

# Agricultural Business

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techniques, and computer applications for developing farm management plans. (Formerly AGEC 110)

## AGBS 110N. Introductory

### Farm Management (3)

Prerequisites: AGBS 1, 31, and 76. Survey course for non-agricultural business majors. Introduction to applied economics and farm business management topics: farm accounting, financial statement analysis, management principles, computer assisted decision aids, animal and crop enterprise budgeting, farm business planning, tax management, investment analysis, agricultural finance. (2 lecture, 3 lab hours) (Formerly AGEC 110N)

## AGBS 117. Agricultural Labor-Management Relations (3)

Prerequisite: AGBS 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. (Formerly AGEC 117)

## Agribusiness Management (AGBS)

### AGBS 28. Introductory

#### Agricultural Law (3)

Fundamentals of agricultural law including historical sources; legislative laws and business ethics; 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. (Formerly AGEC 28)

### AGBS 120. Agribusiness Management (3)

Prerequisite: AGBS 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. (Formerly AGEC 120)

### AGBS 122. Agricultural Cooperative Management (3)

Prerequisite: AGBS 120. Philosophical, historical, and legislative evolution of U.S. agricultural cooperatives; uniqueness of cooperative organization, planning, direc-

tion 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. (Formerly AGEC 122)

### AGBS 124. Food and Fiber Industry Management (3)

Prerequisite: AGBS 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. (Formerly AGEC 124)

## Financial Planning (AGBS)

### AGBS 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. (Formerly AGEC 31)

### AGBS 32. Agribusiness Managerial Accounting (3)

Prerequisite: AGBS 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. (2 lecture, 1 arranged) (Formerly AGEC 32)

### AGBS 130. Agricultural Finance (3)

Prerequisites: AGBS 2, 31, 76; 100 or instructor's permission. AGBS 32 recommended. 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. (Formerly AGEC 130)

## AGBS 131. Agricultural Capital Markets (3)

Prerequisites: AGBS 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 AGEC 131)

### AGBS 136. Farm and Ranch Appraisal (3)

Prerequisites: AGBS 1. AGBS 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. (Formerly AGEC 136)

## Agricultural Development (AGBS)

### AGBS 140. International Agricultural Economics (3)

Prerequisites: AGBS 1; AGBS 2 or ECON 50. U.S. agricultural sector in the global economy; trade theory versus government protectionism; domestic farm programs impacts on commodity exports/imports; international agreements, multi-lateral institutions, foreign currency exchange rates, overseas investment; regulatory, fiscal, and monetary policies affecting agribusiness competitiveness in world markets. (Formerly AGEC 140)

## Public Policy (AGBS)

### AGBS 150. Agricultural and Food Policy (3)

Prerequisite: AGBS 1; AGBS 2 or ECON 50. 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. (Formerly AGEC 150)

### AGBS 151. Natural Resource Economics (3)

Prerequisite: AGBS 1. Economics of allocating and regulating resource use; land, water, air, forest, mineral, wildlife, and pollution issues; values conflict over resource preservation versus utilization balance; urbanization, farming, and environmental quality; collective action and public policy solutions