

112. Farm Management (3) (Former Ag 112)

Prerequisite: Ag Ec 31 or equivalent. Basic economic principles relating to farm management; organizing the farm, managing crop and livestock enterprises; farm business administration. (2 lecture, 3 lab hours)

151. Farm Accounting (3) (Former Ag 151)

Prerequisite: Ag Ec 31 or equivalent. Farm accounting systems, farm records, budgets, income tax returns. (2 lecture, 3 lab hours)

160. Marketing Institutions (2)

Business and economic functions performed by various specialized marketing agencies with emphasis on physical operating patterns. Local field trips to marketing firms and workshops with agribusiness managers. (1 lecture, 2 lab hours)

165. Agricultural Labor Management (3)

Prerequisite: Ag Ec 31 or equivalent. Farm labor laws, procedures and practices in managing farm labor; collective bargaining activities; labor relations; solving labor-management disputes.

167. Agribusiness Management (3)

Prerequisite: Ag Ec 31 or equivalent. Management of businesses related to agriculture, including, for example, farmer cooperatives, feed-seed-fertilizer suppliers, food processors, equipment dealers, and marketing firms; application of management principles and problem solving in agribusiness firms.

170. Agricultural Economics Analysis (3) (Former Bus Ad 170)

Prerequisite: Econ 1A-B. Development of analytical tools for use in solving agricultural economic problems; research methods in agricultural business.

171. Natural Resources Economics (3) (Former Bus Ad 171)

Prerequisite: Econ 1A-B. Problems of our natural resources—land, water, minerals; policies and programs relating to natural resource development; population influences.

172. Marketing of Agricultural Products (3) (Former Bus Ad 172)

Prerequisite: Ag Ec 31 or equivalent; concurrent enrollment in Ag Ec 160 recommended for students desiring marketing field trips. Basic marketing functions, policies, and problems involved in handling agricultural products; economic concepts, business decisions, and practical applications.

173. Agricultural Business Internship (3)

Experience in a business related to agriculture or in a farm operation. Assignment to a training program under the supervision of the instructor and a representative from an outside firm during the academic year or summer.

174. Advanced Farm Management (3)

Prerequisite: Ag Ec 112 or equivalent. Economic principles and modern decision-making techniques applied to farm management.

175. Agricultural Sales and Communications (3) (Former Ag Ec 185T section)

Selling agricultural products, public relations in agriculture, agricultural journalism, promotion and advertising of agricultural products; written and oral presentations.

177. Agricultural Finance (3) (Former Bus Ad 177)

Prerequisite: Ag Ec 31 or equivalent. Analysis of agricultural credit problems; acquisition and management of capital; financing the farm business enterprise; farm appraisal.

179. Agricultural Policy (3) (Former Bus Ad 179)

Prerequisite: Econ 1A-B. Governmental policies and programs affecting the economic position of agriculture; evaluation of specific programs which influence agricultural production, marketing, prices, income, and financial aids.