I. **Catalog Description and Credit Hours:** three credit hours  
Principles and policies associated with a for-profit small agribusiness. Three 1-hour lectures. (3)

II. **Prerequisites:**  
AG 250 (Agribusiness Management I)  
AD101 (Introduction to Microcomputer Applications) or AG208 (Agribusiness Data Analysis)

III. **Objectives of the Course:**  
a. Understand the objectives of a for-profit agribusiness enterprise.  
b. Understand basic applications of accounting and finance protocols for an agribusiness enterprise.  
c. Understand applications of merchandising and marketing of an agribusiness enterprise.  
d. Understand the daily operations and daily issues of agribusiness enterprises.

IV. **Student Learning Outcomes**  
a. Student shall be able to develop a location assessment for a small agribusiness  
b. Student shall be able to predict business variation cycles  
c. Student shall be able to develop a profit and loss statement for a business plan

V. **Expectations of Students:**  
a. Read required material prior to class attendance and be prepared to discuss it fully and intelligently.  
b. Actively participate in class discussion.  
c. Meet all announced deadlines for assignments.  
d. Appropriate performance on examinations.  
e. Read appropriate supplementary materials.  
f. Attendance: Missing and/or incomplete assignments will be discounted as follows:  
   One day late = 25% reduction in points  
   Two days late = 50% reduction in points  
   Three days late = Zero will be recorded for the assignment  
g. Successful completion of all examinations and other evaluative instruments

VI. **Course Content:**  
<table>
<thead>
<tr>
<th>Topic</th>
<th>Lecture(s)</th>
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<tbody>
<tr>
<td><strong>Going into Business:</strong></td>
<td>3 Weeks/ (2 hours/Topic)</td>
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<tr>
<td>Introduction, History of the Agribusinesses</td>
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<td>Markets for Local &amp; International Agribusiness</td>
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<tr>
<td>Agricultural Lending</td>
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<td>Site Selections and Layout for Retail Agribusiness</td>
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<td>Organizational Structure of a Small Agribusiness</td>
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<td>Product Mix and Services/Image</td>
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<td><strong>Exam I</strong></td>
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<tr>
<td><strong>Business Planning:</strong></td>
<td>4 Weeks/ (2 hours/Topic)</td>
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<tr>
<td>Master Budgeting with Agriculture</td>
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<tr>
<td>Account Management for the Small Agribusiness</td>
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<td>Product Pricing and Control</td>
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<td>Advertising and Checkoff Budgets for Agriculture</td>
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<td>Managerial Cost Concepts and Ethical Behavior</td>
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<tr>
<td>Balance Sheets and Income Statements</td>
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<td><strong>Exam II</strong></td>
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</table>
Financial Planning and Management: 4 Weeks/ (2 hours/Topic)
- Inventory with Seasonal Availability
- Cash Flow
- Payroll
- Financial Statements with the Agribusiness Profile
- Liabilities within Agriculture and Agribusinesses
- Seasonal Production Costs

Exam III

Daily Operations and Management: 4 Weeks/ (2 hour/Topic)
- Base Financial Statements
- Variance Analysis and Public Policy Returns
- Analyzing Incremental Changes
- Agribusiness Decision Making
- Analyzing Financial Performance
- Agribusiness Taxes

Exam IV
Final Exam

Signature (Chairperson) ________________________________ Date ______________

Signature (Dean) ________________________________ Date ______________