I. **TITLE:**

Veterinary Products

II. **CATALOG DESCRIPTION:**

This course deals with old and new products currently available in the veterinary market. Course will include the ordering and purchasing of wholesale products, selling, inventory control, computer programming, marketing and pricing of products utilized in a veterinary medicine.

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

III. **PURPOSE:**

To allow students the opportunity to witness new and old products in the field of veterinary medicine. In addition, to teach the importance of purchasing materials and supplies to increase profit margins and cash flow.

IV. **COURSE OBJECTIVES:**

A. To allow students the opportunity to meet with representatives from various veterinary product companies.
B. To allow students to witness new technologies observed in the field of veterinary medicine.
C. To allow students the opportunity to use products first hand to see if the products truly work.
D. To visit veterinary facilities to see how products are purchased and inventoried.
E. Marketing of veterinary products.

V. **CONTENT OUTLINE:**

A. Computers/Software Programs
B. Pharmaceuticals
C. Miscellaneous Items
D. Dietary and Nutritional Products
E. Veterinary Distributors
VI. **INSTRUCTIONAL ACTIVITIES:**

A. Lectures  
B. Guest speakers  
C. Wet labs

VII. **FIELD AND CLINICAL EXPERIENCES:**

Wet labs will be available in certain areas where individuals will have the opportunity to personally experience a variety of the products.

VIII. **RESOURCES:**

A. Veterinary Product News  
B. Journal of Veterinary Medicine  
C. Veterinary Technicians  
D. Company Representatives

IX. **GRADING PROCEDURES:**

Grades will be based on classroom participation, attendance, and completion of outside class reading assignments and two examinations (mid-term and final).

Grading Scale:  
90 – 100 = A  
80 – 89 = B  
70 – 79 = C  
60 – 69 = D  
Below 60 = E

X. **ATTENDANCE POLICY:**

Please refer to the most current copy of the *Murray State University’s Undergraduate Bulletin and Graduate Bulletin.*
Mandatory – Attendance at all scheduled class times is essential. Because the class only meets once a week, absence from a three-hour session will count as three absences. Roll will be taken weekly and attendance will have a tremendous effect on the final grade. Absence can result in a decline in the grade received in the class.

XI. ACADEMIC HONESTY POLICY:

(Adopted by the MSU Board of Regents)
Cheating, plagiarism (submitting another person’s material as one’s own), or doing work for another person which will receive academic credit are all impermissible. This includes the use of unauthorized books, notebooks, or other sources in order to secure or give help during an examination, the unauthorized copying of examinations, assignments, reports, term papers, or the presentation on unacknowledged material as if it were the student’s own work. Disciplinary action may be taken beyond the academic discipline administered by the faculty member who teaches the course in which the cheating took place.

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:

Veterinary Product News

XIII. PREREQUISITES:

None

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.