

From: [Osborne, Jeanne](#)
To: [Smith, Randy](#)
Cc: [Violet, Cynthia A.](#); [Meadows, Kendyl](#); [Barker, David](#); [Reed, Katie](#); [Parkman, Anna](#); [Roe, Brian](#); [Heimberger, Paul](#); [Ward, Barry](#)
Subject: Information item for CAA: Update to the Agribusiness, Farm Management and Production Agriculture Minors to reflect recent course changes
Date: Monday, January 22, 2024 11:56:22 AM
Attachments: [Agribusiness Minor AU16 11.14.23 highlighted.pdf](#)
[image001.png](#)
[Agribusiness Minor \(eff AU19\) 11.14.23 - highlighted.pdf](#)
[Agribusiness Minor \(eff AU22\) 11.14.23 - highlighted.pdf](#)
[Farm Mgmt Minor \(eff AU22\) 11.14.23 highlighted.pdf](#)
[Production Ag Minor \(eff AU17\) 4.6.23 highlighted.pdf](#)

Dear Dr. Smith,

There have been several changes to courses included in curriculum in CFAES that necessitate an update to the curriculum. Specifically, AEDECON updated several courses from 2-3 credit hours, effective AU23. They were directed by the Registrar to give these courses a new course number and the courses they replace will eventually be deactivated. However, continuing students may have taken the previous versions of the courses, so both instances should be listed on the degree audits prior to an AU23 catalog year.

The courses in question are:

Current Course	New Course	Title
AEDECON 3113 (2)	3114 (3)	Commodity Futures and Options Markets
AEDECON 3121 (2)*	N/A (3)	Salesmanship in Agribusiness and Agriculture
AEDECON 3123 (2)	3124 (3)	Grain Merchandising
AEDECON 3141 (2)	3142 (3)	Agricultural Cooperatives
AEDECON 4104 (2)	4105 (3)	Agribusiness Finance Applications

**AEDECON 3121 Salesmanship in Agribusiness and Agriculture was updated from 2 → 3 hours but did not receive a new course number.*

The programs and catalog years impacted by this change are:

- Agribusiness Minor (eff AU16, AU19, and AU22)
- Farm Management Minor (eff AU22)
- Production Agriculture (eff AU17)

I have attached versions highlighting the updates.

These updates have been shared with the College of Food, Agricultural, and Environmental Sciences Committee on Academic Affairs. We would appreciate your sharing this with the Council on Academic Affairs – if you believe this will require a vote for approval (rather than shared as an information item), please let me know and I will prepare a formal proposal for revision.

Please let me know if you need additional information or clarification.

Thank you,

Jeanne



Jeanne M. Osborne | *Pronouns: She, Her, Hers*

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'Unexpected kindness is the most powerful, least costly, and most underrated agent of human change' (Bob Kerrey)

Purpose: Students will understand: (1) the business concepts important for effective agribusiness decision-making, and (2) the role of economic constraints in the efficient operation of an agribusiness firm. Emphasis is placed on applying concepts and skills to the food system. Firms included in the food system are chemical companies, bio-engineering firms, farms, agricultural cooperatives, international commodity trading firms, and international food distribution and retailing companies.

Requirements & Responsibilities: Students are responsible for planning their program to achieve **12 hours**. **No more than 2 courses outside of AED Econ can be counted toward the minor.** NO waiver will be granted for the maximum number of non-AED Econ courses. AED Econ 200 (2001) or Econ 200 (2001) is a prerequisite. At least six (6) credits must be at the 3000 level or above.

Required Courses:

			Credit Hours
AEDECON	3101	Principles of Agribusiness Management	3
AEDECON	3102	Principles of Agribusiness Marketing	3
AEDECON	2105 OR	Managerial Records and Analysis	3
ACCT & MIS	2200	Introduction to Accounting	

Select 3 additional hours from the following courses, keeping in mind that no more than 2 courses can be non-AED Econ (this includes Accounting) and the minimum number of credit hours needed is 12:

AEDECON	3103	Principles of Agribusiness Finance	3
AEDECON	3104	Farm Business Management	3
AEDECON	3113 or 3114*	Commodity Futures and Options Markets	2-3
AEDECON	3121	Salesmanship in Agribusiness and Agriculture	2-3
AEDECON	3122	Econ. of the Livestock/Meat Industry	2
AEDECON	3123 or 3124*	Grain Merchandising	2-3
AEDECON	3128	Marketing Fruits & Vegetables	2
AEDECON	3141 or 3142	Agricultural Cooperatives	2-3
AEDECON	3160	Human Resources Mgmt. in Small Businesses	2
AEDECON	3170 OR	Agribusiness Law	3
BUS-FIN	3500	Legal Environment of Business	1.5
AEDECON	4103	Advanced Agribusiness Finance	2
AEDECON	4310	Environmental & Natural Resource Econ.	3
AEDECON	4320	Energy, the Environment, and the Economy	3
AEDECON/INTSTDS	4532	Food Security and Globalization	3
AEDECON/INTSTDS	4534	Comparative Challenges to Econ. Dev.: Sub-Saharan Africa, L. America and China	3
AEDECON/INTSTDS	4535	International Economic Development	3
AEDECON/INTSTDS	4537	Middle Eastern Econ. Dev.	3
AEDECON	4540	Intl. Commerce and the World Economy	3
ECON	2002	Principles of Macroeconomics	3

*AEDECON 3113/**3114** is a prerequisite for 3123/**3124**.

Restrictions and General Information

1. This minor is not available to students majoring in Agribusiness & Applied Economics.
2. A minor should be declared by the time a student accumulates 60 hours.
3. A minimum 2.00 cumulative point-hour ratio is required in the minor course work; and a minimum grade of a C- is required for each course used to complete the minor.
4. A student is permitted to overlap up to 6 credit hours between the GE and the minor.
5. The minor must contain a minimum of 12 credit hours distinct from the major and/or additional minors (i.e. if a minor requires more than 12 credit hours, a student is permitted to overlap those hours beyond 12 with the major or with another minor).
6. The minor must include at least 6 hours of upper-level or upper-division course work (3000 or above).
7. Course work graded Pass/Non-Pass cannot count in the minor, and no more than 3 credit hours of course work graded Satisfactory/Unsatisfactory may count toward the minor.
8. No more than 3 credit hours of xx93 may count toward the minor.
9. A student is permitted to count up to 6 total hours of transfer credit and/or credit by examination.

Purpose: Students will understand: (1) the business concepts important for effective agribusiness decision-making and management, and (2) the role of economic constraints in the efficient operation of an agribusiness firm. Emphasis is placed on applying concepts and skills to the food system. Firms in the food system may include agro-chemical companies, bio-engineering firms, farms, agricultural cooperatives, international commodity trading firms, and international food distribution and retailing companies.

Requirements & Responsibilities: Students are responsible for planning their minor program to achieve **13-14 hours**. AED Econ 2001 or Econ 2001 is a prerequisite. At least six (6) credits must be at the 3000 level or above.

Required Courses:			Credit Hours
AEDECON	3101	Principles of Agribusiness Management	3
AEDECON	3102	Principles of Agribusiness Marketing	3
AEDECON	2105 OR	Managerial Records and Analysis	3
ACCT & MIS	2200	Introduction to Accounting	
AEDECON	4340	Project Management for Sustainability and Applied Economics	2

Elective: At least one course from the following list:

AEDECON	2400	Diversity in the Workplace: Challenges and Opportunities	3
AEDECON	3103*	Principles of Agribusiness Finance	3
AEDECON	3104	Farm Business Management	3
AEDECON	3113 or 3114	Commodity Futures and Options Markets	2-3
AEDECON	3121	Salesmanship in Agribusiness and Agriculture	3
AEDECON	3123 or 3124**	Grain Merchandising	2-3
AEDECON	3141 or 3142	Agricultural Cooperatives	2-3
AEDECON	3160	Human Resources Mgmt. in Small Businesses	3
AEDECON	3170	Agribusiness Law	3
AEDECON	4100	Self-employment and Entrepreneurship	3
AEDECON	4310	Environmental & Natural Resource Econ.	3
AEDECON	4320	Energy, the Environment, and the Economy	3
AEDECON/INTSTDS	2580	Feast or Famine: The Global Business of Food	3
AEDECON/INTSTDS	4532	Food Security and Globalization	3
AEDECON/INTSTDS	4534	Comparative Challenges to Econ. Dev.: Sub-Saharan Africa, L. America and China	3
AEDECON/INTSTDS	4535	International Economic Development	3
AEDECON/INTSTDS	4537	Middle Eastern Econ. Dev.	3
AEDECON	4540	Intl. Commerce and the World Economy	3
ECON	2002	Principles of Macroeconomics	3

*Prerequisites include AEDE 2005 and either MATH 1130 or MATH 1148

**AEDECON 3113/3114 is a co-requisite or prerequisite for 3123/3124.

Restrictions and General Information

1. This minor is not available to students majoring in Agribusiness & Applied Economics.
2. A minor should be declared by the time a student accumulates 60 hours.
3. A minimum 2.00 cumulative point-hour ratio is required in the minor course work; and a minimum grade of a C- is required for each course used to complete the minor.
4. A student is permitted to overlap up to 6 credit hours between the GE and the minor.
5. The minor must contain a minimum of 12 credit hours distinct from the major and/or additional minors (i.e. if a minor requires more than 12 credit hours, a student is permitted to overlap those hours beyond 12 with the major or with another minor).
6. The minor must include at least 6 hours of upper-level or upper-division course work (3000 or above).
7. Course work graded Pass/Non-Pass cannot count in the minor, and no more than 3 credit hours of course work graded Satisfactory/Unsatisfactory may count toward the minor.
8. No more than 3 credit hours of xx93 may count toward the minor.
9. A student is permitted to count up to 6 total hours of transfer credit and/or credit by examination.

PURPOSE: Students will understand: (1) the business concepts important for effective agribusiness decision-making and management, and (2) the role of economic constraints in the efficient operation of an agribusiness firm. Emphasis is placed on applying concepts and skills to the food system. Firms in the food system may include agro-chemical companies, bio-engineering firms, farms, agricultural cooperatives, international commodity trading firms, and international food distribution and retailing companies.

REQUIREMENTS AND RESPONSIBILITIES: Students are responsible for planning their minor program to achieve **14-15 hours**. AEDECON 2001 or ECON 2001 is a prerequisite. At least six (6) credits must be at the 3000 level or above.

Required Courses:			Credit Hours
AEDECON	3101	Principles of Agribusiness Management	3
AEDECON	3102	Principles of Agribusiness Marketing	3
AEDECON	2105	Managerial Records and Analysis	3
or ACCTMIS	2200	Introduction to Accounting	
AEDECON	4340	Project Management for Sustainability and Applied Economics	3

Elective: At least one course from the following list:

AEDECON	2400	Diversity in the Workplace: Challenges and Opportunities	3
AEDECON	2580	Feast or Famine: The Global Business of Food	3
AEDECON	3103*	Principles of Agribusiness Finance	3
AEDECON	3104	Farm Business Management	3
AEDECON	3105	Principles of Food and Supply Chains	3
AEDECON	3113 or 3114	Commodity Futures and Options Markets	2-3
AEDECON	3121	Salesmanship in Agribusiness	3
AEDECON	3123 or 3124**	Grain Merchandising	2-3
AEDECON	3141 or 3142	Agricultural Cooperatives	2-3
AEDECON	3160	Human Resources Management in Small Business	3
AEDECON	3170	Agribusiness Law	3
AEDECON	4100	Self-employment and Entrepreneurship	3
AEDECON	4310	Environmental & Natural Resource Economics	3
AEDECON	4320	Energy, the Environment, and the Economy	3
AEDECON	4532	Food Security and Globalization	3
AEDECON/INTSTDS	4335	International Economic Development	3
AEDECON/INTSTDS	4537	Middle Eastern Economic Development	3
AEDECON/INTSTDS	4540	International Commerce and the World Economy	3
ECON	2002.01	Principles of Macroeconomics	3

* Prerequisites include AEDECON 2005 and either MATH 1130 or MATH 1148

** AEDECON 3113/**3114** is a prerequisite for 3123/**3124**

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1. This minor is not available to students majoring in Agribusiness & Applied Economics.
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3. A minimum 2.00 cumulative point-hour ratio is required in the minor course work; and a minimum grade of a C- is required for each course used to complete the minor.
4. A student is permitted to overlap up to 6 credit hours between the GE and the minor.
5. The minor must contain a minimum of 12 credit hours distinct from the major and/or additional minors (i.e. if a minor requires more than 12 credit hours, a student is permitted to overlap those hours beyond 12 with the major or with another minor).
6. The minor must include at least 6 hours of upper-level or upper-division course work (3000 or above).
7. Course work graded Pass/Non-Pass cannot count in the minor, and no more than 3 credit hours of course work graded Satisfactory/Unsatisfactory may count toward the minor.
8. No more than 3 credit hours of xx93 may count toward the minor.
9. A student is permitted to count up to 6 total hours of transfer credit and/or credit by examination.



Purpose: Students will understand business management concepts important for effective farm-level decision making and an opportunity to develop an array of skills needed to manage production, finance, marketing, and human resources.

Requirements and Responsibilities: Students are responsible for planning their minor program to achieve a **minimum of 12 hours**. AEDECON or ECON 2001 is a prerequisite. At least six (6) credits must be at the 3000 level or above.

Required Courses: 9 Hours

			Credit Hours
AEDECON	3101	Principles of Agribusiness Management	3
AEDECON	3104	Farm Business Management	3
AEDECON	2105	Managerial Records and Analysis	3
or	ACCTMIS 2200	Introduction to Accounting	

Select 3 Additional Hours From:

AEDECON	2400	Diversity in the Workplace	3
AEDECON	3102	Principles of Agribusiness Marketing	3
AEDECON	3103	Principles of Agribusiness Finance	3
AEDECON	3121	Salesmanship in Agribusiness and Agriculture	3
AEDECON	3123 or 3124	Grain Merchandising	2-3
AEDECON	3141 or 3142	Agricultural Cooperatives	2-3
AEDECON	3160	Human Resources Mgmt. in Small Businesses	3
AEDECON	3170	Agribusiness Law	3
or	BUSFIN 3500	Legal Environment of Business	1.5
AEDECON	4310	Environmental & Natural Resource Economics	3
AEDECON	4340	Project Mgmt. for Sustainability & Applied Economics	3
AEDECON	4540	International Commerce and the World Economy	3
AEDECON/ INTSTDS	4535	International Economic Development	3

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Name _____ Term Graduating _____

Email _____

Major _____

This minor is intended primarily for students whose career plans include farming and/or employment with large production units or front line companies and agencies providing goods and services to production agriculture. It provides the student with the opportunity to acquire skills and knowledge about production agriculture that complement those being acquired through majors such as Agribusiness and Applied Economics, Agricultural Systems Management, Animal Sciences, Sustainable Plant Systems, Agricultural Science and Extension Education who have an interest in production agriculture.

For this minor the student will select at least 15 credit hours of course work. These courses will be selected from at least two of the areas listed below excluding those from the department in which the student's major resides.

Course options			Credit Hours
Agricultural Technology (FABENG Dept)			
AGSYSMT	2240	Basic Metal Fabrication for Agriculture	3
AGSYSMT	2371	Land Surveying for Agricultural and Environmental Systems	2
AGSYSMT	3320	Facilities for Agricultural and Greenhouse Production	3
AGSYSMT	3360	Agricultural Machinery Management	3
AGSYSMT	3550	Animal and Rural Waste Management	2
AGSYSMT	4300	Engineering Applications in Agriculture	4
AGSYSMT	4575	Applied Agricultural Water Management	2
AGSYSMT	4580	Precision Agriculture	2
AGSYSMT	5600	Agricultural Safety and Health	3
Animal Sciences (Animal Science Dept)			
ANIMSCI	2200.01	Introductory Animal Sciences	3
ANIMSCI	3110	Introductory Meat Science	3
ANIMSCI	3130	Principles of Animal Nutrition	3
ANIMSCI	3140	Principles of Animal Systems Physiology	3
ANIMSCI	3150	Principles of Genetic Improvement	3
ANIMSCI	3170	Animal Health I	2
ANIMSCI	3270	Animal Health II	2
Management Sciences (AED Econ Dept)			
AEDECON	2105	Managerial Records and Analysis	3
AEDECON	3101	Principles of Agribusiness Management	3
AEDECON	3104	Farm Business Management	3
AEDECON	3113 or 3114	Commodity Futures and Options Markets	2-3
AEDECON	3123 or 3124	Grain Merchandising	2-3
AEDECON	3160	Human Resource Management in Small Businesses	3
AEDECON	3170	Agricultural Law	3
Plant and Related Sciences (HCS, ENR, Entomology and Plant Pathology Depts)			
ENR	3000	Soil Science	3
ENR	4260	Soil Resource Management	3
ENR	5263	Biology of Soil Ecosystems	3
ENTMLGY	4600	Introduction to Insect Science	1
ENTMLGY	4603	Agricultural Entomology	2
HCS	2200	The World of Plants	3
HCS	5411	Domestication and Utilization of Agronomic Crops	3
HCS	5412	Agroecology of Grasslands and Prairies	3
HCS	5422	Biology and Management of Weeds and Invasive Plants	3
Plant Path	3001	General Plant Pathology Lecture	3

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7. No more than 3 credit hours of xx93 may count toward the minor.
8. A student is permitted to count up to 6 total credit hours of transfer credit and/or credit by examination toward the minor.

Approval Signatures: _____ Date _____

Student _____

Minor Coordinator _____

Academic Advisor _____

College of FAES _____