***Lower Division***

**AGBS 271 Principles of Agricultural Law (5)**

A survey of legal issues and principles of practical concern that is applicable to transactions in agribusinesses. This foundation course introduces fundamentals of laws, regulations, and government practices affecting farming enterprises and related agriculture service and product industries, and addresses ethical principles associated with agricultural activities. Topics include government relationships; compliance requirements; contracts; tort liability; property law; employment law; and legal issues pertaining to agricultural cooperatives, soil, water, animals, and crops. Cross listed with BA 270.

***Upper Division***

**AGBS 350 Agricultural Management (5)**

Core management concepts and theories applied to agribusiness. Topics include individual dynamics (motivation, values); planning (demand, forecasts, budgets); organizing (strategy, structure, change); leadership (power, influence, negotiation, human resources); and control (product/inventory, financial management). Cross listed with MGMT 350.

**AGBS 351 Agricultural Marketing (5)**

Core marketing concepts applied to agriculture and the food system. Considers the conceptual foundations of effective marketing and industry practices by growers, processors and packagers, and intermediaries such as wholesalers, distributors, brokers, agents, and retailers. Imparts a forward-looking global perspective by incorporating research findings, technology trends, and international marketing strategies. Incorporates business cases, simulated decision scenarios, guest speakers, and field projects involving local enterprises. Ethical issues are considered and marketing strategies analyzed in the context of customer objectives and stakeholder concerns. Cross listed with MKTG 351.

**AGBS 370 Agribusiness Accounting (5)**

This course addresses accounting issues unique to agribusiness. Topics to be covered include: review of basic accounting concepts from the perspective of agribusiness, income taxes, management reports and data sources in agriculture, budgeting, financing, and ratio analysis. Students will learn the differences between cash accounting, accrual accounting, and crop/field accounting. They will also learn what method is most useful for different objectives such as field/crop management, overall farm management, overall farm reporting, tax reporting, reports for lenders, and reports for owners/shareholders. Cross listed with ACCT 370. Prerequisite: ACCT 221.

**AGBS 371 Economics of Agriculture and Natural Resources (5)**

Economic policy analysis of agriculture and natural resources with emphasis on California agriculture. Topics include the structure and organization of U.S.’s agriculture and food system, specifically the operation, financing, linkages, and functions of its components; the economic aspects of a wide range of environmental issues including air and water pollution, optimal forest and fisheries management; recycling; cost-benefit policy analysis case studies; and international issues. Cross listed with ECON 371. Prerequisite: ECON 201.

**AGBS 372 Agricultural Trade Policy (5)**

An introduction to practical considerations of agricultural trade and trade policy analysis. Emphasis is placed on concepts of agricultural trade, analysis of trade policies of major trading partners and the export/import marketing of agricultural products. Also the interdependencies between the world’s food, populations and equitability/poverty problems and possible solutions are explored. Cross listed with ECON 372. Prerequisite: ECON 201.

**AGBS 373 Agricultural Finance (5)**

The objective of this course is to provide students with the tools necessary to evaluate and manage risk in the agricultural industry. This course provides an introduction to the economic theory, organization, and operating principles of agricultural commodity futures markets in the U.S. Emphasis is placed on speculating, hedging, and investing in agricultural commodity futures contracts from the standpoint of the agribusiness entrepreneur. Capital theory is also visited. Cross listed as ECON 373. Prerequisites: ECON 201, MATH 140, ECON 220 or equivalent; or permission of instructor.

**AGBS 496 Internship in Agribusiness (1-5)**

Internships may be arranged by the department with various agencies or businesses. Prerequisite: Permission of program coordinator who will determine credits and application of credit. May be repeated. Offered on a credit, no-credit basis only.