

AGBU 3361 – 01 Agribusiness Organizations and Management

Spring 2018 Syllabus

Instructor

Dr. Danhong Chen

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Office Location

Pirkle 440F

Office Hours

Monday and Tuesday:
2pm to 4pm,
by appointment,
or stop by if my door is
open

Class Hours and Location

Mondays and Wednesdays from 11:00 am to 12:20 pm at Pirkle 210B

Course Overview

AGBU 3361-01 introduces management principles relevant to agribusiness firms: marketing management, e-commerce and value added agriculture, managerial concepts, human resource management, and business organizations. Writing enhanced.

Course Objectives

Through lecture, class discussions, team consultations, oral and written reports, and examinations:

- Introduce students to the nature of agribusiness firms and the role of the agribusiness manager.
- Introduce students to the principles and practices used in the management of agribusiness industries.
- Provide students with management tools that may be applied to the types of problems they are likely to encounter in an agribusiness management career.
- Improve the student's ability to discuss agribusiness management ideas and concepts in both oral and written forms.

Textbook

Freddie L. Barnard, Jay T. Akridge, Frank J. Dooley, John C. Foltz, Elizabeth A. Yeager. Agribusiness Management (5th Edition). Routledge, 2016.

Course Materials

Course documents including announcements, review sheets, and additional reading assignments may be posted on Blackboard or distributed in class.

Grading

A	> 90%	In-class Exercises 40%
B	80%-89%	Three Exams 40%
C	70%-79%	Case Studies 15%
D	60%-69%	Attendance 5%
F	< 60%	Extra Credit Opportunities

Course Evaluation Process

Your final grade will be based upon a weighted average of in-class exercises (40%), two midterm exams (10% for each), one final comprehensive exam (20%), case studies (15%), and attendance (5%). In addition, extra credit opportunities will be offered throughout the semester.

- **In-class Exercises:** There are in-class exercises in almost every class except for the classes when there is an exam. Exercise format will vary and may consist of true/false, multiple choice, short answer and essay questions. Questions will come from materials in lectures, assigned textbook chapters, and other readings taken from handouts and internet sites.
- **Exams:** Exam format will vary and may consist of true/false, multiple choice, short answer and essay questions. Questions will come from materials in lectures, assigned textbook chapters, and other readings taken from handouts and internet sites. Review sheets will be given as study guides for the exams.
- **Case Studies:** During multiple class periods, the instructor will present an agribusiness management case. Students will work in teams to discuss the case problems and present their answers in class.
- **Attendance:** Attendance will be taken each class period. The attendance score represents the percentage of classes that an individual student is present.
- **Extra Credits:** They will be in the form of quizzes, in-class activities, assignments, etc. Extra credits will be given at the discretion of the instructor. In particular, one percentage point will be added to the final grade of the students who have full attendance.

Campus Resources

- Academic Success Center for Reading and Writing
Hours: Monday-Thursday: 8am – 9pm; Friday: 8am – 3pm; Sunday 2 – 7pm
Location: Farrington Bldg. Room 111
Phone: 936-294-3680
Website: <http://www.shsu.edu/centers/academic-success-center/writing/>
- Counseling Center
Hours: Monday, Thursday, Friday: 8am – 5pm; Tuesday and Wednesday: 8am – 7pm
Location: 1608 Avenue J
Phone: 936-294-1720
Website: <http://www.shsu.edu/dept/counseling/>

Academic Dishonesty

All students are expected to engage in all academic pursuits in a manner that is above reproach. Students are expected to maintain honesty and integrity in the academic experiences both in and out of the classroom. Any student found guilty of dishonesty in any phase of academic work will be subject to disciplinary action. The University and its official representatives may initiate disciplinary proceedings against a student accused of any form of academic dishonesty including but not limited to, cheating on an examination or other academic work which is to be submitted, plagiarism, collusion and the abuse of resource materials.

Student Absences on Religious Holy Days Policy

Section 51.911(b) of the Texas Education Code requires that an institution of higher education excuse a student from attending classes or other required activities, including examinations, for the observance of a religious holy day, including travel for that purpose. Section 51.911 (a) (2) defines a religious holy day as: “a holy day observed by a religion whose places of worship are exempt from property taxation under Section 11.20...” A student whose absence is excused under this subsection may not be penalized for that absence and shall be allowed to take an examination or complete an assignment from which the student is excused within a reasonable time after the absence.

University policy 861001 provides the procedures to be followed by the student and instructor. A student desiring to absent himself/herself from a scheduled class in order to observe (a) religious holy day(s) shall present to each instructor involved a written statement concerning the religious holy day(s). The instructor will complete a form notifying the student of a reasonable timeframe in which the missed assignments and/or examinations are to be completed. For a complete listing of the university policy, see: <http://www.shsu.edu/dept/academic-affairs/documents/aps/students/861001.pdf>

Students with Disabilities Policy

It is the policy of Sam Houston State University that individuals otherwise qualified shall not be excluded, solely by reason of their disability, from participation in any academic program of the university. Further, they shall not be denied the benefits of these programs nor shall they be subjected to discrimination. Students with disabilities that might affect their academic performance should register with the Office of Services for Students with Disabilities located in the Lee Drain Annex (telephone 936-294-3512, TDD 936-294-3786, and e-mail disability@shsu.edu). They should then make arrangements with their individual instructors so that appropriate strategies can be considered and helpful procedures can be developed to ensure that participation and achievement opportunities are not impaired.

SHSU adheres to all applicable federal, state, and local laws, regulations, and guidelines with respect to providing reasonable accommodations for students with disabilities. If you have a disability that may affect adversely your work in this class, then I encourage you to register with the SHSU Services for Students with Disabilities and to talk with me about how I can best help you. All disclosures of disabilities will be kept strictly confidential. NOTE: No accommodation can be made until you register with the Services for Students with Disabilities. For a complete listing of the university policy, see:

<http://www.shsu.edu/dotAsset/7ff819c3-39f3-491d-b688-db5a330ced92.pdf>

Visitors in the Classroom

Only registered students may attend class. Exceptions can be made on a case-by-case basis by the professor. In all cases, visitors must not present a disruption to the class by their attendance. Students wishing to audit a class must apply to do so through the Registrar's Office.

Attendance Policy in the Department of Agricultural Sciences & Engineering Technology

- Regular and punctual attendance is expected of each student in the Department of Agricultural Sciences & Engineering Technology at Sam Houston State University.
- Each faculty member will keep a written record of student attendance.
- If a student misses four or more classes, the student's grade will be reduced by one letter grade. Additional penalties may be assessed at the discretion of the instructor.
- Three unexcused or unjustified tardies or early departures are considered as one absence.
- Excused absences must be documented by the student with a letter of confirmation from the sponsoring student organization, professor or doctor. Exemptions will include participation in departmental activities when prior approval is attained from the Department Chair.
- No exams or assignments will be given at alternative times unless arrangements are made with the professor/instructor before the scheduled activity occurs.

Classroom Rules of Conduct

Students will refrain from behavior in the classroom that intentionally or unintentionally disrupts the learning process and, thus, impedes the mission of the university. Cellular telephones and pagers must be turned off before class begins. Students are prohibited from eating in class, using tobacco products, making offensive remarks, reading newspapers, sleeping, talking at inappropriate times, wearing inappropriate clothing, or engaging in any other form of distraction. Inappropriate behavior in the classroom shall result in a directive to leave class. Students who are especially disruptive also may be reported to the Dean of Students for disciplinary action in accordance with university policy.

Cell Phone Policy

The use by students of electronic devices that perform the function of a telephone or text messenger during class-time may be prohibited if deemed disruptive by the instructor to the conduct of the class. Arrangements for handling potential emergency situations may be granted at the discretion of the instructor. Failure to comply with the instructor's policy could result in expulsion from the classroom and failure of the course.

Any use of a telephone or text messenger or any device that performs these functions during a test period is prohibited. These devices should not be present during a test or quiz and should be stored securely in such a way that they cannot be seen or used by the student. Even the visible presence of such a device during the test or quiz period will result in a zero for that test or quiz. Use of these devices during a test or quiz is considered de facto evidence of cheating and could result in a charge of academic dishonesty.

Use of Tobacco Products on Campus

The use of tobacco products is prohibited in any Sam Houston State University academic facility. Use of tobacco products includes burning tobacco products, chewing tobacco, and snuff. SHSU instructors teaching off-campus courses will ensure that any rules promulgated by the off-campus entity pertaining to the use of tobacco products in classrooms are followed.

Copyright Statement

All materials (handouts, texts, slides, etc.) used in this course are under copyright, and may not be sold, rented, or otherwise transferred for any compensation, including taking notes for others or providing to businesses that sell tutoring or other grade-increasing services.

THIS SYLLABUS IS SUBJECT TO CHANGE WITHOUT NOTICE

Tentative Course Schedule

Week	Date	Chapter	Topic	Case Study
1	1/17/2018		No Class	
2	1/22/2018		Course Introduction	
	1/24/2018	1	The Business of Agribusiness	
3	1/29/2018	2	Managing the Agribusiness (Part 1)	
	1/31/2018	2	Managing the Agribusiness (Part 2)	Case 1
4	2/5/2018	3	Economics for Agribusiness Managers (Part 1)	
	2/7/2018	3	Economics for Agribusiness Managers (Part 2)	Case 2
5	2/12/2018	4	The Legal Form of an Agribusiness	Case 3
	2/14/2018	5	International Agribusiness	
6	2/19/2018	1-5	Exam 1	
	2/21/2018	6	Strategic Market Planning	Case 4
7	2/26/2018	7	The Marketing Mix	Case 5
	2/28/2018	8	Marketing Decision Tools for Agribusiness	
8	3/5/2018	9	Understanding Financial Statements	Case 6
	3/7/2018	10	Analyzing Financial Statements (Part 1)	
	3/12/2018		Spring Break No Class	
	3/14/2018		Spring Break No Class	
9	3/19/2018	10	Analyzing Financial Statements (Part 2)	
	3/21/2018	11	Financing the Agribusiness	Case 7
10	3/26/2018	12	Tools for Evaluating Operating Decisions	Case 8
	3/28/2018	13	Tools for Evaluating Investment Decisions (Part 1)	
11	4/2/2018	13	Tools for Evaluating Investment Decisions (Part 2)	
	4/4/2018	6-13	Exam 2	
12	4/9/2018	14	Production Planning and Management (Part 1)	
	4/11/2018		No Class	
13	4/16/2018	14	Production Planning and Management (Part 2)	
	4/18/2018	15	Supply Chain Management for Agribusiness	
14	4/23/2018	16	Managing Organizational Structure	
	4/25/2018	17	Managing Human Resources in Agribusiness	
15	4/30/2018	18	Equal Opportunity and the Law	
	5/2/2018		Course Review	
16	5/9/2018	1-18	Final Exam 12p.m. to 2p.m.	