

Instructor: James Pritchett  
 Office: B-327 Clark Bldg  
 Phone: 491-5496 (office)  
 E-mail: James.Pritchett@ColoState.edu

Classroom: B4 Engineering  
 Lab Class: 218 Shepardson  
 E103 Engineering (occasional)

Office Hours: 3 pm. – 4 p.m.      MW  
                   1 p.m. – 3 p.m.      Thursday  
                   Open Door and Appointment!

Textbooks: Farm Management  
 Ronald Kay, William Edwards, and Patricia Duffy  
 McGraw Hill, 5th Edition, 2004.

Description: Utilization of records in business management; analytical methods, budgets, and planning techniques for improved decision making.

Prerequisites: EA/EC 202 (Principles of Microeconomics).

Grading Policy: Course grades will be based on examinations, quizzes, and problem sets. One one-hour exam and one comprehensive two-hour final exam will be given. The components will be weighted as follows:

Lab Sets	200	points	(10-13 @ 10-30 pts. each)
Quizzes	100	points	(Best 3 of 4 @ 33 pts. each)
Mid-term Exam	100	points	
Final Exam	<u>100</u>	points	
Total	<u>500</u>	points	

Exams will be announced at least two weeks prior to being held. Some quizzes will be announced while others may not be. Failure to attend exams or quizzes without prior permission of an instructor will result in a score of zero. Problem sets will be considered late at the end of the class period prescribed due and will not be graded if not received before the solutions are posted.

Final grades will be assigned based on total point accumulations as follows:  
 A = 90-100%; B = 80-89%; C = 70-79%; D = 60-69%; F = <60%.  
 Requirements for each grade category may be adjusted downward but will not be raised. Pluses and minuses will be awarded within each category at the instructors' discretion.

## Course Outline

### I. Introduction

- A. Farm Management in the Twenty-First Century (Ch 1)
- B. Management and Decision Making (Ch 2)
- C. Acquiring and Organizing Management Information (Ch 3)

### II. Coordinated Financial Statements

- A. The Balance Sheet and Its Analysis (Ch 5)
- B. The Income Statement and Its Analysis (Ch 6)
- C. Depreciation (Ch 4)
- D. Operationalizing a Records System (Ch 3)
- E. Farm Business Analysis (Ch 18)

**Exam I, Wednesday, March 1st** (tentative)

### III. Farm Planning

- A. Cash Flow Budgeting (Ch 13)
- B. Partial Budgeting (Ch 7,8 & 11)
- C. Enterprise Budgeting (Ch 9 & 10)
- D. Whole Farm Planning (Ch 12)

### IV. Advanced Management Topics

- A. Forms of Farm Business Organization (Ch 14)
- B. Managing Income Taxes (Ch 16)
- C. Investment Analysis (Ch 17)
- D. Managing Risk and Uncertainty (Ch 15)

**Final Exam: Tuesday, May 9<sup>th</sup> from 9 am to 11 am.**

I have an "open door" policy for visitors in our offices. You are always welcome to drop by if you have an issue that you wish to discuss, and feel free to make an appointment to be sure I am there.

Welcome to this course! Good luck!