1. **COURSE TITLE\*:** AgriBusiness
2. **CATALOG – PREFIX/COURSE NUMBER/COURSE SECTION\*:** AGRI 1103
3. **PREREQUISITE(S)\*:** None **COREQUISITE(S)\*:** None
4. **COURSE TIME/LOCATION/MODALITY: (*Course Syllabus – Individual Instructor Specific*)**
5. **CREDIT HOURS\*:** 3 **LECTURE HOURS\*:** 3

**LABORATORY HOURS\*:** 0 (contact hours) **OBSERVATION HOURS\*:** 0

1. **FACULTY CONTACT INFORMATION: *(Course Syllabus – Individual Instructor Specific)***
2. **COURSE DESCRIPTION\*:**

Students will develop skills in the areas of finance, management and marketing that are critical to the success of an agribusiness firm. These skills will involve an understanding of concepts such as bids, budgets, business plans, cash flows, contracts, inventory controls, marketing plans, supply chain, negotiations, and strategic alternatives.

1. **LEARNING OUTCOMES\*:**

At the completion of this course the student will be able to:

1. Compare and contrast the characteristics of agribusiness firms by structure, common organizational strategies, business type, and size.
2. Identify and explain the major components of an agribusiness firm with respect to finance, marketing, and management.
3. Identify and interpret the supply chain management of operating an agribusiness firm with respect to budgeting, financing, successful negotiations, bidding, contracting, inventory control, and adequate cash flows.
4. Explain the interrelationship of a business plan, and an effective human resource management plan.
5. Develop a comprehensive Business Plan.

1. **ADOPTED TEXT(S)\*:**

*AgriBusiness*

1st Edition

Van Fleet, Van Fleet, & Seperich

Cengage Publishing

ISBN: 9781111544867

**9a: SUPPLEMENTAL TEXTS APPROVED BY FULL TIME DEPARTMENTAL FACULTY (INSTRUCTOR MUST NOTIFY THE BOOKSTORE BEFORE THE TEXTBOOK ORDERING DEADLINE DATE PRIOR TO ADOPTION) \*\*\*.**

1. **OTHER REQUIRED MATERIALS: (SEE APPENDIX C FOR TECHNOLOGY REQUEST FORM.)\*\***

Other resources may be required as the term progresses and will be announced or given in class

1. **GRADING SCALE\*\*\*:**

Grading will follow the policy in the catalog. The scale is as follows:

A: 90 – 100

B: 80 – 89

C: 70 – 79

D: 60 – 69

F: 0 – 59

1. **GRADING PROCEDURES OR ASSESSMENTS: (*Course Syllabus – Individual Instructor Specific)***

|  |  |  |
| --- | --- | --- |
| *Category* | ***EXAMPLE ONLY***  *Total Points* | *% of Grade* |
| Chapter Homework | 150 | 15% |
| Chapter Quizzes | 150 | 15% |
| Business Plan | 200 | 20% |
| Mid-Term Exam | 200 | 20% |
| Final Exam | 200 | 20% |
| Attendance/Participation | 100 | 10% |
| Total | 1000 | 100% |

1. **COURSE METHODOLOGY: *(Course Syllabus – Individual Instructor Specific)***

This course may use lectures, discussions, videos, computer slide show, in and out of class assignments, work projects, research papers, and written exams as appropriate to the Learning Outcomes.

1. **COURSE OUTLINE: *(Course Syllabus – Individual Instructor Specific)***

***(Insert sample course outline with learning outcomes tied to assignments / topics.)***

**Suggested Course Outline Learning Outcome(s)**

Week 1 Agribusiness 1

Management Today 1

Week 2 Managerial Roles & Skills 1, 5

Week 3 Organizational Environments 1, 5

The Competitive Environment 1, 5

Week 4 The Global Environment 1, 5

Week 5 The Ethical & Social Environment 1, 5

Week 6 Basic Managerial Planning 2, 5

Strategy & Strategic Planning 2, 3, 5

Week 7 Planning Tools & Techniques 2, 3, 5

Appendix B: The Nature of Control Techniques 2, 3, 5

Appendix B: Budgets 2, 3, 5

Appendix B: Financial Analysis 2, 3, 5

Week 8 Managerial Problem Solving & Decision Making 2, 3, 5

**Mid-Term EXAM**

Week 9 Organizational Concepts 1, 5

Organizational Design 1, 5

Week 10 Organizational Change & Innovation 1, 5

Week 11 Staffing & Human Resources 2, 4, 5

Individual & Interpersonal Processes 2, 4, 5

Week 12 Leadership 2, 4

Week 13 Employee Motivation 2, 4

Groups & Teams 2, 4

Week 14 Managerial Communication 2, 5

Organizational Control 1, 5

Week 15 Managing Quality 2, 5

Operational & Technology Management 2, 3, 5

Week 16 Final Exam

1. **SPECIFIC MANAGEMENT REQUIREMENTS\*\*\*:**

**Student Responsibilities: Students must Read the Textbook and understand the Chapter Learning Objectives. Attend class and be prepared to participate in that day’s discussion, complete the Assignments by the due dates, and complete the Exams by the due dates. Students must also Display Sincere adult Behavior in the classroom.  Students must do their own work!  No Plagiarism!**

**Instructor Responsibilities:** It is the responsibility of the instructor to enhance and expand the meaning and application of the subject matter covered in the course. The instructor will not normally review the assigned text. The instructor will provide grades in a timely manner and make arrangements to be available for assistance as needed.

**16. FERPA:\***

Students need to understand that your work may be seen by others. Others may see your work when being distributed, during group project work, or if it is chosen for demonstration purposes. Students also need to know that there is a strong possibility that your work may be submitted to other entities for the purpose of plagiarism checks.

**17. ACCOMMODATIONS:\***

Students requesting accommodations may contact Ryan Hall, Accessibility Coordinator at rhall21@sscc.edu or 937-393-3431, X 2604.

Students seeking religious accommodation for absences permitted under Ohio’s Testing Your Faith Act must provide the instructor and the Academic Affairs office with written notice of the specific dates for which the student requires an accommodation and must do so no later than fourteen (14) days after the first day of instruction or fourteen (14) days before the dates of absence, whichever comes first. For more information about Religious Accommodations, contact Ryan Hall, Accessibility Coordinator at rhall21@sscc.edu or 937-393-3431 X 2604.

**18. OTHER INFORMATION\*\*\*:**

**Classroom Conduct:** Civility in the classroom is very important. As professionals, we expect students to conduct themselves in a courteous and respectful manner. Disruptive, rude, sarcastic, obscene, or disrespectful speech or behavior have a negative impact on everyone and will not be tolerated.

**SYLLABUS TEMPLATE KEY**

**\*** Item cannot be altered from that which is included in the master syllabus approved by the Curriculum Committee.

**\*\*** Any alteration or addition must be approved by the Curriculum Committee

**\*\*\*** Item should begin with language as approved in the master syllabus but may be added to at the discretion of the faculty member.