

## AGEC 330, Management Methods for Agricultural Business Syllabus, Fall 2018

---

M/W/F 3:30 pm – 4:20 pm, 108 Smith Hall

Instructor: Dr. Brady Brewer; 754E Krannert; (765) 494-4324; [brewer94@purdue.edu](mailto:brewer94@purdue.edu)  
Office Hours: Anytime I am in the office; by appointment encouraged.  
TA Office Hours: To be announced.

**Text:** *Agribusiness Management, Fifth Ed.* 2016. Freddie Barnard, Jay Akridge, Frank Dooley, John Foltz, and Elizabeth Yeager; published by *Routledge*, ISBN 978-1-138-89193-7

### **Course Objectives:**

Course Description: Management of nonfarm, agriculturally related businesses. Topics include tools for management decision making, legal forms of business organization, basics of accounting, and important financial management techniques. Case studies and computer simulation game.

The course is designed to give the student perspective in applying and integrating basic management skills and principles in agribusiness decision making. A workable approach to management is presented which is built around the management functions of planning, organizing, controlling, and directing. The application of basic skills in economic analysis, marketing, finance, communication, plant operations, and personnel in the management process is illustrated. The general objective of the course is to provide a broad overview of agribusiness and what is required for effective management.

### **Specific Course Objectives:**

1. To make students aware of the size, nature, and importance of the agribusiness sector. To give students an "agribusiness perspective."
2. To increase student proficiency in the use of specific management tools which measure performance and improve decision-making within an agribusiness firm.
3. To involve the student in actual business problem-solving and decision-making through the use of case studies and a computer simulation.
4. To solicit and receive active student participation in the learning process.

**Good Decision Making!!!**

### **Class Activities:**

AGEC 330 is intended to be a lecture-DISCUSSION (note emphasis on last word) course. Questions will be raised in class for discussion and solution. Active participation in all class activities is expected and will be rewarded. The course syllabus is a general plan for the course; deviations will be announced to the class by the instructor, as necessary.

Homework and Case Studies: A number of homework exercises will be assigned for completion outside of class. The purpose of these exercises is to give you an opportunity to apply the principles of agribusiness management discussed in class. **Discussion of the exercises between and among**

**students is encouraged; HOWEVER you must prepare your own written answers on each exercise.** If two or more papers are turned in containing virtually identical written answers, then neither student will receive credit. A due date will be announced at the time each exercise is assigned and papers will be collected in class on the date they are due.

Cases studies may also be assigned in class. Discussion among students on case studies is highly encouraged as these assignments are meant to stimulate discussion and critical thinking about topics being covered in class. Case studies may be deemed a group assignment, but not always depending on the learning objective. If a case study is deemed a group assignment, the maximum number of students per team will be announced in class. Students who prefer to work individually or in smaller groups may do so as well.

A due date will be announced at the time each exercise is assigned or once all the material on the homework or case study has been covered. Papers will be collected in class on the date they are due. The "price" of handing in a late homework is an initial 25 percentage points off and then an additional 10 percentage points for each 24 hours it is late. No papers will be accepted after graded papers are returned.

Many assignments may be turned in electronically. Electronic homework that is a picture of handwritten work will be given a ZERO!! If you turn in electronic homework, either submit the original document (e.g. word file, excel file) or scan the handwritten work with a copier. Cell phone pictures of handwritten work will not be scored!! It is the student's responsibility to ensure that homework is clear and easy to read.

Quizzes: Quizzes will be given throughout the semester. Quizzes will normally be announced one class period prior to being given; however, pop quizzes may also be given as well. Quizzes may contain true/false, multiple-choice, fill-in-the-blank, and/or short-answer questions. Quizzes may not be made up.

Exams: In class examinations will be given throughout the semester plus a **comprehensive** final exam.

Exams may be made up only if permission is requested and granted at least one week in advance for University-sponsored activities. Requests based on a verified emergency or illness will be considered on a case-by-case basis. Exam questions are generally fill-in-the-blank, true/false, multiple-choice and short-answer/short essay in nature. Many questions will require you to calculate a numerical value or financial ratio and write an interpretation or discussion. Length of the answer will not be considered, only the content, if you feel you have answered the question fully then that should be sufficient.

### **Grading:**

Grades will be calculated as follows, using the total points earned by the student:

Homework/Case Studies	30%
Exams	40%
<u>Quizzes</u>	<u>30%</u>
	<b>100%</b>

Grades will be given based on the following ranges:

	A+/A = 100 - 94%	A- = 93 - 90%
B+ = 89 - 87%	B = 86 - 83%	B- = 82 - 80%
C+ = 79 - 77%	C = 76 - 73%	C- = 72 - 70%
D+ = 69 - 67%	D = 66 - 63%	D- = 62 - 60%
F = 59 - 0%		

**Grammatically correct sentences are expected. Failure to do so may result in a reduction of points.**

Grade Insurance: As you may have noticed the cutoff for an A- is 90 and there is no mention if an 89.7 or an 89.1 is worth an A- or if there will be a curve on your final class grade (i.e. there is no rounding in the current grade system). Grade insurance may be 'purchased' to ensure that your grade will round up in the event this occurs. Therefore, grade insurance decreases the grading scale by one point for all grade categories (e.g. an 89 is now an A-).

In order to 'purchase' grade insurance you must find a topic that deals with agribusiness and communicate to the professor what you learned. For example; you may find an interesting article that deals with an agribusiness topic. You must turn in this article as well as provide the professor with a 1-2 page, double spaced write-up explaining what you read about. Note: the agribusiness concept must be from a printed media source or a source readily available on the internet.

To receive the grade insurance you must have a report that clearly states what agribusiness topic/concept you are addressing and document your source. The deadline to 'purchase' grade insurance is Friday, August 31<sup>st</sup> by the start of class. Grade insurance is applied to the overall class grade.

Oral English Proficiency Program: Extra credit may also be earned by participating in the oral English proficiency program. The student may attend up to 10 session for extra credit. Each session is worth 3 quiz points. If the student attends 10 sessions, this results in one "free" quiz score of 100%.

**Attendance:**

Class attendance is a necessary responsibility. The instructor may record attendance on any given day. While attendance is not explicitly outlined in the grading procedures, the instructor reserves the right to assign attendance grades as necessary. It is the student's responsibility to inform the instructor of potential excused absences (such as field or judging trips, field days, etc.) prior to missing class (i.e., as soon as you find out that you will miss class for a reason above, please let me know). The instructor will work with you to try to make-up missed work if informed prior to the event. Therefore, prior to missing a class period for such an event, the student must provide the instructor with correspondence from the department or faculty sponsor of the event, in order to turn in late work. Excused absences for exams will be based on university policy guidelines. Informing the instructor after the event has happened is likely to result in no work being able to be made up.

**University Honor Code and Academic Honesty Policy:**

Academic integrity is one of the highest values that Purdue University holds. Individuals are encouraged to alert university officials to potential breaches 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.

As a boilermaker pursuing academic excellence, I pledge to be honest and true in all that I do.  
Accountable together - we are Purdue.

**Accessibility and Accommodations:**

Purdue University strives to make learning experiences as accessible as possible. If you anticipate or experience physical or academic barriers based on disability, you are welcome to let me know so that we can discuss options. You are also encouraged to contact the Disability Resource Center at: [drc@purdue.edu](mailto:drc@purdue.edu) or by phone: 765-494-1247.

**Disclaimer**

This syllabus is subject to change at the professor's discretion. It is the student's responsibility to adhere to any changes that may be made to the syllabus. Changes may be made to the document directly or announced in class.

**CAMPUS EMERGENCY IMPLICATIONS:**

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 beyond the instructor's control. I will email such changes to your @purdue.edu account. **You are expected to read your @purdue.edu account on a frequent basis.**