

Do you want to learn how to manage a farm, ranch or agribusiness?

Would you like a career in the agricultural or food sector?

Are you interested in business and agriculture?

IF YES!

MAJOR IN AGRICULTURAL BUSINESS

The Agricultural Business major teaches problem solving skills in economic and business decisions applied to modern agriculture and the food industry, focusing mainly on skills needed to manage small and medium sized businesses. The interface between technical training in agricultural sciences, economics, and management sets this degree apart from a traditional business degree. Majors in agricultural business can strengthen their educational portfolio by simultaneously completing a second major or a minor in allied fields including animal science, equine science, soil and crop science, agricultural education, technical journalism. This degree can also fully be completed online (<http://www.online.colostate.edu/degrees/agricultural-business/>).

SUCCESSFUL STUDENTS WILL BE ABLE TO:

- + Solve real-world problems
- + Address business problems and formulate alternative solutions
- + Communicate critically and analytically

CSU AG BUSINESS GRADUATES ARE EMPLOYED AS:

- + Agricultural Lenders
- + Commodity Marketing Analysts
- + Agricultural Input Sales
- + Agricultural/Food Business Owners
- + Farm, Ranch, and Plant Managers



More than 35 thousand farms and ranches in Colorado produced a joint value exceeding \$ 7.5 billion in 2012. The success of these farmers and ranchers, and related agricultural businesses, relies on making daily decisions that utilize skills learned in this major about financial management, marketing, production and related fields.

The agricultural business major applies economic theories and concepts to issues faced by agricultural and food business every day. In this major you will learn how to manage an agricultural/food business by evaluating how market outcomes, regulations, competition, and biological factors affect the profitability.



AGRICULTURAL AND
RESOURCE ECONOMICS
COLORADO STATE UNIVERSITY

COURSES TO SUCCESS

Majors in Agricultural Business take economics, business and management courses, like those listed below, taught by professors renowned for their accomplishments in teaching and practical experience in the field.

+ Agricultural and Resource Economics (AREC 202)

Introduction to decision-making by consumers, firms, and government, and resulting allocation of resources through markets.

+ Intro to Agribusiness Entrepreneurship (AREC 224)

Introductory exposure to entrepreneurship for agribusinesses through presentations by industry professionals.

+ Agricultural & Natural Resource Enterprise Analysis (AREC 305)

Use of records in agricultural and resource enterprise management; analytical methods, budgets, and planning techniques for improved decision making.

+ Agricultural Marketing (AREC 310)

Market structure, behavior, and performance including futures market and market games theory.

+ Agricultural and Resource Product Marketing (AREC 311)

Theory and practice of marketing-differentiated agricultural products and natural resource amenities with focus on strategies and market trends.

+ Personnel Management in Agriculture (AREC 325)

Human resource issues for agribusiness firms. Selecting and training employees, dealing with employee problems, negotiation methods.

+ Small Agribusiness Management (AREC 328)

Apply business principles to small agribusinesses and cooperatives.

+ Introduction to Econometrics (AREC 335)

Estimating statistical regression models of economic relationships; treatment of special problems that may arise in analysis of economic data.

+ Agricultural Law (AREC 375)

Laws, regulations, case decisions affecting ranching and farming in the Rocky Mountain area.

+ Agricultural Production Management (AREC 405)

Economic principles of agricultural production decisions with linear programming analysis of production choices and farm planning.

+ Agricultural Finance (AREC 408)

Monetary affairs of agribusiness and agricultural production emphasizing credit institutions and procurement, investment, and management.

+ Agricultural Commodities Marketing (AREC 412)

Agricultural marketing and agribusiness principles applied to current marketing problems relating to livestock and field and horticultural crops.

