

117. Agricultural**Labor-Management Relations (3)**

Prerequisite: AG EC 1. Economic analysis of the farm labor market; labor productivity, agricultural mechanization and farm employment; farm labor laws and government regulations; agricultural labor relations, unionization, and collective bargaining; farm personnel administration practices and supervisory management principles.

Agribusiness Management (AG EC)**28. Introductory Agricultural Law (3)**

Fundamentals of agricultural business law including historical sources and development; legislative laws; administrative regulations, judicial decisions affecting agriculture; express and implied contracts with remedies for their breach in agricultural situations; real and personal property law plus secured transactions in agriculture.

120. Agribusiness Management (3)

Prerequisite: AG EC 1. Organizational forms and management functions of agribusiness firms; human resource management systems; management science principles for optimizing plant location, equipment replacement, inventory control, and sales volume; operations research techniques, including probability-based network and decision models, for solving agribusiness problems.

122. Agricultural**Cooperative Management (3)**

Prerequisite: AG EC 120. Philosophical, historical, and legislative evolution of U.S. agricultural cooperatives; uniqueness of cooperative organization, planning, direction and control functions vis-a-vis standard corporations; legal, financial, and tax considerations in managing input-supply and marketing cooperatives; case studies and field trips to cooperatives.

124. Food and Fiber**Industry Management (3)**

Prerequisite: AG EC 1. Production management of farm input manufactures, agricultural commodity processing, food/fiber product distribution; functional approach to transformation/value-added operations including planning, organizing, directing, coordinating, controlling; case applications to materials handling, product development, food packaging, quality control, transportation logistics, inventory management.

128. Advanced Agricultural Law (3)

Prerequisite: AG EC 28 or BA 18. Case applications of agricultural business law; torts covering trespass, negligence, liability for farm livestock and chemicals; surface and mineral property rights; water law; farm labor law; agribusiness firm incorporation; agricultural cooperative regulation; state and federal marketing orders; farm estate taxation.

Financial Planning (AG EC)**31. Farm Accounting (3)**

Basic concepts and principles of financial accounting systems applied to farm operations; mechanics of recording single and double entry transactions under cash and accrual accounting methods; preparation and analysis of enterprise records and financial statements to generate management information.

32. Agribusiness**Managerial Accounting (3)**

Prerequisite: AG EC 31 or ACCT 4A. Application and analysis of accounting information for farm and agribusiness management; integration of economic, and financial principles in preparing business plans; equipment cost control and crop enterprise accounting methods; capital investment and profit performance; introduction to computerized farm accounting systems.

130. Agricultural Finance (3)

Prerequisites: AG EC 1 and AG EC 31 or ACCT 4A. Analysis of farm financial statements; legal instruments of financial transactions; institutional sources of farm credit; time value of money and capital budgeting for agricultural investment; cost of debt and equity capital; risk management strategies; insurance, tax, and farm estate planning.

131. Agricultural Capital Markets (3)

Prerequisites: AG EC 2, 130. Public and private financial intermediaries as sources of agricultural capital; the Cooperative Farm Credit System; credit management policies and practices; government policy, the regulatory environment, and competitive financial markets; legal requirements of financial instruments; external equity capital; and lease financing. (Formerly AG EC 185T)

136. Farm and Ranch Appraisal (3)

Prerequisites: AG EC 1; AG EC 110 or 110N (recommended). Principles of agricultural appraisal; physical and economic

factors affecting land values; estimation of real estate value using income, cost, and market data approaches; case studies and field problems involving the valuation of local farm and ranch properties.

Agricultural Development (AG EC)**140. Agriculture and International Development (3)**

Comparative agricultural development in low-, middle-, high-income countries; structural, institutional, technological, investment, trade strategies for modernizing food production/processing/distribution into technically sustainable, culturally compatible, economically viable farming systems; multidisciplinary policy/programs addressing poverty, malnutrition, overpopulation, underemployment, environmental degradation.

Public Policy (AG EC)**150. Agricultural and Food Policy (3)**

Prerequisite: AG EC 1. Analysis of public policies affecting the economics of U.S. and California agriculture; government programs influencing agricultural production, commodity distribution, market prices, farm income; environmental and natural resource issues; nutrition, food safety and biotechnology concerns; food industry regulation; international agricultural trade.

153. Agricultural Trade (3)

Prerequisite: AG EC 150. Comparative advantage, trade models, protectionist barriers and balance of payments; world agricultural trade patterns and international commodity agreements; domestic farm programs and foreign trade policies; surplus food aid and concessionary sales overseas; trade liberalization versus preferences issue and economic development.

155. Environmental and Natural Resource Economics (3)

Prerequisite: AG EC 1 or ECON 40. Economic analysis of public policies governing land use, water management, energy generation, mineral exploitation and forest administration; review of population pressures and resource conservation; examination of externalities, property rights issues, resource use planning, agricultural zoning, environmental regulations, and reclamation law.