

Lower Division

AGBS 2510 Principles of Agricultural Law (3)

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.

Upper Division

AGBS 3500 Agricultural Management (3)

This course will apply core management concepts and theories to agribusiness. The course content will center on aspects related to agribusiness planning, organizing, controlling, and directing. Topics will include (but are not limited to): raw material acquisition and planning, financial and operational forecasting, management control, and product marketing/sales/distribution. Cross listed with MGMT 3500.

AGBS 3510 Agricultural Marketing Planning and Practice (3)

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 3510.

AGBS 3520 Economics of Agriculture and Natural Resources (3)

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. Prerequisite: ECON 2018. Cross listed with ECON 3520.

AGBS 3530 Agricultural Trade Policy (3)

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 3530. Prerequisite: ECON 2018.

AGBS 3540 Agricultural Finance (3)

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 with ECON 3540. Prerequisites: ECON 2018, MATH 2200, ECON 2200 or equivalent; or permission of instructor.

AGBS 3570 Agribusiness Accounting (3) (cross listed with Accounting as ACCT 3170)

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. Prerequisite: ACCT 2210 or 221. AGBS 3570 and ACCT 3170 are cross listed courses.

AGBS 4770 Selected Topics in ERM (1-3)

In-depth studies of selected topic or topics not covered in regular courses are offered on a student demand basis. Topics vary each quarter; prerequisites announced for each topic. Conducted on seminar basis.

AGBS 4860 Agribusiness Internship (1-3)

Internships may be arranged by the department with various agencies, businesses, or industries. Assignments, coordination of work projects with readings and conferences, and grading are the responsibility of the faculty liaison (or course instructor) working with the field supervisor. Graded on a credit, no-credit basis. Department will determine credits and application of credit.

AGBS 4890 Experiential Prior Learning (1-12)

Evaluation and assessment of learning, which has occurred as a result of prior off-campus experience relevant to the curriculum of the department. Requires complementary academic study and/or documentation. Available by petition only, on a credit, no-credit basis. Not open to postgraduate students. Interested students should contact the department office.