acctcy 2036 or equivalent*

AgEc 3285

Problems Course (1-3)

Offered: Fall, Spring, Summer

Supervised study in a specialized phase of agricultural economics.

**Prereq: AgEc 1041 and 1042. Graded S/U only.*

Instructor consent required.

AgEc 3286

Economics of Managerial Decision Making (3)

Offered: Fall, Spring

Introduces tools and concepts from price theory, game theory, industrial organization, and organizational economics, and applies them to managerial decision making activities for businesses in the agri-food system and for natural resource and environmental management.

**Prereq: AgEc 1041, 2123, and 2183*

AgEc 3294

Agricultural Marketing & Procurement (3)

Offered: Fall

Content of course focuses on marketing issues in the agriculture supply chain. Topics covered include price discovery, basis, futures/options, contracting, logistics, and management decision making.

**Prereq: AgEc 2183 and 2225*

AgEc 3295

Real Money: Speculative Trading for Beginners (3)

Offered: Arranged

Familiarize students with the learning components of commodity future trading. Students learn through involvement by investing in a commodity pool and trading futures market contracts. Students apply both fundamental and technical analysis. Students taking this course are required to invest from \$100 to \$300 in \$100 increments.

**Prereq: AgEc 2183, 3294, or instructor's consent*

AgEc 3383

Rural Entrepreneurship II (3)

Offered: Spring

Rural Entrepreneurship II is designed for students that realize they may need to create their own career or opportunity if they want to return to their rural community and for students who would like to better understand how to create that option in their career choice set.

**Prereq: AgEc 1041, 3283, and Acct 2036*

AgEc 4230

Understanding the Agricultural Policy Process (3)

Offered: Fall

The goal of this course is to prepare students for a career in agricultural policy and will build the skill set needed in the agricultural policy environment.

**Prereq: AgEc 3230 and instructor's consent*

AgEc 4251

Agricultural Prices (3)

Offered: Fall, Spring

Variations in prices of agricultural products and their underlying factors.

AgEc 4295

Agricultural Risk Management (3)

Offered: Fall

This class examines the range of risks businesses face and explore ways of characterizing and evaluating those risks.

**Prereq: AgEc 2183 and 2225, or instructor's consent*

AgEc 4301

Topics in Agricultural Economics (1-3)

Offered: Fall, Spring

Current and new topics not currently offered in applied and/or theoretical areas in Agricultural Economics.

AgEc 4340

Rural Real Estate Appraisal (3)

Offered: Mizzou Online only

Principles, techniques, practices of rural real estate appraisal. Field trips.

**Prereq: AgEc 3260*

AgEc 4356

Environmental Law and Policy (3)

Offered: Not currently offered

Legislative, administrative, and common law dealing with the environment. Introduces fundamental concepts and classic issues underlying the body of law and policy dealing with the environment. Includes air and water quality, endangered species preservation, land use & waste disposal.

**Prereq: Senior or graduate standing. For non-law students. Recommended: AgEc 2156, and either AgEc 3256 or 3257*

AgEc 4940

Internship Experiences in AgEc (1-3)

Offered: Summer

Combines study, observation, and employment in a public agency or private firm in marketing, farm management, or credit. Staff supervision and evaluation. Reports required.

**Prereq: 2.5 GPA, 75 hours of course work and instructor's consent. Graded S/U only.*

AgEc 4962

Planning the Farm Business (3)

Offered: Spring

Economic analysis and planning of the farm business and its organization. Applications of computerized management techniques to farm business including resource acquisition, tax management, enterprise analysis, and business analysis through farm records and budgets.

**Prereq: AgEc 3260, Afnr 1120, 2120 or equivalent*

AgEc 4971

Agribusiness Management Strategy (3) (WI)

Offered: Fall

Analysis of industry forces in agriculture and food sector. Assessing risks and firms' capabilities. Development of firm's competitive strategy, including vertical integration, diversification, international business option, and financial planning and performance measurement.

**Prereq: AgEc 2183, 3282, 3286, and English 1000*

AgEc 4972

Agri-Food Business and Cooperative Management (3)

Offered: Spring

Risk management in the global agri-food chain, including managing the unique uncertainties of biological production processes, global market analysis, and government intervention, of risk management tools and institutions unique to strategic decision making in agribusiness and cooperative firms.

**Prereq: AgEc 2183, 3256, 3286, and 4971*

AgEc 4983

Strategic Entrepreneurship in Agri-Food (3)

Offered: Spring

Strategic entrepreneurship is the search for opportunities to generate income streams from innovation, development of new markets, and altering the rivalry positions in existing markets.

**Prereq: AgEc 3257, 3282, 3283, 3383, and senior standing*

AgEc 4990

Economic Analysis of Policy & Regulation (3)

Offered: Spring

Apply key concepts of agricultural economics in traditional and non-traditional settings.

**Prereq: AgEc 2225, 3230 or 3251, and senior standing. Recommended: Econ 4351*



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