I. **TITLE:**

Seminar in Agricultural Business Systems

II. **CATALOG DESCRIPTION:**

A course designed to enhance student’s understanding of, and experiences in, agricultural business systems. Emphasis will be placed on strategies of managing a successful agribusiness operation and/or farmer-owned cooperatives. Prerequisites: AGR 130.

*To receive graduate credit for this course, a student must be admitted to graduate studies prior to registering for the course.*

III. **PURPOSE:**

To develop and enhance student’s knowledge and understanding of agricultural business systems and how they impact local production agriculturalists and the economy.

IV. **COURSE OBJECTIVES:**

A. To acquaint students with agricultural business systems.
B. To develop students’ understanding of modern agriculture business systems.
C. To enable students to visualize the importance of the agribusiness and what are the main consequences of agribusiness upon other local markets.
D. To utilize local experiences to develop new and innovative ideas, marketing techniques, and profitable paths in the agribusiness sector.
E. To establish contacts and relationships with agricultural business facilities for current and future gain.
F. To allow students to research and report on local agribusiness to become profitable in their market sector.

V. **CONTENT OUTLINE:**

A. Agribusiness in Perspective
B. Managing the agribusiness
C. The organization of an Agribusiness
D. Cooperative in Agribusiness
VI. **INSTRUCTIONAL ACTIVITIES:**

A. Seminars, Classroom guest speakers, field days and “hands-on” Activities.
B. Laboratory Experiences
C. Journal- Students will be expected to keep a professional journal of all class activities, including laboratory activities
D. Assignments- written/oral presentations

VII. **FIELD AND CLINICAL EXPERIENCES:**

All students are required to participate in a field experience in a local agricultural business system. Students will report their overall investigation of the experience and relay their understanding in written form, as well as, make an oral presentation.

VIII. **RESOURCES:**

A. Journals
B. Magazines
C. Library
D. Internet
E. Regional Agribusiness Operations

IX. **GRADING PROCEDURES:**

<table>
<thead>
<tr>
<th>Activity</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Attendance at Seminars</td>
<td>100</td>
</tr>
<tr>
<td>Journal of Activities</td>
<td>300</td>
</tr>
<tr>
<td>Class Presentation/ Written Report</td>
<td>150</td>
</tr>
<tr>
<td>Research Reports on 3 Farm Enterprises</td>
<td>300</td>
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</tbody>
</table>

Total: 850 Points

Letter grades will be assigned as follows:
A = 90%
B = 80%
C = 70%
D = 60%
E = 59% or below

Note: Graduate students will be expected to complete additional assignments. This includes a research report on agribusiness operations, including development of an overall business management plan, for an additional 150 points.
X. **ATTENDANCE POLICY:**

Please refer to the most current copy of the *Murray State University’s Undergraduate Bulletin and Graduate Bulletin.*

XI. **ACADEMIC HONESTY POLICY:**

Please refer to the most current copy of the *Murray State University’s Undergraduate Bulletin and Graduate Bulletin.*

NOTE: The School of Agriculture Faculty have adopted and implemented an Academic Honesty Policy in addition to the University Honesty Policy, which can be found in the current *Undergraduate Bulletin and Graduate Bulletin.* The policy sets guidelines regarding acts of dishonesty and the procedure to follow should an event occur. It is each Agriculture student’s responsibility to obtain and read a copy of this document. The School’s Academic Honesty Policy can be obtained by asking for a copy from any Agriculture Faculty member or the Secretary.

XII. **TEXT AND REFERENCES:**

*Agribusiness Management*, Downey/Trocke

XIII. **PREREQUISITES:**

AGR 130

XIV. **STATEMENT OF AFFIRMATIVE ACTION AND EQUAL OPPORTUNITY:**

Murray State University endorses the intent of all federal and state laws created to prohibit discrimination. Murray State University does not discriminate on the basis of race, color, national origin, gender, sexual orientation, religion, age, veteran status, or disability in employment, admissions, or the provision of services and provides, upon request, reasonable accommodation including auxiliary aids and services necessary to afford individuals with disabilities equal access to participate in all programs and activities. For more information, contact Sabrina Y. Dial, Director of Equal Opportunity, Murray State University, 103 Wells Hall, Murray, KY 42071-3318. Telephone: 270-809-3155 (voice), 270-809-3361 (TDD).

XV. **MSU SCHOOL OF AGRICULTURE CELL PHONE POLICY**
The School of Agriculture recognizes that in today’s world cell phones are a familiar and often necessary form of communication for students.

It shall be the policy of the School that no cell phone usage shall be allowed in class and/or labs without the prior consent of the course instructor. This shall include verbal calling, incoming calls, email, text messaging, and use of cell phone calculators on tests and quizzes.

Cell phones must be kept off and out of sight (i.e. secured to a person’s belt or kept in a bag or purse away from desks and lab counters).

Should a student’s cell phone be visible, ring, or other form of unauthorized usage that is interruptive to the class or lab, the student may be asked to leave class and not return for that class/lab period.

Upon prior consent of the instructor, a student may obtain permission to have their phone on in case of an emergency or in critical family situations.

This policy also includes pagers and other electronic equipment such as blackberries and/or computers/laptops.