



South Central College

AGBS 2150 Agribusiness Financial Management

Common Course Outline

Course Information

Description	This course covers major aspects of agribusiness from financial management through financial problem solving, analysis, and planning. Students will apply economic and financial concepts by creating balance sheets, income statements, cash flows, inventory controls, and budgets. Students will have the opportunity to apply what they have learned in a computerized farm supply business simulation. Students will also develop management skills needed to be an effective agribusiness manager. (Prerequisites: AGECE 1100)
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Total Credits	4
Total Hours	80

Types of Instruction

Instruction Type	Credits/Hours
Lecture	3/48
Lab	1/32

Pre/Corequisites

AGECE 1100

Institutional Core Competencies

Critical and Creative Thinking - Students will be able to demonstrate purposeful thinking with the goal of using a creative process for developing and building upon ideas and/or the goal of using a critical process for the analyzing and evaluating of ideas.

Course Outcomes

- 1. Identify management's role in Agribusiness.**
Learning Objectives
Describe the relationship of the four key functions of management.
Explain the business decision making process.
- 2. Apply concepts of Economics for Agribusiness managers.**
Learning Objectives

Explain the differences between accounting and economic profit.
Examine how agribusiness managers use price, income, and elasticity of demand.
Outline factors influencing product demand.
Discover the role marketing plays in agribusiness management.

3. Develop a working knowledge of how financial statements aid the agribusiness manager's decision making process.

Learning Objectives

Utilize financial statement terminology as it is used by an agribusiness manager.
Describe the importance of a financial information system in agribusiness.
Understand how the balance sheet and income statement are related.
Demonstrate the DuPont financial model.

4. Discuss the marketing mix.

Learning Objectives

Explore how agribusinesses create value for their customers.
Identify key features of agribusiness pricing strategies.
Understand product adoption and product life cycles in agribusiness markets.
Complete a sales forecast used in an agribusiness firm.

5. Demonstrate effective ways agribusinesses utilize financing.

Learning Objectives

Discuss rationale for capital budgeting process.
Apply steps of developing budgets.
Discuss reasons and options of agribusiness funding and types of capital.

6. Utilize tools for evaluating operating decisions.

Learning Objectives

Understand how the decision making process may be used to solve management problems.
Explain variable and fixed costs and their relationship with business volume and profit.
Calculate breakeven point for a firm.
Identify inventory management considerations.
Apply volume-cost analysis techniques to decision making.

7. Identify critical task of business organization.

Learning Objectives

Summarize the advantages and disadvantages of the forms of business organization.
Identify important factors involved in selecting the best organizational form for an agribusiness.
Relate the scope and scale of cooperative involvement in the food and agribusiness sector.

8. Articulate the unique characteristics of the food and agribusiness industry.

Learning Objectives

Investigate the importance of an agribusiness firm's mission and values, purpose, business goals.
Provide an overview of the food sector, production agriculture sector and the input supply sector.
Describe the types of firms involved in producing and distributing inputs to production agriculture.

9. Utilize agribusiness firm financial statements.

Learning Objectives

Create a balance sheet and describe how an agribusiness manager uses it.
Create and describe an income statement and how an agribusiness manager uses it.
Illustrate how an agribusiness manager utilizes the statement of owner's equity and the statement of cash flows.

10. Demonstrate the development and use of pro forma financial statements to make decisions.

Learning Objectives

Complete proforma budgets.
Evaluate proforma financial statements.

11. Demonstrate the use of sweet 16 ratios in agribusiness analysis.

Learning Objectives

Calculate sweet 16 business ratios.

Utilize sweet 16 ratios in decision making and health of the firm.

12. Examine tools for evaluating investment decisions.**Learning Objectives**

Apply basic tools for analyzing capital investment decisions in agribusiness.

Describe the role of capital investment decision in an agribusiness.

SCC Accessibility Statement

Disability Services provides accommodations and other supports to students with permanent and temporary disabilities that affect their SCC experience. Disabilities may include mental health (anxiety, depression, PTSD), ADHD, learning disabilities, chronic health conditions (migraine, fibromyalgia), sensory disabilities, and temporary disabilities (broken arm, surgery). Common accommodations are extended test time, private room for testing, audiobooks, and sign language interpreter.

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