

*Syllabus is posted on AGEC 310 Blackboard Home Page.*

S/17

**AGEC 310, Agricultural Economics—Farm Organization**  
**KRAN G-16 Tuesday and Thursday 10:30 – 11:45 am**

**Professor:** Dr. Nicole J. Olynk Widmar, Krannert 629, Office: 765-494-2567

E-mail: [nwidmar@purdue.edu](mailto:nwidmar@purdue.edu)

**Additional Course Contact:** Janet Pool, Krannert 741, Office: 765-494-4310

**Graduate Student Assistant –**

Courtney Bir, Krannert 588  
birc@purdue.edu

**Attendance is important.**

If you will miss a class, it would be considered a professional courtesy to email Dr. Widmar in advance with your name and the date you will miss.

Attendance is not *required*, however, you alone are responsible for class information and obtaining missed materials, if allowable. **There MAY be materials distributed in class which are time sensitive and/or only available on certain days (i.e. extra credit assignments distributed in hard copy only).**

**Office hours:** Dr. Widmar and Courtney Bir will be available for office hours at scheduled times throughout the semester. **Note that there is also an entire regularly scheduled class period dedicated to reviewing material for the exam and a “Question and Answer” session before each exam.** Scheduled office hours for Spring 2017 are as follows. Please note that **OFFICE HOURS** indicates they are being held on a given week and **NOT TODAY** indicates no office hours will take place on the given date.

	Office Hours with	Dr. Widmar	Dr. Widmar	Courtney Bir	Courtney Bir
	Week beginning on:	Tuesday Noon – 2:00 pm  629 Krannert	Thursday Noon – 2:00 pm  629 Krannert	Monday 1:00 pm-2:00 pm  588 Krannert	Friday 1:00 pm-2:00 pm  588 Krannert
1	January 9, 2017	OFFICE HOURS	NOT TODAY	NOT TODAY	OFFICE HOURS
2	January 16, 2017	NOT TODAY	OFFICE HOURS	NOT TODAY	OFFICE HOURS
3	January 23, 2017	NOT TODAY	NOT TODAY	OFFICE HOURS	NOT TODAY
4	January 30, 2017	OFFICE HOURS	NOT TODAY	NOT TODAY	OFFICE HOURS
5	February 6, 2017	NOT TODAY	OFFICE HOURS	OFFICE HOURS	OFFICE HOURS
6	February 13, 2017	NOT TODAY	OFFICE HOURS	NOT TODAY	OFFICE HOURS
7	February 20, 2017	OFFICE HOURS	NOT TODAY	OFFICE HOURS	OFFICE HOURS
8	February 27, 2017	OFFICE HOURS	NOT TODAY	OFFICE HOURS	OFFICE HOURS
9	March 6, 2017	OFFICE HOURS	NOT TODAY	OFFICE HOURS	NOT TODAY
10	March 13, 2017	ENJOY YOUR BREAK			
11	March 20, 2017	OFFICE HOURS	NOT TODAY	OFFICE HOURS	OFFICE HOURS
12	March 27, 2017	OFFICE HOURS	NOT TODAY	OFFICE HOURS	OFFICE HOURS
13	April 3, 2017	NOT TODAY	OFFICE HOURS	OFFICE HOURS	OFFICE HOURS
14	April 10, 2017	NOT TODAY	OFFICE HOURS	OFFICE HOURS	OFFICE HOURS
15	April 17, 2017	OFFICE HOURS	NOT TODAY	OFFICE HOURS	NOT TODAY
16	April 24, 2017	OFFICE HOURS	NOT TODAY	OFFICE HOURS	OFFICE HOURS

**If you are unable to attend office hours during any of these scheduled time periods, please e-mail Dr. Widmar to set up an alternative time.**

**Agricultural Economics 310**

## Farm Organization

Agricultural Economics 310 is the basic undergraduate course in Farm Management. It is oriented to the junior level of undergraduate students in the College of Agriculture. It is assumed that students enrolling in this course have some training in and a working knowledge of the physical production sciences-- Agronomy, Animal Sciences, Agricultural Engineering, Horticulture, etc.

AGEC 310 involves the study of the farm business from the standpoint of maximizing after-tax returns over time. Major emphasis is on the fundamental principles underlying sound farm organization and operation. The principles and techniques developed are general enough to have validity through time, in any geographic area, under any conditions. On the other hand, they are specific enough to be applied to an individual farm. AGECE 310 may be followed by AGECE 311, Farm Business Accounting, and AGECE 411, Advanced Farm Management.

***Class Meetings:***

AGECE 310 will meet Tuesdays and Thursdays from 10:30 – 11:45 am in Krannert G-16.

***Course Objectives:***

1. To provide an understanding of the economics and analytical tools that farmers use to maximize farm profit.
2. To provide a procedure for analyzing farm financial information and suggest possible improvements to increase profit after taxes.
3. To develop the ability to plan, organize, and operate a farm business which accomplishes the operator's most important goals.

***Course Materials:***

- *Text (Optional): "Farm Management", McGraw Hill, Kay and Edwards, Sixth Edition, 2006, ISBN 978-0-07-302829-3.*

***Blackboard Learn (Required)***

Our class website on *Blackboard Learn*, <http://www.itap.purdue.edu/tlt/blackboard/>, will have all problem sets, supplemental material with links to cost data that will be used for doing problem sets, excerpts of current lecture notes, and readings (may be available from time to time.)

***Calculator (Required)***

You must have a calculator – that you can operate alone - in class, **every** class session. (You will not be permitted to help one another operate calculators for any reason. You will not be allowed to share calculators for any reason.) For the purposes of this class, a calculator is a tool which is capable of mathematical calculations and NOT capable of phone calls, text messages, e-mails, or accessing the internet. Therefore, the following items are not acceptable for use in class as calculators – cell phones, tablets of any kind, laptops, desktops, or any other computing device not generally recognized as a calculator in its sole purpose. If you have questions about your calculating device, see Dr. Widmar for approval before use in class.

***Course Communication:***

Please note that my primary out-of-class method of communication will be via email to your Purdue email address. I will not generally attempt to contact you at email addresses other than your Purdue email address. It is your responsibility to check for mail and to check your Blackboard account on a regular basis. I recommend checking your Purdue email account at least once every 24 hours.

### *Problem Sets:*

**Problem sets will be collected at the start of class on problem set due dates. If you are not present to submit your problem set at the time when I collect them your problem set is late and grades will be impacted as specified below.**

*\*YES, if you arrive to class late and turn in your problem set AFTER I have collected them  
→ your problem set is late.*

**Work problems first on a preliminary copy of the problem set and when you are satisfied with your answer copy it neatly onto a fresh problem set.** The intention of problem sets is for you to gain understanding and experience in putting principles to use in solving farm organization and management problems. There will be problem sets due throughout the semester.

**Problem sets submitted after the *in-class collection on the due date but within 48 hours will be down-graded by 5 points.* Between 48 hours late and one week late a 10 point grade reduction on the problem set will be taken. Zero points will be given for problem sets turned in more than one week late.**

But, be sure to complete problem sets and turn them in before the last class of the semester to receive feedback (useful in exam prep) and because each missing or incomplete problem set will result in **one full letter grade reduction** in the final course grade if not turned in by the **last class of the semester!** **For clarity, one full letter grade reduction would be from an A+ to a B+, an A to a B, a C to a D, or a C- to a D-. Any grade of D (including D+, D, D-) would decrease to an F with one full letter grade reduction. For further clarity, a two letter grade reduction would be from an A+ to a C+, an A to a C, and any grade of C (including C+, C, C-) would decrease to an F.**

The key factor in grading these problem sets will be the clarity of analysis as well as the soundness of conclusion. Show your work for partial credit. You MAY work in groups on problem sets BUT you MUST include the names of those people you worked with. The maximum number of people in a group is four. Failure to report having worked in a group will be penalized. The purpose of working together is to exchange ideas and to exchange knowledge of technical practices. It is important that each person participate on each part of the exercise to gain the greatest value from it. Therefore, cooperation should be limited to four people and each should answer the question with the benefit of idea exchange but in their own words. Each person's answers should be uniquely their own. **Any problem set that even whiffs of being done by one person and copied by another will be severely penalized.**

On the cover page of the problem sets you must clearly identify:

*your name, date submitted, and the names of your collaborators.*

Each problem set is to be neatly and clearly organized in question number order and securely **stapled**.

**A five point penalty will be applied to problem sets that are not clearly organized as specified above or not stapled.**

### ***Exams:***

There will be **three exams**; make up exams, open to any student in the class for any reason, will be posted at the start of the semester. Anyone may decide – for any reason – to take any of the three exams at the posted alternative time(s). Contact Dr. Widmar immediately if you have any concerns about exam dates/times. Exams will contain a combination of short answer, essay, and problem questions. The examinations will be closed book unless Dr. Widmar specifically announces that certain materials can be used. This will be made abundantly clear in class at least one week prior to each exam date.

Under absolutely no circumstances are you allowed to consult with, request information of, request help from, or provide help to/from any other person regarding an exam in AGECE 310. See academic dishonesty statement on following page for additional information. Providing or receiving help on an AGECE 310 exam will result in reporting to the Dean of Students for disciplinary action – no exceptions will be made to this policy.

Announcements regarding materials which may be used on the exam will be made in class only and not duplicated on Blackboard; if you miss class, you may miss an opportunity to use materials. If you are absent from class on the day materials are distributed, there should be no expectation that those materials will be made available to you; choosing to not attend class involves tradeoffs.

### ***Quizzes:***

***I reserve the right to conduct quizzes without notice. Bring your calculator every class period.*** The quizzes can cover all previous lectures, problem sets, and assigned reading material. They are designed to see that you are rewarded for keeping up-to-date and to uncover problem areas. **There will be no makeup quizzes given for any reason to any person.**

### ***Scores recorded incorrectly, score revisions, and regrades:***

Occasionally a scoring mistake will be made--professors are human, too. If a score is recorded incorrectly or if you would like to request a regrade of any document (including if a score is missing or reported as zero), contact Dr. Widmar in writing (e-mail preferred) to bring this to her attention. If you feel that you deserve more credit than you received, see Dr. Widmar before or after class or during her office hours to resubmit your original graded document and explain the reason you would like your grade reevaluated – after you have contacted her in writing about the matter.

Recording errors must be reported within a week of the grade being posted on Blackboard. Dr. Widmar will return papers the next class hour after they are graded (and grades are posted) whenever possible. Papers not turned in with the rest of the class or not picked up when returned in class will be available from Dr. Widmar during office hours (or an arranged appointment.)

Documents submitted for evaluation are subject to being regraded in their entirety; grades may be raised or lowered depending on the error found. You have one week from when grades are posted on Blackboard to submit documents for regrade/reevaluation.

### ***Extra Credit:***

I reserve the right to offer extra credit throughout the semester. I reserve the right to offer extra credit only in class, only via Blackboard, or both. I do not guarantee that extra credit offered in class will be available via Blackboard, or vice versa. It is your responsibility to attend class and regularly check Blackboard in order to remain informed regarding possible extra credit offered. Be aware that extra credit deadlines are firm – no extensions will be given and extra credit will not be accepted late for any reason. Extra credit opportunities may, at times, be limited to individuals meeting certain specifications, such as having missed no more than “x” number of quizzes, having participated in all three exams, etc.

### ***Students with Special Needs:***

If you have a disability that requires academic adjustments, please make an appointment to meet with Dr. Widmar during the first week of classes to discuss your needs. Please note that university policy requires all students with disabilities to be registered with [Adaptive Programs](#) in the [Office of the Dean of Students](#) before classroom accommodations can be provided. **If you require, and have made arrangements for special exam accommodations, you must email Dr. Widmar 7-10 days before the exam with your name and the special accommodation agreed to so that she can have accommodations in order. Failure to notify Dr. Widmar 7-10 days in advance of each exam means that you will take the exam with the rest of the students.**

### ***Academic Honesty:***

University policy on academic dishonesty is clear: academic dishonesty in any form is strictly prohibited. Anyone found to be cheating or helping someone else cheat will be referred directly to the Dean of Students for disciplinary action. Penalties are severe and may include dismissal from the University. The risks associated with cheating far outweigh the perceived benefits. Academic dishonesty includes citing someone else's work as your own, using "cheat sheets" or sharing your answers with someone else. If you are unsure whether your planned action constitutes academic dishonesty, seek clarification from your instructor. Other information regarding your rights and responsibilities as a student is contained in the Purdue University [Code of Conduct](#). Writing assignments for this course will be checked for originality using the iThenticate software.

*Purdue prohibits "dishonesty in connection with any University activity. Cheating, plagiarism, or knowingly furnishing false information to the University are examples of dishonesty." [Part 5, Section III-B-2-a, [University Regulations](#)] Furthermore, the University Senate has stipulated that "the commitment of acts of cheating, lying, and deceit in any of their diverse forms (such as the use of substitutes for taking examinations, the use of illegal cribs, plagiarism, and copying during examinations) is dishonest and must not be tolerated. Moreover, knowingly to aid and abet, directly or indirectly, other parties in committing dishonest acts is in itself dishonest." [University Senate Document 72-18, December 15, 1972] Academic integrity is one of the highest values that Purdue University holds. Individuals are encouraged to alert university officials to potential breeches of this value by either emailing [integrity@purdue.edu](mailto:integrity@purdue.edu) or by calling 765-494-8778. While information may be submitted anonymously, the more information that is submitted provides the greatest opportunity for the university to investigate the concern.*

Each student enrolled in AGECE 310 is encouraged to study and work problem sets with others, to study past problem sets, quizzes, and exam questions and answers, and to elicit help from the full range of helpful people and information sources. The problem sets submitted are to be uniquely the student's and represent their own work. The quiz and exam answers submitted are to represent their own work.

**Academic dishonesty in AGECE 310 will be prosecuted to the limit of reason, including expulsion from the University.**

### ***Nondiscrimination:***

Purdue University is committed to maintaining a community which recognizes and values the inherent worth and dignity of every person; fosters tolerance, sensitivity, understanding, and mutual respect among its members; and encourages each individual to strive to reach his or her own potential. In pursuit of its goal of academic excellence, the University seeks to develop and nurture diversity. The University believes that diversity among its many members strengthens the institution, stimulates creativity, promotes the exchange of ideas, and enriches campus life.

Purdue University prohibits discrimination against any member of the University community on the basis of race, religion, color, sex, age, national origin or ancestry, genetic information, marital status, parental status, sexual orientation, gender identity and expression, disability, or status as a veteran. The University will conduct its programs, services and activities consistent with applicable federal, state and local laws,

regulations and orders and in conformance with the procedures and limitations as set forth in [Executive Memorandum No. D-1](#), which provides specific contractual rights and remedies. Any student who believes they have been discriminated against may visit [www.purdue.edu/report-hate](http://www.purdue.edu/report-hate) to submit a complaint to the Office of Institutional Equity. Information may be reported anonymously.

**Grades:**

Your grade will be based on the following: Three Exams at 200 points each, Quizzes totaling 100 points and Problem Sets totaling 300 points (25 points per problem set).

Grades will be assigned for total class points falling within the ranges as follows:

970 or more	A+	930-969	A	900-929	A-
870-899	B+	830-869	B	800-829	B-
770-799	C+	730-769	C	700-729	C-
670-699	D+	630-669	D	600-629	D-
599 or less	F				

All grading cutoffs are shown above, please feel free to contact Dr. Widmar if you have any questions.

***When you are frustrated with the class:***

It is especially important for Dr. Widmar to hear from you when this class is not meeting your expectations.

Send an e-mail to [nwidmar@purdue.edu](mailto:nwidmar@purdue.edu).

***Campus Emergency:***

In the unusual event of a major campus emergency, course requirements, deadlines and grading percentages are subject to changes that may be necessitated by a revised semester calendar or other circumstances. To get information about changes in this course visit the course home page, contact me by email at [nwidmar@purdue.edu](mailto:nwidmar@purdue.edu).

To report an emergency, call 911. To obtain updates regarding an ongoing emergency, sign up for Purdue Alert text messages, view [www.purdue.edu/ea](http://www.purdue.edu/ea). There are nearly 300 Emergency Telephones outdoors across campus and in parking garages that connect directly to the PUPD. If you feel threatened or need help, push the button and you will be connected immediately.

If we hear a fire alarm during class we will immediately suspend class, evacuate the building, and proceed outdoors. Do not use the elevator. If we are notified during class of a Shelter in Place requirement for a tornado warning, we will suspend class and shelter in the basement. If we are notified during class of a Shelter in Place requirement for a hazardous materials release, or a civil disturbance, including a shooting or other use of weapons, we will suspend class and shelter in the classroom, shutting the door and turning off the lights.

Please review the Emergency Preparedness website for additional information.

[http://www.purdue.edu/ehrs/emergency\\_preparedness/index.html](http://www.purdue.edu/ehrs/emergency_preparedness/index.html)

In the event of a major campus emergency, course requirements, deadlines and grading percentages are subject to changes that may be necessitated by a revised semester calendar or other circumstances. You can get information about changes in this course from our Blackboard web page or directly from Dr. Widmar.

***Notice of Photo and Video Recording:***

Dr. Widmar reserves the right to document class attendance, seating selections, and behavior in class at any time via the use of photography or video recording. For example, Dr. Widmar reserves the right to record video of the classroom during exams and refer to that video recording to verify behavior during exams at any time during the semester.

***Helpful Hints from Dr. Widmar:***

- If you are e-mailing from a non-Purdue e-mail address, please make sure to include your name in your e-mail. For example, e-mail addresses like, [Lovetofarm@gmail.com](mailto:Lovetofarm@gmail.com) describe about 95% of my students and if you do not sign the e-mail, I will not know who you are – and – I will not reply.
- Professionalism is important. I expect that everyone will conduct themselves in a professional manner, including the use of generally accepted (read: non-vulgar) language, in the classroom.
- “I missed the quiz, but it was for travel due to a University event. Can I make it up?”
  - No, quizzes may not be made up for any reason. See syllabus for more information.
- “I am missing 7 quiz grades, but I took 4 of those 7.”
  - If it is more than 1 week after the grade has posted, you have lost the opportunity to dispute the grade (even if that grade is zero). See syllabus for more information and pay attention to your grades as they are posted.
- “I misunderstood that I could not work with my friend on the take home exam.”
  - Under absolutely no circumstances are you allowed to consult with, request information of, request help from, or provide help to/from any other person regarding an exam in AGEC 310. See academic dishonesty statement on following page for additional information; providing or receiving help on an AGEC 310 exam will result in reporting to the Dean of Students for disciplinary action – no exceptions will be made to this policy.
- “I was not in class to get the extra credit, can I get it now?”
  - No. See comments related to extra credit in syllabus.
- “I don’t have my calculator. Can I use my phone?”
  - No. See ridiculously in-depth explanation of calculator requirements for this course.



## AGEC 310 Tue, Thur 10:30 a.m. KRAN G-16

			Lecture Topics	<u>Due @ start of class</u>	Notes
January	Tue	10	Introduction to Farm Planning & Organization		
	Thur	12	Human Resources & Farm Management; Farm and Family	<b>EC (1)</b>	
	Tue	17	Opportunity Cost and Ownership Cost with in-class example	<b>PS 1</b>	
	Thur	19	Enterprise Budgeting; Whole Farm Budgeting and Planning	<b>EC (2)</b>	
	Tue	24	Cont: Enterprise Budgeting; Whole Farm Budgeting, then Q & A	<b>PS 2</b>	<b>Key Available</b>
	Thur	26	<b>EXAM 1</b>		
	Tue	31	Review Exam 1 – Then, Partial Budgeting		
February	Thur	2	Financial Records: Balance Sheet & Balance Sheet Analysis		
	Tue	7	Financial Records: Income Statement & Income Statement Analysis		
	Thur	9	Financial Records: Cash Flow Statements	<b>PS 3</b>	
	Tue	14	Happy Valentine's Day- No Class – Use time for problem sets		
	Thur	16	Income Tax Management	<b>PS 4</b>	
	Tue	21	Time Value of Money; Discounting & Compounding		
	Thur	23		<b>PS 5 &amp; 6</b>	
	Tue	28	Net Present Value Analysis		
March	Thur	2	Guest Lecture - Dr. Dan Sanders	<b>PS 7</b>	
	Tue	7	REVIEW PERIOD - OPTIONAL CLASS DAY		
	Thur	9	<b>Exam 2</b>		
	Tue	14	<b>Spring Break</b>		
	Thur	16	<b>Spring Break</b>		
	Tue	21	Review Exam 2 – Then, Borrowing Money & Loan Amortization		
	Thur	23	Borrowing Money & Loan Amortization Cont; then, Lease Versus Buy Decisions		
	Tue	28	Cont. Lease Versus Buy Decisions		
	Thur	30	Microeconomics and Farm Decisions; How much? ; What combination of inputs? ; Input-output combinations	<b>PS 8 &amp; 9</b>	
April	Tue	4	What combination of products?		
	Thur	6	Risk Management and Probability; On-Farm Decision Making	<b>PS 10</b>	
	Tue	11	Cont. On-Farm Decision Making		
	Thur	13	Risk Attitudes & Decision Traps	<b>PS 11</b>	
	Tue	18	REVIEW PERIOD - OPTIONAL CLASS DAY		
	Thur	20	<b>Exam 3</b>		
	Tue	25	EXTRA CREDIT DAY – Krannert 629		
	Thur	27	EXTRA CREDIT DAY – Krannert 629		
	<b>Exam Schedule May 2 – 7</b>		<b>PS 12 * DUE AT START of SCHEDULED FINAL EXAM *</b>	<b>PS 12</b>	

Tentative Schedule; Subject to Change