

### Agricultural Business Minor

This minor field of study is principally designed for agricultural science and business majors. Those students majoring in animal, plant, and food sciences as well as agricultural education may seek to complement their technical knowledge with competencies in agricultural business for professional advancement. Students majoring in one of the business degree options may anticipate staying in the San Joaquin Valley where they will most likely become involved with and require an understanding of the agricultural sector as employees, clients, or customers of agribusiness firms. The minor also provides a foundation for graduate study in agricultural business or agricultural economics.

You should consult with your faculty adviser in the Agricultural Business Department to plan your program. The adviser and the department chair must approve the minor program of study before it can be filed with the Office of Evaluations, and recorded on your transcript.

The minor consists of 24 units, of which equivalent courses are acceptable for a maximum of 12 units.

#### Units

#### Core Requirements

Intro Microeconomics: AGBS 1 .....	3
Financial Accounting: AGBS 31 .....	3
Intermediate Microeconomics: AGBS 100.....	3
Production Operations: AGBS 110N/110 or AGBS 124.....	3
Organizational Behavior: AGBS 120....	3
Financial Principles: AGBS 130.....	3
Government Policy: AGBS 150 .....	3
Agricultural Marketing: AGBS 160 .....	3
<b>Total units.....</b>	<b>24</b>

**Note:** The Agricultural Business Minor also requires a 2.0 GPA and 6 upper-division units in residence.

#### Advising Notes

1. University policy states that courses fulfilling requirements for a minor may be counted toward General Education.
2. Students pursuing a minor are expected to have basic computer competencies (AGBS 76 recommended) and fundamental quantitative reasoning skills (AGBS 78 or DS 71 or MATH 75 recommended) before enrolling in the required upper-division courses.
3. The department waives AGBS 1, 31, 120, and 130 for students who have already

received credit for ECON 40, ACCT 4A, MGT 104 or 110, and FIN 120 respectively. Such course waivers correspondingly reduce the unit requirement for the minor from the maximum of 24 to a possible 12 — the minimum allowable under the Title 5 code. This adjustment accommodates the university policy that “courses in a major cannot be applied toward a minor unless designated as ‘additional requirements’ to the major.”

4. Concerning the course selections to satisfy the production operations core requirement, consult with the minor adviser about which choices match your career plans.
5. All courses in the minor must be taken for a letter grade; *CR/NC* grading is not acceptable.

#### Prerequisite Notice

1. **Agricultural business majors** *must* complete the lower-division business management base courses (AGBS 2, 28, 31, 32, 71, 76) and the lower-division additional requirements to the major in General Education Foundation Area B4 (DS 71 or MATH 75) and Breadth Area D3 (AGBS 1) before enrolling in upper-division AGBS courses.
2. **Non agricultural business majors** who select the Production Management Option (Animal Sciences Major), the Production Management Emphasis (Plant Science Major), or the Teacher Preparation Option (Agricultural Education Major) *must* complete AGBS 1, 31, and 76 before enrolling in any upper-division AGBS courses. Permission of instructor may be necessary to register for some upper-division AGBS courses because of the general prerequisite structure indicated in note 1 above for students majoring in agricultural business and the specific prerequisites listed in individual course descriptions.

#### COURSES

**Note:** Active immunization against tetanus (available through Student Health Services) is a prerequisite for registration in any laboratory course in agriculture and for any student employment on the University Farm.

**Note:** Cost to the student of extended field trips will vary each semester depending upon itinerary. The student should ask the course instructor.

### Economic Principles (AGBS)

#### AGBS 1. Introductory

##### Agricultural Economics (3)

Prerequisite: G.E. Foundation A2. Microeconomic principles of resource allocation, production, cost, and market price equilibrium with primary application to farms and agribusinesses. Supply and demand in commodity pricing under perfect and imperfect competition. Optimizing single variable input production function; total/marginal approaches to profit maximizing output. G.E. Breadth D3. (Formerly AGECE 1)

#### AGBS 2. Agricultural Sector Analysis (3)

Domestic and international forces affecting industry profitability of farm input suppliers, agricultural producers, commodity processors, food marketers; government fiscal, monetary, trade policies interaction with agricultural credit, price support, food subsidy programs; impact on agribusiness asset values, debt accumulation, income levels. (Formerly AGECE 2)

#### AGBS 5. Survey of Agricultural Economics and Agribusiness (3)

Not open to students with credit in any upper-division AGBS course. Orientation to agricultural sector, institutions, and historic farm problems. Basic economic concepts and business principles applied to management, marketing, finance, and trade. Consumer demand and producer supply functions. Competitive market price determination. Overview of resource, environmental, consumer, and farming issues and government policies. (Formerly AGECE 5)

#### AGBS 100. Intermediate

##### Agricultural Economics (3)

Prerequisites: AGBS 1; AGBS 78 or DS 71 or MATH 75. Microeconomic theory of agricultural production in factor-product, factor-factor, product-product decisions; production costs and economies of size; consumer choice theory; price and output determination under imperfectly competitive markets; marginal productivity theory and the derived demand for agribusiness inputs. (Formerly AGECE 100)

### Farm Management (AGBS)

#### AGBS 110. Farm Management (3)

Prerequisites: AGBS 31, 76, and 100. Production economics and management techniques for analysis of efficient farm resource use, planning and organization; analysis of budgeting and optimization