

Agribusiness Management

AGEC 330

(Rules on How to Play the Game and Survive!)

INSTRUCTOR:

Dr. Freddie L. Barnard
Room 641 Krannert
Phone: (765) 494-4242 (office)
(765) 477-6209 (home)
(765) 491-3241 (cell)
Fax: (765) 494-9176
E-mail: barnardf@purdue.edu
Secretary: Tracy Buck, 494-4208
Room 651 Krannert

TEXT: Required

Agribusiness Management
Barnard, Akridge, Dooley, Foltz & Yeager
(Routledge) Fifth Edition

STUDENTS WITH DISABILITIES:

1. Students with disabilities must be registered with Adaptive Programs in the Office of the Dean of Students before classroom accommodations can be provided.
2. If you are eligible for academic accommodations because you have a documented disability that will impact your work in this class, please schedule an appointment with me as soon as possible to discuss your needs.

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.**

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.

COURSE DESCRIPTION - 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 professor, at his discretion, will award a maximum of 20 participation points at the end of the semester based on the following criteria:

<u>Criteria</u>	<u>Maximum Points</u>	<u>Grading Standards</u>
Class participation	5	5 =Active participation in class discussions Professor's assessment
Group participation	5	5 =Active participation in group assignments Professor's assessment
Attitude and class behavior	<u>10</u>	Professor's assessment Everyone starts with 10 points. You can only lose points.
Total	20	

These points will be included in the grade calculation as a written assignment.

1. Written Assignments

Case problems will be due at various times throughout the semester. Much of the written work will be done in "teams." This approach is used so students can develop communication skills and the ability to work effectively with others, a trait that is imperative to being a successful manager. Students may work with others on individual written assignments but each student should express his/her own ideas in written answers to questions and not copy from other students' work. **Late written assignments** will be **penalized by 20%** and will **NOT** be accepted after they are discussed in class.

2. Purdue Agribusiness Management Simulation

A team approach will also be used during class activities related to the Purdue Agribusiness Management Simulation. This "game" is a computer simulation of a hypothetical farm supply store in the Midwest. The game will be used during the last third of the course to allow students to apply management principles and tools discussed in class. Game decisions will be made in class and as homework assignments. Students absent during these sessions, or who do not actively participate in the decision, will receive no credit for their team's work. Completion of game decisions and game assignments will result in several quiz and written assignment grades.

3. Quizzes

Several announced quizzes will be given during the semester. Generally, quizzes will take about 15 minutes and cover the major points from lecture and reading assignments. Students may **drop the three lowest quiz scores** from the final grade tabulation.

In addition, there will be **10 unannounced attendance quizzes** given during the semester that are worth **2 points each**. The attendance quizzes will be given at the discretion of the professor. At the end of the semester total attendance quiz points out of the possible 20 will be included as a quiz score.

No make-up quizzes will be given, except for verified absences by the Dean of Students Office that satisfy the Purdue University Military Absence and Grief Absence Policies. Likewise, **no excused absences for quizzes** will be granted for any reason, except for verified absences by the Dean of Student's Office that satisfy the Purdue University Military Absence and Grief Absence Policies. Thus, if a student must go home to help on the farm, participate on a judging team, travel with a salesperson, etc., he/she should use his/her own judgment about missing class, but don't ask to be excused from any quiz or to take a quiz at any time other than when it is given in class. An excuse request letter for another school activity will allow a student to hand in a written assignment after the due date and not be penalized 20%. It does not excuse the student from either a regular quiz or an attendance quiz. Instead, a student may drop the three lowest quiz scores.

4. Exams and Integrity

Four exams are scheduled for this class: **three one-hour exams** and a **comprehensive final given at the assigned time period during finals week**. The exams will include a mixture of problems and short answer questions along with true-false and/or multiple choice. Exams will be **closed book** and represent each student's own work. **Evidence of cheating** may result in an **automatic F** in the course and will be **reported to the Dean of Students**. Students who cannot take an exam at the time it is given are responsible for notifying the Professor and **arranging to schedule a make-up exam prior to the time the scheduled exam is given**. Failure to do so may result in a student not being granted permission to take a make-up exam. The first three exam dates will be:

Exam I Friday, February 2

Exam II Monday, March 5

Exam III Friday, April 13

5. Grading

The final grade will be based upon a weighted average of the following:

— Exams, 3 hourly @ 100 pts. each and a final @ 200 pts.	45%
— Quizzes and simulation exercises, 200 total pts.	30%
— Assignments, case studies and simulation, 100 total pts.	25%

A weighted score of 90.0 or above will excuse a student from the Final Exam. The following grade classifications will normally prevail:

93.0-100=A+, A

90.0-92.9=A-

87.0-89.9=B+

83.0-86.9=B

80.0-82.9=B-

77.0-79.9=C+

73.0-76.9=C

70.0-72.9=C-

67.0-69.9=D+

63.0-66.9=D

60.0-62.9=D-

<60.0=F

Students will receive a computer grade report after each hourly exam and before the final, so each student can check his/her current class grade and make strategic plans for a move to the top! These grade reports serve two purposes: 1) so students can check their grades for any scoring mistakes, and 2) to give each student an idea of the approximate grade he/she is earning at this point in the semester. Students will have **one week** from the time they receive a computer grade report to report scoring mistakes.

If on any assignment, quiz, or exam a student feels he/she deserves more credit than received, see the professor in his office. Come in with a "perfect" answer written on a sheet of paper. The professor and student will compare that to what was written on the exam. Students who present logical arguments in defense of their answers have a good probability of receiving a higher score. At that time, the student will return to the professor the exam/quiz/written assignment and the "perfect" answer. The professor will then regrade the entire exam/quiz/written assignment. **NOTE: A grade could increase or decrease due to the regrade.** If a student feels his/her grade is less than satisfactory, failure to visit

the professor indicates a lack of concern. Students will have **one week** from the time a paper is returned to ask that the paper be re-graded.

6. Office Hours

Students are encouraged to come individually or in groups to discuss current class problems or any problem that is affecting class performance. Times should be scheduled by appointment with my secretary, Tracy Buck, at 494-4208. Also, I will carry an appointment schedule to class each day and students may sign up for an appointment at that time for any half-hour period during the week. Students are urged to take advantage of these opportunities for individual help throughout the semester. Other University responsibilities often dictate me leaving campus, which may mean I'm unavailable the day before exams—so plan ahead! If a student needs to contact me in the evening, please feel free to contact me at my home before 9:00 P.M. My home phone number is 477-6209.

7. Extra Credit

Extra credit work may be completed by students to increase a current grade.

Up to 50 "extra" exam points may be earned by completing the "Explorations in Management" assignment. This involves a detailed interview with an agribusiness manager of the student's choice. A handout will be distributed after the first exam that describes this assignment in more detail. Several deadlines are provided in the handout, which will be enforced, unless special permission is received from the professor. Each missed deadline will result in a 20% penalty on the final paper grade (i.e., 1 missed deadline=40/50 maximum paper grade.) The choice of manager is up to the student, but should be an individual involved in the student's career area of interest. If a student signs up to do the Explorations in Management Project and fails to complete the project as agreed **and has not been granted permission by the Professor to drop out of the project**, s/he will **lose all of the class participation points** awarded for the class. All extra credit "**Explorations in Management**" reports must be handed in by **12:20 PM Friday, April 20, 2018. No extra credit reports will be accepted after that time.**

Students can earn **up to 10 extra credit written assignment points** by completing a worksheet used to record economic indicators for the general economy. Students will record the indicators throughout the semester and then prepare a written assessment of the general economy, based on the economic indicators tracked. The extra credit opportunity for written assignments will be distributed during the section of the course on economic analysis, which is prior to the first exam. The extra credit assignment will be **due on Friday, April 20, 2018, at 12:20 PM. No extra credit reports will be accepted after that time.**

Students can earn **up to 20 extra credit quiz points** by attending sessions offered through the OEPP volunteer program. Essentially, students attend sessions presented by students for whom English is not their primary language. Students evaluate the presentations, offer constructive criticism, and receive a verification slip that will then be turned in to Professor Barnard for extra credit. Students will receive 2 points for each session attended, up to 10 sessions, for a total of 20 extra credit points. Additional information will be provided on this opportunity once it has been received from the OEPP program. **It is the student's responsibility to schedule the sessions. All of the extra credit verification forms will be due to Professor Barnard on Friday, April 20, 2018, at 12:20 PM.**

Extra credit points will be added to the respective points after grade breaks have been determined. Thus, these points will have only a positive impact on the grade and will not adversely affect students who choose not to complete extra credit work.