AGRIBUSINESS

ASSOCIATE OF APPLIED SCIENCE (AAS) – 60 CREDITS

About this program

This program includes courses in all major areas of agribusiness, including management, marketing, agronomy, animal science, precision agriculture and business analysis. The program prepares students to work in agricultural businesses at the technical, sales or managerial level. The program also prepares students to be engaged in a farming operation and to make sound management decisions based on financial analysis and production information.

Program outcomes

1. Describe basic professional and ethical practices in agriculture.
2. Develop skills to manage projects and business resources in an agribusiness operation.
3. Learn effective oral and written communication in a business setting.
4. Understand the general principles of the livestock industry.
5. Understand the principles and practices of plant and related sciences as applied to field crops.
6. Understand and apply agribusiness management, including marketing, financial analysis and economics.
7. Use computer software and hardware tools for problem-solving and decision-making.
8. Use critical thinking skills to evaluate the implications of management decisions.

Curriculum overview

Crds	Requirement type
48	Required courses
6	Restricted electives in courses
6	Restricted electives in course types
60	**Total**

Developmental courses note: A student may be required to enroll in developmental courses in reading, writing and math. A student's scores on the Accuplacer assessment will determine enrollment in developmental courses. The purpose of developmental courses is to prepare students for the demands of a college-level curriculum. *Credits may vary.*

Accreditation: Minnesota State Community and Technical College is accredited by the Higher Learning Commission, a regional accreditation agency recognized by the U.S. Department of Education. The Higher Learning Commission 230 South LaSalle Street, Suite 7-500 Chicago, IL 60604-1411 http://www.ncahigherlearningcommission.org Phone: 312.263.0456 / 800.621.7440

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Curriculum requirement details

Required courses

Course	Crds
ACCT1124 - Spreadsheet Applications	3
ACCT2211 - Financial Accounting I	3
AGRI1100 - Principles of Agronomy	3
AGRI1170 - Introduction to Agribusiness	3
AGRI1200 - Introduction to Animal Science	3
AGRI1300 - Introduction to Precision Agriculture	3
AGRI2100 - Agricultural Commodity Marketing	3
AGRI2200 - Principles of Farm and Ranch Management	3
AGRI2300 - Farm Records and Business Analysis	3
BUS1100 - Business Computers	3
BUS1141 - Introduction to Business	3
BUS2204 - Principles of Management	3
BUS2206 - Principles of Marketing	3
COMM1120 - Introduction to Public Speaking	3
ENGL1101 - College Writing	3
MKTG1106 - Professional Selling	3

Other requirements or restricted electives

3 credits from one or more of these Courses:

Course title	Credits
ECON2210 - Macroeconomics	3
ECON2222 - Microeconomics	3

3 credits from one or more of these Courses:

Course title	Credits
ACCT2212 - Financial Accounting II	3
ACCT2218 - QuickBooks	2
BUS2150 - Legal Environment of Business	3
BUS2300 - Project Management	3
BUS2500 - Business Internship	3
ENTR1201 - Entrepreneurship II: Starting Your Business	3

3 credits from these Course Types:

- General Education w/MnTC Goals

3 credits from these Course Types:

- General Education w/MnTC Goals

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Course summaries

ACCT1124 - Spreadsheet Applications ..... ***(3 credits)***
This course provides students with in-depth coverage of a spreadsheet application as used in a business setting. Students should be familiar with Windows and word processing.

Prerequisites:

- BUS1100

ACCT2211 - Financial Accounting I ..... ***(3 credits)***
This course introduces students to the content and concepts underlying financial statements. Course content includes study of the accounting model, financial statements, merchandise accounting, internal controls and accounting for assets. The course focuses on using accounting information for decision making.

AGRI1100 - Principles of Agronomy ..... ***(3 credits)***
This course explores the principles and practices of plant and related sciences as applied to increasing productivity and improvement of field crops. Emphasis is on crop selection and improvement through the breeding of crop varieties, seeds and seedlings, crop growth and development, crop production hazards, and the harvest and storage of field crops.

AGRI1170 - Introduction to Agribusiness ..... ***(3 credits)***
This course is an introduction to the economic environment of the agribusiness sectors of our economy. The course examines the role agriculture plays in the U.S. and global economies. Concepts to be examined include but are not limited to management of agribusiness, marketing of agribusiness, finance of agribusiness and government involvement in agriculture and agribusiness.

AGRI1200 - Introduction to Animal Science ..... ***(3 credits)***
This course provides an introduction to animal science, with an emphasis on physiology, nutrition, animal breeding and management as applied to beef cattle, dairy cattle, poultry, sheep and swine production.

AGRI1300 - Introduction to Precision Agriculture ..... ***(3 credits)***
In this course, students study the theory and principles of precision agriculture equipment, become familiar with the Global Positioning System (GPS) and develop a working knowledge of variable rate systems. Students gain a general overview of current and emerging technologies in precision agriculture as they relate to farm operations and production agriculture.

AGRI2100 - Agricultural Commodity Marketing ..... ***(3 credits)***
This course acquaints students with an understanding of market forces and their relationship to price establishment of agricultural crops, organization of markets, marketing policy and price trends of agricultural commodities.

Prerequisites:

- BUS2206

AGRI2200 - Principles of Farm and Ranch Management ..... ***(3 credits)***
This course emphasizes utilization of land, labor, capital and management in the organization and operation of a farm, and includes the decision-making processes involved in establishing a farm business. Analyzing, budgeting, and using principles of economics are considered in decision-making.

Prerequisites:

- ACCT2211
- BUS2204

AGRI2300 - Farm Records and Business Analysis ..... ***(3 credits)***
This course introduces the business of agriculture and computerized record keeping. This is an applied course of record keeping and financial statements. Students will utilize computerized records (cash and accrual accounting), manage inventories and generate financial documents. Topics include calculation of earnings, efficiency factors, total business and enterprise analysis.

Prerequisites:

- ACCT2211

BUS1100 - Business Computers ..... ***(3 credits)***
Students will utilize business computer software applications including word processing, spreadsheets, databases and presentation software to solve business problems, emphasizing professional design and organization. Additional topics include basic computer hardware, computer security and ethics, privacy concerns and professional communication standards.

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BUS1141 - Introduction to Business ..... ***(3 credits)***
Whether Business majors or simply curious about the field, students in this course examine how businesses operate in today's global economy and how various roles contribute to organizational success. Special emphasis is placed on career discovery, with students identifying potential professional interests and aligning their interests with business functions. Students explore current trends, ethical considerations and the impact of technology on business practices while also learning about the skills and qualifications needed for business careers.

BUS2204 - Principles of Management ..... ***(3 credits)***
This course examines the historical and philosophical foundations of management as well as current theory and practices. Managerial decisions as a planner, organizer, motivator, controller and leader of a diverse workforce in a competitive environment are identified and evaluated. The course is a study of the basic principles of business management, including the functional, scientific, behavioral and systems approaches along with the role of projects in contemporary organizations. Current literature, concepts, models and applications may be included as well as the use of case studies.

BUS2206 - Principles of Marketing ..... ***(3 credits)***
This course examines the business function of marketing and will enhance students' decision-making skills in a global market. The course focuses on how marketers create value by satisfying customer needs and wants by analyzing which target markets the organization can best serve, and the appropriate strategies to serve these markets. This course will also discuss the implications of environmental factors (including the digital environment) that can impact the marketing strategies of a business. Topics include business and consumer markets, branding and product strategies, marketing research, digital marketing concepts, pricing, promotion and supply chain management.

COMM1120 - Introduction to Public Speaking ..... ***(3 credits)***
Meets MnTC Goal Area 1. This course clarifies the process of oral communication, clarifies the basic principles of public speaking and allows the student to increase the application of these principles while both speaking and listening.

Prerequisites:

- Assessment into ENGL 1101

ENGL1101 - College Writing ..... ***(3 credits)***
Meets MnTC Goal Area 1. This is an introductory course designed to prepare students for later college and career writing through a process approach with particular emphasis on revision. Students consider purpose and audience as they read, discuss and refine their work to develop confidence in their writing and communication skills.

Prerequisites:

- ELL1085
- ENGL0097
- or placement in College Level English.

MKTG1106 - Professional Selling ..... ***(3 credits)***
This course covers a fundamental sales approach that can be used as a foundation for future sales courses. The content covers steps used to plan a sales presentation and methods of determining and filling prospect needs or wants.

ECON2210 - Macroeconomics ..... ***(3 credits)***
This course provides the student with a means to study economic principles as they relate to determinants of national income, national income accounting, business cycles, unemployment, inflation and aggregate expenditures. The course also examines macroeconomic policy and provides information to gain further understanding in the areas of fiscal policy, financial markets, money and banking, monetary policy, international policy and the varying viewpoints that have evolved throughout history, including the Keynesian and Monetarist schools of thought.

ECON2222 - Microeconomics ..... ***(3 credits)***
Microeconomics stresses the concepts of scarcity, production possibilities, supply and demand curves, elastic and inelastic goods and services, competition, monopolies, oligopolies, poverty and income distribution in the United States. In general, microeconomics examines the functioning of individual industries and the behavior of the individual.

ACCT2212 - Financial Accounting II ..... ***(3 credits)***
This course continues the introduction to the content and concepts underlying basic financial statements. Major content includes income measurement, accrual accounting, accounting theory, time-value of money, accounting for current and long-term liabilities, owner's equity for sole proprietorships, partnerships and corporations, statement of cash flows and financial statement analysis.

ACCT2218 - QuickBooks ..... ***(2 credits)***
This course is an introduction to computerized accounting applications and software used in the business environment. Topics may include general ledger accounting, payroll procedures, accounts receivable, accounts payable, inventory and depreciation.

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BUS2150 - Legal Environment of Business ..... ***(3 credits)***
This course offers an overview of the American legal system and provides an introduction to what a business person should know about the law and the American legal system. Major content areas include the court system, trial process, alternative dispute resolution, business and the Constitution, the administrative process, torts and product liability, common law of contracts, employment law, employment discrimination, anti-trust law, international business and ethics.

BUS2300 - Project Management ..... ***(3 credits)***
This course provides an introduction to all aspects of project management, including the technical, cultural and interpersonal skills necessary to manage projects from initiation to completion. The course identifies the process groups and knowledge areas of the PMBOK® (Project Management Body of Knowledge) Guide. Topics include the strategic role of projects in contemporary organizations, working with stakeholders (customers, vendors, organizational cultures) and the technical management tools available for time management, schedules, costs, risks and project completion.

BUS2500 - Business Internship ..... ***(3 credits)***
This internship course is designed to provide the student with a purposeful occupational experience in a business environment related to his or her program of study. A learning plan is created for each student in conjunction with the business site to provide experience related to the skills and knowledge acquired in the program. Each internship is an individualized experience; therefore, this course offers a flexible, variable credit experience: The student may choose from 1, 2 or 3 credits, depending on the number of hours pre-arranged with the internship site supervisor. Each credit will require 45 hours of on-the-job learning.

ENTR1201 - Entrepreneurship II: Starting Your Business ..... ***(3 credits)***
In this course, students experience real-world and hands-on activities needed to start a business venture. Students develop strategies, incorporating valuable input from customers, partners, competitors and advisors, as they explore the various facets of a business idea and how those facets interact to produce a working business model. Students who complete this course are well-positioned to write a business plan or manage a small business of their own.

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Program Plan — "Agribusiness AAS"

Locations: Moorhead,Online

1st Fall Term (15 credits)

Courses

Course	Crds
ACCT2211 - Financial Accounting I	3
AGRI1170 - Introduction to Agribusiness	3
BUS1100 - Business Computers	3
BUS1141 - Introduction to Business	3
ENGL1101 - College Writing	3

1st Spring Term (15 credits)

Courses

Course	Crds
AGRI1100 - Principles of Agronomy	3
AGRI1300 - Introduction to Precision Agriculture	3
BUS2204 - Principles of Management	3
BUS2206 - Principles of Marketing	3
COMM1120 - Introduction to Public Speaking	3

2nd Fall Term (15 credits)

Courses

Course	Crds
ACCT1124 - Spreadsheet Applications	3
AGRI1200 - Introduction to Animal Science	3
AGRI2200 - Principles of Farm and Ranch Management	3

3 credits in one or more of the following:

ECON2210 - Macroeconomics 3
ECON2222 - Microeconomics 3

3 credits in one or more of the following:

General Education w/MnTC Goals

2nd Spring Term (15 credits)

Courses

Course	Crds
AGRI2100 - Agricultural Commodity Marketing	3
AGRI2300 - Farm Records and Business Analysis	3
MKTG1106 - Professional Selling	3

3 credits in one or more of the following:

ACCT2212 - Financial Accounting II 3
ACCT2218 - QuickBooks 2
BUS2150 - Legal Environment of Business 3
BUS2300 - Project Management 3
BUS2500 - Business Internship 3
ENTR1201 - Entrepreneurship II: Starting Your Business 3

3 credits in one or more of the following:

General Education w/MnTC Goals

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