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# INTRODUCTION

The Bachelors of Science (B.S.) degrees in Agricultural Economics and Agribusiness Management meet the needs of students pursuing management careers in agricultural, food and agribusiness areas. With preparation in economic and policy analysis, the rural economy or environmental and natural resource management, graduates have a wide range of opportunities. Because of the quality of students and our educational program, graduates are recruited and hired into positions in corporate sales, management and government relations. Many graduates in this degree program pursue graduate or law degrees.

## How We Do It

The Agricultural Economics and Agribusiness Management programs focus on applying economic concepts and problem solving techniques to economic and business decisions. The programs develop decision-making tools that are applicable to everyday events in business, government and throughout the economy. These degrees focus on understanding and solving problems in production, marketing, financing, and distribution of food products, and management of natural resources and preservation of the environment. Problems presented in courses address unique aspects of the biological growth and production of agricultural and natural resources, building on knowledge gained in other coursework in the College of Agriculture, Food and Natural Resources (CAFNR).

## Agribusiness Management

This degree prepares students for management careers in agricultural sales and marketing, brokerage, market research, international market development, finance, public relations, food manufacturing production and distribution, and farm input supply. This list is only a small sample because the critical thinking skills developed can be used in many careers. Courses include agricultural marketing, accounting, finance, and agricultural business management and strategy.

## Agricultural Economics includes three degree options:

### Farm and Ranch Management

This option prepares students to be farm or ranch operators, either as entrepreneurs or as professional managers in an organization related to production agriculture. Graduates also find many opportunities in farm credit and finance, appraisal, insurance and agricultural input sales. This option emphasizes functional business areas such as production, marketing and finance, and includes courses in commodity marketing and farm and ranch management.

### Public Policy

This option prepares students in focus areas such as environmental and natural resource management, international economic development, international trade and agricultural policy.

### Personal Financial Planning

This option prepares the undergraduate student with the tools necessary for placement in the agricultural finance sector with an emphasis on family financial planning. The program is registered with the Certified Financial Planner™ Board of Standards and graduates may sit for the CFP® examination.

## Advising

Each student is paired with a faculty member who can provide guidance, counseling and knowledge of the field. The Advisor Chair, Jan Dauve, provides backup advising for both degrees and must sign all programs for graduation. CAFNR's Academic Programs Office in 2-64 Agriculture provides additional support. The Academic Programs Office must review all programs for graduation to assure CAFNR & MU requirements are met.

## REQUIREMENTS FOR A BS DEGREE THROUGH CAFNR

1. The program consists of 128 credit hours. A minimum of 24 credit hours must be in courses numbered 2000 and above; an additional 24 credit hours must be in courses numbered 3000 and above.
2. The distribution of content requirement of 27 credits provides a breadth and depth of knowledge in three broad areas of study. The coursework must include at least one course numbered 2000 or higher in two of three areas of distribution (Mathematics, Physical and Biological Sciences; Social and Behavioral Science; Humanistic Studies and/or Fine Arts).  
<http://generaleducation.missouri.edu/about/distribution.html>
3. Students who complete their studies at the University of Missouri-Columbia:
  - Must complete a minimum of 32 hours of credit in departments within the College of Agriculture, Food and Natural Resources
  - Of the 32 credits, a minimum of 20 CAFNR hours must be completed in residence (on MU campus) with up to 12 hours of the 32 required CAFNR credits accepted as transfer credits.
  - 30 of the last 36 hours must be completed with MU courses for a BS degree in CAFNR, a maximum of 6 credit hours may be taken at another accredited institution. These six hours are to be electives only. Approval of Advisor, Advisor Chair and Associate Dean must be obtained prior to enrolling in courses taken at another accredited institution.
4. Mathematics 0110 (Intermediate Algebra) will not count toward the 128 credit hour degree requirement. A grade of C- or better is required in Mathematics 1100 (College Algebra) or 1120 or a transferable equivalent. An additional Math Reasoning Proficiency course must be completed. A grade of C- or better is required.
5. Two courses beyond English 1000 certified by the Campus Writing Board as "Writing Intensive" (WI). Students must complete the courses with a C- or better. At least one of the WI courses must be numbered 3000 or above, be considered an upper division course in the major and be reflective of the vocabulary and methodology appropriate to the student's degree program.
6. A total of 64 credit hours will be accepted from a community college.
  - Transfer students must complete a minimum of 30 credit hours in residence
  - A community college transfer student may only transfer 18 hours of CAFNR credit
7. A capstone experience approved by the General Education Program is required of all MU graduates. The current approved capstone experiences are: Public Policy Option, Ag Econ 4990; Personal Financial Planning Option, PFP 4380; and Farm & Ranch Option, Ag Econ 4962. The capstone requirement for Agribusiness Management majors is Ag Econ 4971. A grade of C- or better is required in capstone courses.

### Transfer Students

Transfer students must meet the above requirements. **Students must have a 2.7 cumulative grade point average to transfer into Agribusiness Management or Agricultural Economics.**

If you plan to transfer into either of these majors, it is recommended that you complete all mathematics, statistics and accounting requirements before the junior year.

## COLLEGE OF AGRICULTURE, FOOD AND NATURAL RESOURCES REQUIREMENTS<sup>1</sup>

(A minimum of 39 hours required as shown below.)

<b><u>Communications</u></b> (9 credits) <sup>2</sup>	Cr. <sup>3</sup>	<b><u>Humanistic Studies and/or Fine Arts</u></b> (6 credits) <sup>4</sup>
English 1000 Exposition	3	
Oral Communication: Comm 1200, Ag Ed 2220 or equivalent	3	6 credits in addition to Comm 1200 or Ag Ed 2220 taken to satisfy Oral Communication Requirement. Courses may include: Ag Ec 3241, Ag J 3210, Ag J 3240 or Ag Ed 2220. For more course options see the Undergraduate General Education List at <a href="http://generaleducation.missouri.edu/requirements/dc-306a.pdf">http://generaleducation.missouri.edu/requirements/dc-306a.pdf</a> (1000-2000 level) and <a href="http://generaleducation.missouri.edu/requirements/3K4K92006.pdf">http://generaleducation.missouri.edu/requirements/3K4K92006.pdf</a> (3000-4000 level)
<b><u>Communication Electives</u></b> (3)		
English 2010, 2030	3	
Commun 1200, 3441, 3572, 3575, 3576	3	
Comm Sci & Disorders 1110	3	
Ag Educ 2220	3	
Ag Journ 3210, 3240	3	
Foreign Language	5	
Theater 1400	3	
Rural Soc 2225 (Rur Soc 1000 prereq)	3	
Ag 2190 Conversational Spanish	3	
<b>Total hours required</b>	<b>9</b>	<b>Total hours required</b> <span style="float: right;"><b>6</b></span>
<b><u>Physical and Biological Sciences</u></b> (10-11 credits)		<b><u>Social and Behavioral Sciences</u></b> (9 credits)
Chem 1100, 1310, 1320	2-3	History 1100, 1200, 2210, 2440, 4000, 4220 or 4230
Chem 1330, Biochem 2110, 2112 or higher	3	<b>or</b>
Biosc 1010 and Biosc 1020, 1030, 1200 or 1500	5	Pol Sci 1100, 2100 <sup>5</sup> <span style="float: right;">3-5</span>
<b>Total hours required</b>	<b>10-11</b>	Ag Econ 1041 <span style="float: right;">3</span>
		Ag Econ 1042 <span style="float: right;">3</span>
		<b>Total hours required</b> <span style="float: right;"><b>9</b></span>
		<b><u>Mathematics</u></b> (5-6 credits)
		Math 1100 or equivalent <span style="float: right;">3</span>
		Math 1300 <span style="float: right;">3</span>
		or Math 1500 (meets 1100 & 1300 req) <span style="float: right;">5</span>
		<b>Total hours required</b> <span style="float: right;"><b>5-6</b></span>

1. These requirements are effective as of Fall 2008.

2. Each area has a minimum number of hours required and these must be met.

3. Semester credit hours.

4. Courses must be from at least two areas. One course cannot be used to fulfill two requirements.

5. The Political Science and History courses listed here satisfy the Missouri State Law requirement of American History and/or American Government.

## DEPARTMENTAL REQUIREMENTS<sup>1</sup>

(Courses used for an ABM degree may not be used for an Ag Econ degree and vice versa)

<u>Agribusiness Management Degree<sup>2</sup></u>	<u>Agricultural Economics Degree<sup>2</sup></u>		
	Farm & Ranch Professional Option <sup>2</sup>	Public Policy Option <sup>2</sup>	Personal Financial Planning Option <sup>2</sup>
Ag Econ 2123 (FW) <sup>3</sup>	Ag Econ 2123 (FW)	Ag Econ 2070 (W)	Ag Econ 2123 (FW)
Ag Econ 2183 (FW)	Ag Econ 2183 (FW)	Ag Econ 2123 (FW)	Ag Econ 2183 (FW)
Ag Econ 2225 (F)	Ag Econ 2225 (F)	Ag Econ 2183 (FW)	Ag Econ 2225 (F)
Ag Econ 3251 (FW)	Ag Econ 3251 (FW)	Ag Econ 2225 (F)	Ag Econ 3251 (FW)
Ag Econ 3256 (W)	Ag Econ 3257 (FW)	Ag Econ 3230 (W)	Ag Econ 3256 (W)
Ag Econ 3282 (FW)	Ag Econ 3260 (F)	Ag Econ 3251 (FW)	Ag Econ 3282 (FW)
Ag Econ 3286 (W)	Ag Econ 3282 (FW)	Ag Econ 3271 or 3272 (FW)	Acct 4353 (FWS)
Ag Econ 4971 (F)	Ag Econ 3294 (W)	Ag Econ 3282 (FW)	FinPln <sup>7</sup> 2083 (F)
Ag Econ 4972 (W)	Ag Econ 4962 (W)	Ag Econ 4990 (FW)	FinPln 2183 (F)
Econ 3229 (FWS)	Econ 3229 (FWS)	Rur Soc 1000 or Pol Sci 1100	FinPln 3283 (FWS)
Acct 2036 or 2136H (FWS)	Acct 236 or 2136H (FWS)	Econ 3229 (FWS)	FinPln 4380 (W)
Acct 2037 or 2137H (FWS)	Acct 2037 or 2137H (FWS)	Acct 2036 or 2136H (FWS)	FinPln 4382 (FW)
Ag 1111 (FW) or CECS 1020 or Acct 2258 (FWS)	Ag 1111 (FW) or CECS 1020 or Acct 2258 (FWS)	Acct 2037 or 2137H (FWS)	FinPln 4383 (W)
		Ag 1111 (FW) or CECS 1020 or Acct 2258 (FWS)	FinPln 4386 (F)
		Public Policy Elect 9 cr hrs <sup>4</sup>	FinPln 4393 (F)
			Econ 3229 (FWS)
			Acct 2036 or 2136H (FWS)
			Acct 2037 or 2137H (FWS)
			Ag 1111 (FW) or CECS 1020 or Acct 2258 (FWS)
			An Sci Prod Ag Elect
			Plant Sci Prod Ag Elect
 "Business core" of at least 9 hours in one of the following areas: Acct, Fin, Mgmt or Mktg <sup>5</sup>			
 <sup>6</sup> 9 hours of Production Ag courses with at least 3 hours of Animal Science and at least 3 hours of Plant Science (Ag Econ, Rur Soc, Ag Ed, Biochem & Ag not included)	 <sup>6</sup> 18 hours of Production Ag courses with at least 3 hours of Animal Science and at least 3 hours of Plant Science (Ag Econ, Rur Soc, Ag Ed, Biochem & Ag not included)	 <sup>6</sup> 9 hours of Production Ag courses with at least 3 hours of Animal Science and at least 3 hours of Plant Science (Ag Econ, Rur Soc, Ag Ed, Biochem & Ag not included)	
<b>Electives: 30 hours</b>	<b>Electives: 30 hours</b>	<b>Electives: 27 hours</b>	<b>Electives: 26 hours</b>

<sup>1</sup>All options require Math 1300, Ag Econ 1041 & 1042, Acctg 2036 (2136), Acctg 2037 (2137) and CAFNR general requirements

<sup>2</sup>Sample programs for graduation and sample course sequences for Agribusiness Management and Ag Economics degree options begin on page 6

<sup>3</sup>The W, F or S designation tells whether the course is offered in the winter, fall and/or summer semesters

<sup>4</sup>See page 14 for a list of Public Policy Electives

<sup>5</sup>The business core requires students to take at least nine additional hours of business courses to focus the students' program beyond those specifically required. Ag Econ 2223, 3150, 3224, 3283 and 3294 may be used to provide a marketing focus

<sup>6</sup>Production agriculture alternatives listed on page 14

<sup>7</sup>Formerly Consumer and Family Economics

**SAMPLE COURSE PROGRAM FOR AGRIBUSINESS MANAGEMENT (beginning fall 2008)**

Dept	NO	COURSE DESCR	Hrs	SEM	GR	Dept	NO	COURSE DESCR	Hrs	SEM	GR
<b>Communications (9 Hours)</b>						<b>Departmental Requirements (57 Hours)</b>					
ENG	1000	EXPO-ARGUM	3			AGR	1111	COMPUTER METH	3		
		COMM 1200 or AG ED 2220	3			ACCT	2036	ACCOUNTING I	3		
		COMM ELECTIVE	3			ACCT	2037	ACCOUNTING II	3		
Sub-total						ECON	3229	MONEY & BANKING	3		
<b>Mathematics (5-6 Hours)</b>						AGEC	2123	INTRO TO MATH	3		
MATH	1100	COLLEGE ALG	3			AGEC	2183	AGR MARKETING	3	(WI)	
MATH	1300	FINITE MATH	3	Or		AGEC	2225	STAT ANALYSIS	3		
MATH	1500	CALCULUS	5			AGEC	3251	AGR PRICES	3		
Sub-total						AGEC	3256	AGBUS LAW	3		
<b>Physical and Biological Sciences (10-11 Hours)</b>						AGEC	3282	AGBUS FINANCE	3		
CHEM	1100	ATOMS MOLECUL	3			AGEC	3286	ECON MNGRL DEC	3		
BIOCH	2110, 2112 or higher		3			AGEC	4971	AGBUS MGMT STR	3	(WI)	
BIO	1010	GEN BIOLOGY	3			AGEC	4972	AGBUS COOP MGT	3		
BIO	1020	GEN BIO LAB	2			Sub-total					
Sub-total						<b>Production Agricultural Electives (9 Hours)</b>					
<b>Social and Behavioral Sciences (9 Hours)</b>						<b>Business Field Electives (9 Hours)</b>					
AGEC	1041	MICROECON	3								
AGEC	1042	MACROECON	3			<b>Electives and Supporting Courses (30 Hours)</b>					
POLSC		1100, 2100	Or								
HIST		1100, 1200	3								
Sub-total											
<b>Humanistic Studies &amp; Fine Arts (6 Hours)</b>											
6 credits in addition to Communication 1200 or Ag Education 2220 taken to satisfy Oral Communication Requirement											
Sub-total											
___ Computer Prof.		___ Math Prof. (1 course)		___ 9-Hr Sequence							
___ W.I. (2 courses)		___ State Req.		___ Capstone							
Sub-total						Sub-total					
						<b>TOTAL HOURS (min. 128)</b>					

Advisor \_\_\_\_\_ Advisor Chair \_\_\_\_\_ Associate Dean \_\_\_\_\_

Student \_\_\_\_\_ Date \_\_\_\_\_

**AGRIBUSINESS MANAGEMENT  
SAMPLE COURSE SEQUENCE**

<b>(1) FALL SEMESTER FRESHMAN YEAR</b>		<b>(2) WINTER SEMESTER FRESHMAN YEAR</b>	
<u>COURSE</u>	<u>CR Hrs</u>	<u>COURSE</u>	<u>CR Hrs</u>
AGEC 1010 (Intro)	1	AGEC 1011 (Global)	1
AGEC 1041 (Micro)	3	AGEC 1042 (Macro)	3
MATH 1100 (Col Algebra)	3	PLSCI (Production Ag Elective)	3
HIST 1100, 1200	OR	ANSCI (Production Ag Elective)	3
POLSCI 1100, 2100	3	CHEM 1100 (Atoms & Molecules)	3
AGR 1111 (Computer)	3	MATH 1300 (Finite)	3
ENGL 1000 (Exposition)	3		
<b>TOTAL</b>	<b>16</b>		<b>16</b>
<b>(3) FALL SEMESTER SOPHOMORE YEAR</b>		<b>(4) WINTER SEMESTER SOPHOMORE YEAR</b>	
<u>COURSE</u>	<u>CR Hrs</u>	<u>COURSE</u>	<u>Cr Hrs</u>
AGEC 2123 (Math/Econ)	3	BIOSCI 1010 (Gen Bio)	3
AGEC 2225 (Stat Analysis)	3	BIOSCI 1020 ( Lab)	2
BIOCHEM 2110, 2112 or higher	3	COMM 1200 or AG ED 2220	3
ACCT 2036 (Fin Acct)	3	ACCT 2037 (Mgr Acct)	3
AGEC 2183 (Ag & Food Mktg)	3	HUMANITIES ELECTIVE	3
		PRODUCTION AG ELECTIVE	3
<b>TOTAL</b>	<b>15</b>		<b>17</b>
<b>(5) FALL SEMESTER JUNIOR YEAR</b>		<b>(6) WINTER SEMESTER JUNIOR YEAR</b>	
<u>COURSE</u>	<u>CR Hrs</u>	<u>COURSE</u>	<u>CR Hrs</u>
HUMANITIES ELECTIVE	3	AGEC 3282 (Finance)	3
BUSINESS ELECTIVE	3	FREE ELECTIVES	7
AGEC 3251 (Prices)	3	AGEC 3286 (Mgmt)	3
COMMUNICATION ELECTIVE	3	AGEC 3256 (Law)	3
ECON 3229 (Money & Banking)	3		
<b>TOTAL</b>	<b>15</b>		<b>16</b>
SUMMER INTERNSHIP (Recommended)	3		
<b>(7) FALL SEMESTER SENIOR YEAR</b>		<b>(8) WINTER SEMESTER SENIOR YEAR</b>	
<u>COURSE</u>	<u>Cr Hrs</u>	<u>COURSE</u>	<u>Cr Hrs</u>
AGEC 4971 (Strategy) Capstone	3	AGEC 4972 (Co-op)	3
BUSINESS ELECTIVES	6	FREE ELECTIVES	12
FREE ELECTIVES	6		
<b>TOTAL</b>	<b>15</b>		<b>15</b>

This sequence is a sample. Most students will not proceed on exactly the same path. This example does total the 128 hours necessary for graduation. Internship or study abroad credit is encouraged and can be done during the summer or for an entire semester.

**SAMPLE COURSE PROGRAM FOR FARM & RANCH MANAGEMENT (*beginning fall '08*)**

Dept	NO	COURSE DESCR	Hrs	SEM	GR	Dept	NO	COURSE DESCR	Hrs	SEM	GR
<b>Communications (9 Hours)</b>						<b>Departmental Requirements (57 Hours)</b>					
ENG	1000	EXPO-ARGUM	3			AGR	1111	COMPUTER METH	3		
COMM	1200	or AG ED 2220	3			ACCT	2036	ACCOUNTING I	3		
		COMM ELECTIVE	3			ACCT	2037	ACCOUNTING II	3		
Sub-total						ECON	3229	MONEY & BANKING	3		
<b>Mathematics (5-6 Hours)</b>						AGEC	2123	INTRO TO MATH	3		
MATH	1100	COLLEGE ALG	3			AGEC	2183	AGR MARKETING	3		(WI) <sup>1</sup>
MATH	1300	FINITE MATH	3		Or	AGEC	2225	STAT ANALYSIS	3		
MATH	1500	CALCULUS	5			AGEC	3251	AGR PRICES	3		
Sub-total						AGEC	3257	RURAL & AG LAW	3		
<b>Physical and Biological Sciences (10-11 Hours)</b>						AGEC	3260	FARM MGMT	3		
CHEM	1100	ATOMS MOLECUL	3			AGEC	3282	AGBUS FINANCE	3		
BIOCH	2110, 2112	or higher	3			AGEC	3294	AG MKT & PROCUR	3		
BIO	1010	GEN BIOLOGY	3			AGEC	4962	PLANNING FM BUS	3		
BIO	1020	GEN BIO LAB	2			Sub-total					
Sub-total						<b>Production Agriculture Electives (18 Hours)</b>					
<b>Social and Behavioral Sciences (9 Hours)</b>											
AGEC	1041	MICROECON	3								
AGEC	1042	MACROECON	3								
POLSC		1100, 2100	Or								
HIST		1100, 1200	3								
Sub-total						<b>Electives and Supporting Courses (30 Hours)</b>					
<b>Humanistic Studies &amp; Fine Arts (6 Hours)</b>											
6 credits in addition to Communication 1200 or Ag Education 2220 taken to satisfy Oral Communication Requirement											
Sub-total											
___ Computer Prof.		___ Math Prof. (1 course)		___ 9-Hr Sequence							
___ W.I. (2 courses)		___ State Req.		___ Capstone							
Sub-total						Sub-total					
						<b>TOTAL HOURS (min. 128)</b>					

Advisor \_\_\_\_\_ Advisor Chair \_\_\_\_\_ Associate Dean \_\_\_\_\_

Student \_\_\_\_\_ Date \_\_\_\_\_

<sup>1</sup> Farm & Ranch majors will need to select a 2<sup>nd</sup> Writing Intensive course at the 3000+ level. The course must be an upper division course in the major

**FARM AND RANCH MANAGEMENT  
SAMPLE COURSE SEQUENCE**

<b>(1) FALL SEMESTER FRESHMAN YEAR</b>		<b>(2) WINTER SEMESTER FRESHMAN YEAR</b>	
<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>	<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>
AGEC 1010 (Intro)	1	AGEC 1011 (Global)	1
AGEC 1041 (Micro)	3	AGEC 1042 (Macro)	3
MATH 1100 (Col Algebra)	3	CHEM 1100 (Atoms & Molecules)	3
HIST 1100, 1200	<b>OR</b>	ANSCI (Production Ag Elective)	3
POLSCI 1100, 2100	3	PLSCI (Production Ag Elective)	3
AGR 1111 (Computer)	3	MATH 1300 (Finite)	3
ENGL 1000 (Exposition)	3		
<b>TOTAL</b>	<b>16</b>		<b>16</b>
<b>(3) FALL SEMESTER SOPHOMORE YEAR</b>		<b>(4) WINTER SEMESTER SOPHOMORE YEAR</b>	
<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>	<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>
BIOSC 1010 (Gen Bio)	3	BIOCHEM 2110, 2112 or higher	3
BIOSC 1020 (Lab)	2	COMM 1200 <b>or</b> AG ED 2220	3
AGEC 2183 (Mktg)	3	ACCT 2037 (Mgr Acct)	3
AGEC 2225 (Stat Analysis)	3	AGEC 2123 (Math/Econ)	3
ACCT 2036 (Fin Acct)	3	PRODUCTION AG ELECTIVE	3
PRODUCTION AG ELECTIVE	3		
<b>TOTAL</b>	<b>17</b>		<b>15</b>
<b>(5) FALL SEMESTER JUNIOR YEAR</b>		<b>(6) WINTER SEMESTER JUNIOR YEAR</b>	
<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>	<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>
COMMUNICATIONS ELECTIVE	3	AGEC 3294 (Ag Mkt & Procur)	3
ECON 3229 (Money & Banking)	3	AGEC 3282 (Finance)	3
AGEC 3251(Prices)	3	HUMANITIES ELECTIVE	3
AGEC 3257 (Law)	3	PRODUCTION AG ELECTIVE	3
AGEC 3260 (Farm Mgmt)	3	FREE ELECTIVES	4
<b>TOTAL</b>	<b>15</b>		<b>16</b>
SUMMER INTERNSHIP (Recommended)	3		
<b>(7) FALL SEMESTER SENIOR YEAR</b>		<b>(8) WINTER SEMESTER SENIOR YEAR</b>	
<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>	<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>
AGEC 4962 (Farm Bus) Capstone	3	FREE ELECTIVES	15
PRODUCTION AG ELECTIVE	3		
HUMANTIES ELECTIVE	3		
FREE ELECTIVES	6		
<b>TOTAL</b>	<b>15</b>		<b>15</b>

This sequence is a sample. Most students will not proceed on exactly the same path. This example does total the 128 hours necessary for graduation. Internship or study abroad credit is encouraged and can be done during the summer or for an entire semester.

**SAMPLE COURSE PROGRAM FOR PUBLIC POLICY (beginning fall 2008)**

Dept	NO	COURSE DESCR	Hrs	SEM	GR	Dept	NO	COURSE DESCR	Hrs	SEM	GR
<b>Communications (9 Hours)</b>						<b>Departmental Requirements (60 Hours)</b>					
ENG	1000	EXPO-ARGUM	3			AGR	1111	COMPUTER METH	3		
COMM	1200	or AG ED 2220	3			ACCT	2036	ACCOUNTING I	3		
		COMM ELECTIVE	3			ACCT	2037	ACCOUNTING II	3		
Sub-total						ECON	3229	MONEY & BANKING	3		
<b>Mathematics (5-6 Hours)</b>						AGEC	2070	ENVIRON ECON	3		(WI)
MATH	1100	COLLEGE ALG	3			AGEC	2123	INTRO TO MATH	3		
MATH	1300	FINITE MATH	3		Or	AGEC	2183	AGR MARKETING	3		(WI)
MATH	1500	CALCULUS	5			AGEC	2225	STAT ANALYSIS	3		
Sub-total						AGEC	3230	AG & RUR POLICY	3		
<b>Physical and Biological Sciences (10-11 Hours)</b>						AGEC	3251	AGR PRICES	3		
CHEM	1100	ATOMS MOLECUL	3			AGEC	3271 (WI) or AGEC 3272		3		
BIOCH	2110, 2112	or higher	3			AGEC	3282	AGBUS FINANCE	3		
BIO	1010	GEN BIOLOGY	3			AGEC	4990	AGEC CAPSTONE	3		
BIO	1020	GEN BIO LAB	2			RUR SOC 1000 or POL SCI 1100			3		
Sub-total						PUBLIC POLICY ELECTIVES*			9		
<b>Social and Behavioral Sciences (9 Hours)</b>						<b>Production Agriculture Electives (9 Hours)</b>					
AGEC	1041	MICROECON	3								
AGEC	1042	MACROECON	3								
POLSC		1100, 2100	3		Or						
HIST		1100, 1200	3								
Sub-total						<b>Electives and Supporting Courses (27 Hours)</b>					
<b>Humanistic Studies &amp; Fine Arts (6 Hours)</b>											
6 credits in addition to Communication 1200 or Ag Education 2220 taken to satisfy Oral Communication Requirement											
Sub-total											
___ Computer Prof.		___ Math Prof. (1 course)		___ 9-Hr Sequence							
___ W.I. (2 courses)		___ State Req.		___ Capstone							
						Sub-total					
						<b>TOTAL HOURS (min. 128)</b>					

\*see page 14 for a list of public policy electives

Advisor \_\_\_\_\_ Advisor Chair \_\_\_\_\_ Associate Dean \_\_\_\_\_

Student \_\_\_\_\_ Date \_\_\_\_\_

**PUBLIC POLICY  
SAMPLE COURSE SEQUENCE**

<b>(1) FALL SEMESTER FRESHMAN YEAR</b>		<b>(2) WINTER SEMESTER FRESHMAN YEAR</b>	
<u>COURSE</u>	<u>CR Hrs</u>	<u>COURSE</u>	<u>CR Hrs</u>
AGEC 1010 (Intro)	1	AGEC 1011 (Global)	1
AGEC 1041 (Micro)	3	AGEC 1042 (Macro)	3
MATH 1100 (Col Algebra)	3	CHEM 1100 (Atoms & Molecules)	3
POL SCI 1100 or RUR SOC 1000	3	ANSCI (Production Ag Elective)	3
AGR 1111 (Computer)	3	HUMANITIES ELECTIVE	3
ENGL 1000 (Exposition)	3	MATH 1300 (Finite)	3
<b>TOTAL</b>	<b>16</b>		<b>16</b>
<b>(3) FALL SEMESTER SOPHOMORE YEAR</b>		<b>(4) WINTER SEMESTER SOPHOMORE YEAR</b>	
<u>COURSE</u>	<u>CR Hrs</u>	<u>COURSE</u>	<u>CR Hrs</u>
BIOSC 1010 (Gen Bio)	3	COMM 1200 or AG ED 2220	3
BIOSC 1020 (Lab)	2	AGEC 2123 (Math/Econ)	3
AGEC 2225 (Stat Analysis)	3	ACCT 2037 (Mgr Acct)	3
ACCT 2036 (Fin Acct)	3	PLSCI (Production Ag Elective)	3
AGEC 2183 (Ag & Food Mktg)	3	AGEC 2070 (Environ Econ)	3
HUMANITIES ELECTIVE	3		
<b>TOTAL</b>	<b>17</b>		<b>15</b>
STUDY ABROAD (Recommended)	3		
<b>(5) FALL SEMESTER JUNIOR YEAR</b>		<b>(6) WINTER SEMESTER JUNIOR YEAR</b>	
<u>COURSE</u>	<u>CR Hrs</u>	<u>COURSE</u>	<u>CR Hrs</u>
ECON 3229 (Money & Banking)	3	AGEC 3230 (Ag & Rural Policy)	3
PRODUCTION AG ELECTIVE	3	AGEC 3271 or 3272 (Int'l Dev or Int'l Trade)	3
AGEC 3251 (Prices)	3	AGEC 3282 (Finance)	3
BIOCHEM 2110, 2112 or higher	3	COMMUNICATION ELECTIVE	3
FREE ELECTIVE	3	FREE ELECTIVE	3
<b>TOTAL</b>	<b>15</b>		<b>15</b>
SUMMER INTERNSHIP (Recommended)	3		
<b>(7) FALL SEMESTER SENIOR YEAR</b>		<b>(8) WINTER SEMESTER SENIOR YEAR</b>	
<u>COURSE</u>	<u>CR Hrs</u>	<u>COURSE</u>	<u>CR Hrs</u>
FREE ELECTIVES	6	AGEC 4990(Capstone)	3
PUBLIC POLICY ELECTIVES	9	FREE ELECTIVES	12
<b>TOTAL</b>	<b>15</b>		<b>15</b>

This sequence is a sample. Most students will not proceed on exactly the same path. This example does total the 128 hours necessary for graduation. Internship or study abroad credit is encouraged and can be done during the summer or for an entire semester.

**SAMPLE COURSE PROGRAM FOR FINANCIAL PLANNING OPTION (beginning fall 2008)**

Dept	NO	COURSE DESCR	Hrs	SEM	GR	Dept	NO	COURSE DESCR	Hrs	SEM	GR
<b>Communications (9 Hours)</b>						<b>Departmental Requirements (61 Hours)</b>					
ENG	1000	EXPO-ARGUM	3			AGR	1111	COMPUTER METH	3		
COMM	1200	or AG ED 2220	3			ACCT	2036	ACCOUNTING I	3		
		COMM ELECTIVE	3			ACCT	2037	ACCOUNTING II	3		
Sub-total						ACCT	4353	INTRO TO TAX	3		
<b>Mathematics (5-6 Hours)</b>						ECON	3229	MONEY & BANKING	3		
MATH	1100	COLLEGE ALG	3			AGEC	2123	INTRO TO MATH	3		
MATH	1300	FINITE MATH	3	Or		AGEC	2183	AGR MARKETING	3		(WI)
MATH	1500	CALCULUS	5			AGEC	2225	STAT ANALYSIS	3		
Sub-total						AGEC	3251	AGR PRICES	3		
<b>Physical and Biological Sciences (10-11 Hours)</b>						AGEC	3256	AGBUS LAW	3		
CHEM	1100	ATOMS MOLECUL	3			AGEC	3282	AGBUS FINANCE	3		
BIOCH	2110, 2112	or higher	3			PFP	2083	PER FIN MGMT	1		
BIO	1010	GEN BIOLOGY	3			PFP	2183	PER & FAM FIN	3		
BIO	1020	GEN BIO LAB	2			PFP	3283	FIN PLAN: COMP	3		
Sub-total						PFP	4380	ASSESS AM DREAM	3		(WI)
<b>Social and Behavioral Sciences (9 Hours)</b>						PFP	4382	FIN PLAN: RISK	3		
AGEC	1041	MICROECON	3			PFP	4383	FIN PLAN: INVEST	3		
AGEC	1042	MACROECON	3			PFP	4386	FIN PLAN: EMPLOY	3		
POLSC		1100, 2100	Or			PFP	4393	FIN PLAN: ESTATE	3		
HIST		1100, 1200	3			Sub-total					
Sub-total						<b>Production Agricultural Electives (6 Hours)</b>					
<b>Humanistic Studies &amp; Fine Arts ( Hours)</b>						AN SCI		PRODUCTION AG	3		
6 credits in addition to Communication 1200 or Ag Education 2220 taken to satisfy Oral Communication Requirement						PL SCI		PRODUCTION AG	3		
Sub-total						Sub-total					
___ Computer Prof.	___ Math Prof. (1 course)	___ 9-Hr Sequence									
___ W.I. (2 courses)	___ State Req.	___ Capstone									
Sub-total						<b>Electives and Supporting Courses (26 Hours)</b>					
Sub-total						Sub-total					
						<b>TOTAL HOURS (min. 128)</b>					

Advisor \_\_\_\_\_ Advisor Chair \_\_\_\_\_ Associate Dean \_\_\_\_\_

Student \_\_\_\_\_ Date \_\_\_\_\_

**FINANCIAL PLANNING  
SAMPLE COURSE SEQUENCE**

<b>(1) FALL SEMESTER FRESHMAN YEAR</b>		<b>(2) WINTER SEMESTER FRESHMAN YEAR</b>	
<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>	<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>
AGEC 1041 (Micro)	3	AGEC 1042 (Macro)	3
PFP 2083 (Intro Personal Fin)	1	BIOSC 1010 (Gen Bio)	3
MATH 1100 (Col Algebra)	3	BIOSCI 1020 (Lab)	2
HIST 1100, 1200	<b>OR</b>	ANSCI (Production Ag Elective)	3
POLSCI 1100, 2100	3	Math 1300 (Finite)	3
AGR 1111 (Computer)	3		
ENGL 1000 (Exposition)	3		
<b>TOTAL</b>	<b>16</b>		<b>14</b>
<b>(3) FALL SEMESTER SOPHOMORE YEAR</b>		<b>(4) WINTER SEMESTER SOPHOMORE YEAR</b>	
<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>	<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>
ACCT 2036 (Fin Acct)	3	CHEM 1100 (Atoms & Molecules)	3
AGEC 2183 (Mktg)	3	PLSCI (Production Ag Elective)	3
AGEC 2225 (Stat Analysis)	3	ACCT 2037 (Mgr Acct)	3
PFP 2183 (Personal & Fam Fin)	3	AGEC 2123 (Math/Econ)	3
COMM 1200 or AG ED 2220	3	HUMANITIES ELECTIVE	3
<b>TOTAL</b>	<b>15</b>		<b>15</b>
<b>(5) FALL SEMESTER JUNIOR YEAR</b>		<b>(6) WINTER SEMESTER JUNIOR YEAR</b>	
<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>	<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>
COMMUNICATIONS ELECTIVE	3	ACCT 4353 (Intro to Taxation)	3
ECON 3229 (Money & Banking)	3	AGEC 3256 (Law)	3
AGEC 3251(Prices)	3	AGEC 3282 (Finance)	3
PFP 3283 (Financial Planning)	3	PFP 4382 (Risk Mgmt)	3
HUMANITIES ELECTIVE	3	PFP 4383 (Investment Mgmt)	3
BIOCHEM 2110, 2112 or higher	3		
<b>TOTAL</b>	<b>18</b>		<b>15</b>
SUMMER INTERNSHIP (Recommended)	3		
<b>(7) FALL SEMESTER SENIOR YEAR</b>		<b>(8) WINTER SEMESTER SENIOR YEAR</b>	
<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>	<b><u>COURSE</u></b>	<b><u>CR Hrs</u></b>
PFP 4386 (Fin Plan: Employee Benefits)	3	PFP 4380 (Capstone)	3
PFP 4393 (Fin Plan: Estate)	3	FREE ELECTIVES	12
FREE ELECTIVES	11		
<b>TOTAL</b>	<b>17</b>		<b>15</b>

This sequence is a sample. Most students will not proceed on exactly the same path. This example does total the 128 hours necessary for graduation. Internship or study abroad credit is encouraged and can be done during the summer or for an entire semester.

## PUBLIC POLICY ELECTIVES

Students in the Public Policy option must chose from the following for a total of 9 credit hours:

- Ag Econ 3241 (cannot be used for both Humanities and dept requirement)
- Ag Econ 3271 or 3272
- Ag Econ 3256 or 3257
- Ag Econ 3260
- Ag Econ 3270
- Ag Econ 3286
- Ag Econ 3294
- Ag Econ 4301 (subject to Advisor Chair approval)
- Ag Econ 4356

## APPROVED COURSES IN PRODUCTION AGRICULTURE

The following departments offer courses in production agriculture and natural resources and are approved to fulfill the production agriculture requirement:

Agricultural Systems Management	Hotel and Restaurant Management
Animal Sciences	Natural Resources
Biological Engineering	Parks, Recreation & Tourism
Entomology and Pest Management	Plant Pathology
Fisheries and Wildlife	Plant Science (includes Agronomy and Horticulture)
Food Science	Soil and Atmospheric Science
Forestry	

The following departments do not offer production agriculture or natural resource courses:

Agricultural Economics	Biochemistry
Agricultural Education	Rural Sociology
Agricultural Journalism	Agriculture (except Ag 2190)

## AGRICULTURAL ECONOMICS 3285 PROBLEMS

Undergraduates may enroll for credit under the course listed as Agricultural Economics 3285 Problems. It is not a formal course but rather provides an arrangement whereby a student can undertake a learning experience not covered by an existing course. The amount of credit involved varies with the amount of work involved in the project.

Ag Econ 3285 is designed for the student who has a topic they wish to investigate and who has identified a faculty member to advise them on the project and outline the requirements for satisfactory completion. This faculty member determines if work on the project is satisfactory. Consent of the instructor is required. 3285 is offered pass-fail (satisfactory/unsatisfactory) only.

Some examples of current use of 3285 Problems include:

1. Supervised research in a specialized area of Agricultural Economics. The student works directly with a professor on a topic approved by the professor prior to enrollment.
2. Returning to the Farm students who complete the financial planning portion of the program.
3. Business Golf Etiquette. Students learn the basics of the game and how to interact in social situations related to golf or other semi-work situations.

## CAFNR HONORS PROGRAM

### **PURPOSE AND OBJECTIVES:**

The undergraduate honors program is designed to provide learning opportunities that stimulate high ability students to achieve their fullest potential. Specific objectives of the honors program are to: recognize students that distinguish themselves in CAFNR degree programs, promote the development of problem solving skills by planning and conducting an undergraduate Honors Thesis Project and develop advanced proficiency in oral and written communication skills.

### **ELIGIBILITY:**

1. Students are eligible to apply for acceptance into the CAFNR Honors Program with a cumulative MU GPA of 3.30 or above. The GPA must be based on at least 30 semester credit hours completed at MU, or at least 15 MU semester hours if the student has transferred from another institution.
2. Students must be admitted prior to their last semester before graduation to allow sufficient time to plan and complete the Honors Thesis Project.

### **REQUIREMENTS:**

1. Students must have and maintain a 3.3 GPA at MU.
2. Students must complete an Honors Thesis Project.
3. Students must submit a Program of Study.
4. Students must fulfill the General Education requirements of the College and degree requirements of their major.

### **OPERATING PRINCIPLES:**

1. Eligible students should complete a CAFNR Honors Program Application as early in their undergraduate degree program as possible. At least two faculty members and the Undergraduate Advisor Chair should sign the Honors Program Application. The faculty members co-signing the application will comprise the Honor Student's Advisory Committee.
2. An Honors Thesis Project (HTP) is required and should be planned by the student and approved by the Honor Student's Advisory Committee. The Honors Thesis Project should involve a significant research effort by the Honors student, culminating in a written and oral presentation of the results. The CAFNR Honors Program Oversight Committee must approve departmental HTP requirements.
3. The B.S. Degree in the CAFNR Honors Program requires 128 semester credit hours. However, students may apply for dual enrollment with the Graduate School during their final semester and receive graduate credit for up to six semester credit hours.
4. The Honors Student's Program of Study must be signed by a member of the Honor Student's Advisory Committee, the Undergraduate Advisor Chair, and be submitted to the CAFNR Associate Dean's Office (2-64 Agriculture) before the close of the semester in which the Honors Program Application was approved.
5. Students are officially admitted to the CAFNR Honors Program when the application has been approved and signed by the CAFNR Associate Dean of Academic Programs.
6. To remain in "Good Standing" in the CAFNR Honors Program a student must maintain a cumulative GPA of 3.30 or more. If a student's GPA falls below 3.30, they will be allowed a two semester grace period to raise their GPA to the 3.30 level.
7. Changes in the Program of Study must be signed by the student, each advisory committee member, the Undergraduate Advisor Chair and Associate Dean before they are officially approved.

## DEPARTMENT OF AGRICULTURAL ECONOMICS INTERNSHIP PROGRAMS

The Department of Agricultural Economics offers academic credit for internships, provided that:

- The work-learning experience is of a nature that typically cannot be offered on the University campus.
- The work-learning experience requires students to apply technical information and skills in a work situation.
- A level of academic or practical skills in Agricultural Economics is a part of the student's "set of tools" prior to entering an internship program in Agricultural Economics.
- The work-learning experience will clearly add to the student's knowledge of the business world.
- Employers agree to assist a student to learn different parts of the business in which the student will work and learn.
- The student willingly accounts for his learning experiences via a written report to the faculty member(s) supervising that particular student or program and in accordance with the rules and regulations of the Department and the University. The student also agrees to participate in presentations to the faculty, such as seminars.
- Ag Econ 2940 and 4940 are offered on a pass/fail (satisfactory/unsatisfactory) basis only.

### **Agricultural Economics 2940**

"Practicum in Agricultural Economics" is offered each term. A maximum of three credits can be earned in this program. Agricultural Economics 2940 allows freshman and sophomores the opportunity to choose an internship early in their academic program. The students are expected to have completed Ag Econ 1041 and 1042 or their equivalent.

Students interested in this program need to meet the rules as stated in the Department of Agricultural Economics' internship application. These forms are available in 200 Mumford. The students must also meet the rules, regulations and conditions as established by CAFNR and the University of Missouri.

### **Agricultural Economics 4940**

The Ag Econ 4940 internship program is a work-study arrangement where a junior or senior student receives academic credit while working in a specific employment situation. This program combines study, observation, and employment in a public agency, private firm, farm management or other agribusiness for credit. The student, employer and a faculty member of the Department will establish, in writing, mutually acceptable arrangements specifying the goals that each hope to achieve with the work-study activity. Some internship programs are already established and are filled only on a competitive basis. Others are possible when an employer, a student, and a faculty member are able to establish mutually acceptable goals.

Enrollment for credit in Ag Econ 4940 is available during any term based on approval by the internship director and in conformance with the rules, regulations and requirements of the University of Missouri. A maximum of one to three hours of academic credit can be earned in any one term. No more than 6 hours total of 4940 internship credit is possible.

## CAFNR INTERNATIONAL AGRICULTURE MINOR

The minor in International Agriculture consists of a minimum of 15 credit hours

### Pre-approved Courses

- Agricultural Economics 3150, International Agribusiness (3)
- Agricultural Economics 3271, International Agricultural Development (3)
- Agricultural Economics 3272, International Food Trade & Policy (3)
- Agr 2150, Agricultural Travel Course (1-3)
- Agr 2190, International Agriculture Experience (1-9)
- An Sci 2110, Global Animal Ag (2)
- Anthro 3680, Plants and People (3)
- Atm Sci 3600, Climates of the World (3)
- Bio Sci 3100, Community Biology (3)
- FS&N 2195, Grapes and Wines of the World (1)\*
- Geog 2710, Economic Geography (3)
- Mktg 4720, Global Marketing (3)
- Pol Sci 1400, International Relations (3)
- Pol Sci 4740, Comparative Political Culture (3)
- Rur Soc 1120, Population & Ecology (3)
- Rur Soc 3235, Global Perspectives and Reality (3)
- Rur Soc 4310, Sociology of Agriculture and Natural Resources (3)
- T&AM 2400, Global Consumers (3)

Nine of the 15 credit hours must be CAFNR courses at the 3000 level

No more than nine credits will be accepted from courses taken in formal study abroad programs

Up to two courses (6 credit hours) approved by the student's advisor and the international agriculture advisor chair in a geographic area of interest may be used to fulfill requirements

Independent research with a faculty member can provide up to six credit hours with approval of the international agriculture advisor chair and student's advisor

A student who wishes to pursue an International Agriculture minor should visit with CAFNR's Advisor Chair for the International Agriculture Minor, Dr. Laura McCann or Roy Robinson, the Study Abroad Program Director for CAFNR

\* cross listed course

## STUDENT ORGANIZATIONS

- **AGRICULTURAL ECONOMICS CLUB**

Dr. Michael Sykuta, Advisor, Phone 882-1738, e-mail SykutaM@missouri.edu  
Dr. Chris Boessen, Advisor, Phone 882-7620, email BoessenC@missouri.edu

**Organization Purpose and Goals:** Broaden Ag Econ and Ag Bus Mgmt students' knowledge and understanding of their field of study; Stimulate interest and enthusiasm for learning beyond the scope of the classroom; Promote student-faculty relations; Promote scholarship, fellowship and leadership; and Provide an opportunity for wider acquaintance among students and professional workers in the agricultural social sciences

**Activities:** Student-Faculty Bar-B-Q (September); Hayride or Bonfire (October); Annual Trip (November); Pizza Party (December); Labor Sale (March); Awards Banquet (April); AAEA Summer Paper writing/Speech Contest (July/August); and AAEA Quiz Bowl Competition (July/August)

- **COLLEGIATE FARM BUREAU**

Dr. Scott Brown, Advisor, Phone 882-3861  
Dr. Michael Monson, Advisor, Phone 882-0153

**Organization Purpose and Goals:** *"Promote interest in and open avenues of dialog on issues important to rural agriculturalists, while providing extracurricular social and educational opportunities;"* Acquaint students with the State Farm Bureau Organization; Develop and strengthen leadership skills through professional and social activities; Interact with students who have similar interests and goals; and Further develop students career goals through support and exposure of agricultural careers

**Activities:** State Capitol visit - includes meeting the Governor; Seminars regarding important agricultural issues; Development of Resolutions presented to MO Farm Bureau Resolutions Committee; AG Issues Day; Social Activities; and Development of Legislative Internships

**COMPANIES WHO HIRE  
AGRICULTURAL ECONOMICS/AGRIBUSINESS MANAGEMENT STUDENTS**

- AgriLogic
- AgriPro Biosciences, Inc.
- Alex R. Masson, Inc.
- American Cyanamid
- Anheuser-Busch
- Archer Daniels Midland
- Asgrow Seed Company
- Bogart Longyear U.S. Products Group
- Bunge Corporation
- Capital Agricultural Property Services
- Caprock Industries - Div. of Cargill, Inc.
- Cargill - Grain Division
- Cargill - Nutrena Feed Division
- Cargill - Pork Division
- Cargill - Animal Nutrition Division
- Carroll's Foods, Inc.
- Caterpillar
- Cenex/Land O'Lakes
- Commodity Specialists Company
- Con Agra Commodity Services Co.
- Con Agra Grain Processing Companies
- Continental Grain Company
- Crop Pro-Tech, Inc.
- DeBruce Grain, Inc.
- DEKALB Genetics Corporation
- DowElanco
- Edward Jones & Co.
- Enterprise Banking
- Farm Credit Services of Western MO
- Farmers Hybrid
- Farmland Industries
- General Mills
- Golden Harvest/The J.C. Robinson Seed
- Growmark
- Harvest Life Insurance Company
- Hog Slat
- Hormel Foods Corporation
- IBP, Inc.
- Independent Professional Seedsmen Assc.
- Iowa Select Farms
- John Deere Company
- Massachusetts Mutual
- Mercantile Bank of St. Louis
- Metz Banking Company
- MFA
- Midwest Consulting Service
- Midwest Mortgage
- Missouri Corn Growers
- Missouri Farm Bureau Insurance Services
- Monsanto
- Murphy Family Farms
- National Agricultural Statistics
- National Biodiesel Board
- NationsBank
- New Holland Credit Company
- Northrup King Company
- Novartis Crop Protection
- Orscheln Farm & Home
- Pennington Seed
- Petsmart
- PIC, USA
- Premium Standard Farms
- Procter & Gamble
- Purina Mills, Inc.
- Ralston Purina Company
- Scoular Company
- Servi-Tech, Inc.
- Syntex Animal Health
- The Upjohn Company
- Tyson Foods
- United Missouri Bank
- USDA -Farmers Home Administration
- Vigortone Ag Products
- Walgreens
- Wayne Feeds - Div of Continental Grain

**AGRICULTURAL ECONOMICS**  
**UNDERGRADUATE COURSE OFFERINGS**

**AGEC 1010 INTRODUCTION TO AGRIBUSINESS MANAGEMENT(1) fall**

An introduction to management concepts and techniques including, coordination of business activity, motivation, and decision-making approaches used by industry leaders in the global food chain. Unique aspects of managing enterprises in the agriculture-food sector.

**AGEC 1011 SURVEY GLOBAL AGRIBUSINESS(1) winter**

Economic, social and political forces and trends and the impact on U.S. and global agribusinesses. Global production, consumption, trade, and investment patterns in agriculture-food sector. Developing management strategy in changing economic-political environment.

**AGEC 1041 APPLIED MICROECONOMICS(3) fall**

Introduction to microeconomics principles and its application to decision-making in agribusinesses. Consumer decision analysis, producer goals and optimization and the market environment where they meet and trade. Applications to current issues. Students who complete AgEc 1041 may not receive credit for Econ 1014.

**AGEC 1042 APPLIED MACROECONOMICS(3) winter**

Introduction to macroeconomic principles and their application to agriculture-food sector and natural resource issues. Using macroeconomic principles in decision making and in evaluating national and regional economic problems and issues. Students who complete AgEc 1042 may not receive credit for Econ 1015.

**AGEC 2070 ENVIRONMENTAL ECONOMICS & POLICY (3) winter (WI)**

Examines current environmental and natural resource issues using a systems perspective and key economic concepts. Explores connections between the environment and the economy

based on problems at the local, national and international levels. Prereq: Eng 1000

**AGEC 2123 INTRODUCTION TO MATHEMATICS OF AGRICULTURAL ECONOMICS (3) fall, winter**

Familiarize students with the use of calculus and other quantitative tools in developing and analyzing fundamental economic concepts. Prereq: Math 1300, Ag Ec 1041 & 1042.

**AGEC 2156 INTRODUCTION TO ENVIRONMENTAL LAW (3) varied offering**

Environmental issues from a legal perspective, using current controversies from both the USA and other countries. Major environmental laws dealing with water, air, noise, endangered species, waste disposal and land use.

**AGEC 2183 THE AGRICULTURAL MARKETING SYSTEM(3) fall, winter (WI)**

Analysis of marketing systems that transforms agricultural products into food products. Examines functions and institutions in marketing and distributing food from both micro and macro perspectives. Prereq: AgEc 1041, AgEc 1042 and Eng 1000.

**AGEC 2223 AGRICULTURAL SALES(3) fall, winter**

Principles of salesmanship in agricultural input and output markets; buyer motivations; time and territory management, communication models and techniques; planning and executing sales calls. Prereq: AgEc 1041.

**AGEC 2225 STATISTICAL ANALYSIS (3) fall, winter (MRP)**

Elementary statistical inference. Prereq: Mathematics 1100 or equivalent.

**AGEC 2940 PRACTICUM IN AGRICULTURAL ECONOMICS (1-3) fall, winter, summer**

Off-campus integrated working and learning experience for departmental majors and minors.

Application of economic concepts in business or government. Prereq: 6 AgEc credits, 3 Comm credits, and 30 total University credits. Consent of instructor required. Graded S/U only.

**AGEC 3150 INTERNATIONAL AGRIBUSINESS (3) winter, summer**

This course covers the primary factors that shape the business environment for food and agricultural firms conducting business across borders. The course examines how culture, institutions and public policy affect business operations and business strategies. Prereq: AgEc 2183 or consent of instructor.

**AGEC 3224 NEW PRODUCTS MARKETING(3) fall, winter (WI)**

Learning experience to develop skills in marketing new agricultural products. To include market analysis, goals and objectives, action plan, financial evaluation and monitoring and measurement. In small groups, students will develop complete marketing plan for a new product. Prereq: Eng 1000, AgEc 1041 or equivalent.

**AGEC 3230 AGRICULTURAL AND RURAL ECONOMIC POLICY(3) winter**

Study and analysis of government programs affecting the agricultural economy. The emphasis of this course is on understanding the results and outcomes of government policy decisions. Prereq: AgEc 1041, AgEc 1042 or equivalent.

**AGEC 3241 ETHICAL ISSUES IN AGRICULTURE (3) winter**

The study of how economics, philosophy, and science inform on and impact important ethical problems in agriculture, such as the environment, biotechnology, animal welfare, farm structure, the role of agribusiness, development, sustainability and agriculture-related public policy.

**AGEC 3251 AGRICULTURAL PRICES(3) fall, winter**

A study in variations in prices of agricultural products; and analysis of the underlying factors

causing these changes. Prereq: AgEc 1041, 1042, 2123 or Math 1320 & AgEc 2225 or Stat 2500.

**AGEC 3256 AGRIBUSINESS AND BIOTECHNOLOGY LAW(3) winter**

Legal concepts applicable to agribusiness and biotech firms. Will include contracts, torts, product liability, warranties, corporations/partnerships/limited liability companies, corporate farming laws, UCC, labor laws, patent copyrights/trademark laws, international and ethical perspectives. Prereq: 3 hours AgEc or Econ.

**AGEC 3257 RURAL AND AGRICULTURAL LAW(3) fall, winter**

Everyday practical legal problems facing rural residents, farmers, agribusiness, and local government. Laws include statutes, common law (cases), customs, and administrative regulations. Topics include corporate/contract farming, right-to-farm, leases, fence laws, estate planning and water rights. Prereq: 3 hours of AgEc or Econ.

**AGEC 3260 GENERAL FARM MANAGEMENT(3) fall**

Economics and management principles applied to planning and operating farm businesses. Includes enterprise combination, resource acquisitions, water management, profit maximizing techniques and annual adjustments to changing conditions. Prereq: AgEc 1041.

**AGEC 3270 CONSERVATION AND USE OF PROTECTED AREAS(3) winter**

Evaluation of socioeconomic, cultural and ecological values influencing the development and management of protected areas including parks, forests, wildlife refuges, wilderness and wild/scenic rivers. Prereq: AgEc 1041 or equivalent, or AgEc 2070 and introductory natural resources courses, or instructor consent.

**AGEC 3271 INTERNATIONAL AGRICULTURAL DEVELOPMENT(3) winter (WI)**

Examines world food problems, analyzes its causes, economic and non-economic policy alternatives for modernizing agriculture in less-developed countries. Prereq: AgEc 1041 and AgEc 1042 or equivalent, Jr. standing.

**AGEC 3272 INTERNATIONAL FOOD TRADE AND POLICY(3) fall**

Examines food trade, develops economic analyses of trade impacts on domestic agricultural policies, examines international trade agreements, and interface of trade and environment. Prereq: AgEc 1041 & 1042.

**AGEC 3282 AGRIBUSINESS FINANCE(3) fall, winter**

Application of the concepts and methods of finance to the management of agribusiness firms, including cooperatives. Special attention is given to the working capital needs of agribusiness and to the specialized lending institutions in the agricultural economy. Prereq: AgEc 1041 and Acct 2037.

**AGEC 3283 FUNDAMENTALS OF ENTREPRENEURSHIP (3) fall, winter**

Introduce students to entrepreneurial way of thinking. Entrepreneurship is a way of thinking about indentifying/creating opportunities and transforming those opportunities into new businesses, new institutions, or solutions to problems. Students will participate in the process of formulating and evaluating solutions to problems and of identifying and exploiting opportunities. Prereq: AgEc 1041 and Acct 2036 or equivalent.

**AGEC 3285 PROBLEMS (1-3) fall, winter, summer**

Supervised study in a specialized phase of agricultural economics. Consent required. Prereq: AgEc 1041 & 1042. Graded S/U only.

**AGEC 3286 ECONOMICS OF MANAGERIAL DECISION MAKING(3) fall, winter**

Introduces tools and concepts from price theory, game theory, industrial organization, and organizational economics, and applies them to managerial decision making activities for businesses in the agrifood system and for natural resource and environmental management. Prereq: AgEc 1041, 2123 & 2183.

**AGEC 3294 AGRICULTURAL MARKETING & PROCUREMENT (3) winter**

Content of course focuses on marketing issues in the agriculture supply chain. Topics covered include price discovery, basis, futures/options, contracting, logistics, and management decision making. Prereq: AgEc 2183, 2225.

**AGEC 4301 TOPICS IN AGRICULTURAL ECONOMICS(1-3) fall, winter**

Current and new topics offered in applied and/or theoretical areas in Ag. Econ. Recent offerings have included: a) Mgmt of Technology and Innovation b) Commodity Trading Club c) Fundamentals of Futures Markets d) Advanced Rural Real Estate Appraisal (MU Direct Offering)

**AGEC 4340 RURAL REAL ESTATE APPRAISAL (3)**

Comprehensive introduction to rural appraising through concepts, principles, and the valuation process. Theoretical concepts and practical examples of market appraisal will be formed. Depreciation, income capitalization, sales analysis, and comparison processes will be covered. (*Internet Course Only through MU Direct*). Prereq: AgEc 3260

**AGEC 4356 ENVIRONMENTAL LAW AND POLICY(3) fall**

Legislative, administrative, and common law dealing with the environment. Introduces the fundamental concepts and classic issues underlying the body of law and policy dealing with the environment. Includes air and water quality, endangered species preservation, land use and waste disposal. Prereq: Senior or

graduate standing. For non-law students.  
Recommended AgEc 2156, 3256, or 3257.

**AGEC 4940 INTERNSHIP EXPERIENCES  
IN AG ECON (1-3) fall, winter, summer**

Combines study, observation, and employment in a public agency or private firm in marketing, farm management, or credit. Staff supervision and evaluation reports required. Prereq: 2.5 GPA, 75 hours and instructor's consent. Graded S/U only.

**AGEC 4962 PLANNING THE FARM BUSINESS  
(3) winter**

Economic analysis and planning of the farm business and its organization. Applications of computerized management techniques to farm business including resource acquisition, tax management, enterprise analysis, and business analysis through farm records and budgets. Prereq: AgEc 3260 or Ag 1111.

**AGEC 4971 AGRIBUSINESS MANAGEMENT  
STRATEGY(3) fall (WI)**

Study of the managerial process including the organization and methods of effective management at various levels in agricultural business firms. Prereq: AgEc 2183, AgEc 3282, 3286, English 1000 and Ag 1111.

**AGEC 4972 AGRI-FOOD BUSINESS AND  
COOPERATIVE MANAGEMENT (3) winter**

Reviews the generic types of risk (biological production process, market structure imperfections, etc.) faced by global agribusinesses. Alternative risk management tools are presented as presently employed by agribusiness managers. We then examine the use of institutional structures developed to ameliorate these risks (market orders, government regulations, futures markets, etc.). The course concludes with an intensive review and analysis of agricultural cooperatives as a risk management tool. The class works with CEO's and Board Members through several risky situations, permitting students the opportunity to apply conceptual tools to real world agribusiness and cooperative decision making. Prereq: AgEc 2183, 3256, 3286 and 4971.

**AGEC 4990 SENIOR SEMINAR IN  
AGRICULTURAL ECONOMICS (3) winter**

Applications of economic concepts to formulate positions on issues. Includes discussion sessions, student team presentations and guest lectures. Prereq: senior standing.

**FACULTY DIRECTORY 2008**  
**DEPARTMENT OF AGRICULTURAL ECONOMICS**

<b>Faculty Member</b>	<b>Office*</b>	<b>Phone No.</b>	<b>Course(s)</b>	<b>Area of Work</b>
Artz, Georgeanne	215	882-5669	2183	Public Policy (T, R)
Boessen, Chris	201	882-7620	3150, 3224, 3282	Agricultural finance (T, R)
Brown, Scott	101 Park De Ville	882-3861	4301	Livestock Economist, Policy (R, E, A)
Chaddad, Fabio	125B	882-0155	3286	Agribusiness economics (T,R)
Cook, Michael	125C	882-0127	4972	Cooperatives/Bus Structures (T, R)
Dauve, Jan	202	882-0137	1010, 1011, 1041, 1042	General Ag Economics (T)
Deaton, Brady	105 Jesse Hall	882-3380	----	Chancellor (A)
Grimes, Glen	216	882-7546	----	Livestock Marketing <sup>®</sup>
James Jr., Harvey	146	884-9682	1041, 3241	Agribusiness organization, Applied Ethics (T, R)
Johnson, Thomas	215A Mdlbsh	882-2157	----	Rural Dev. Innovation (T, R, E)
Kalaitzandonakes, Nicholas	125A	882-0143	----	Prdtn. & Tech., Innovation Mgmt (T, R)
Kaylen, Michael	228	882-0145	2225	Natural Resc & Tourism Economics (R)
Klein, Peter	135D	882-7008	3286	Agribus organization, Entrepreneurship
Massey, Ray	223C	884-7788	4301	Crop Economics (E)
Matthews, Stephen	210	882-0152	3256, 3257, 4356	Agricultural Law (T, R)
McCann, Laura	214B	882-1304	2070, 3271	Natural Resources (T, R)
Meyer, Seth	101 Park De Ville	884-7326	----	Policy (R)
Meyers, William	101 Park De Ville	882-9717	----	Policy analysis, International trade (T, R, E, A)
Monson, Michael	214C	882-0153	2123, 3260, 4962	Farm Management (T, R)
Monson, Sandy	2-28 Ag Bldg	882-1642	----	Natural Resources (T, R)
Moore, Kevin	226B	882-0144	3272	Forage/Livestock System Econ (T, R)
Nolan, Michael	215 Gentry	882-7740	----	Division of Applied Sciences (A)
Parcell, Joe	143A	882-0870	2183, 3294, 3295	Value added ag bus development (T, R)
Pierce, Vern	223D	882-8229	----	Beef Economist (E)
Plain, Ron	222	882-0134	----	Livestock Prod & Mktg (E)
Prato, Tony	212	882-0147	3270	Resource Economics (T, R)
Rodriguez Alcala, Maria	203	884-5513	1010, 1011	
Sowers, Linda	322C/D	882-8195	2223, 3285	
Stallmann, Judith	231 Gentry	882-6455	----	State & local public finance (T, R, E)
Sykuta, Michael	135B	882-1738	4971	Institutions & Contracting (T, R)
Thompson, Wyatt	101 Park De Ville	882-1864	3230, 4990	Policy Analysis (T, R)
Valdivia, Corinne	214D	882-4020	----	Economic development (T, R)
Westhoff, Patrick	101 Park De Ville	882-4647	3230	Policy analysis (T, R)
Womack, Abner	101 Park De Ville	882-8115	----	Price & Policy Analysis (T, R, E, A)
Xia, Yin	124	882-8496	3251	Biotechnology, Tech policy (T, R)

E -- Extension

R -- Research

T -- Teaching

A -- Administration

<sup>®</sup> -- Retired

\* All offices are located in Mumford Hall unless noted otherwise