



## AGBU 2030

**Division:** Business and Technology

**Department:** Agricultural Business

**Course:** AGBU 2030

**Title:** Managerial Analysis and Decision Making

**Catalog Description:**

Using agricultural management software, students will apply management skills to actual agricultural businesses through analysis of real financial and production records. Students will determine a business's strengths and weaknesses and develop recommendations for improving the sustainability of the business. Through presentations from actual business owners, students will see the effect of implementing planned changes on a business. Students will participate in developing a business plan for an agricultural business. AGBU 2020 is a prerequisite for this course, or instructor approval must be given.

**General Education Requirements:** N/A

**Semesters Offered:** TBA

**Credit/Time Requirement:** Credit: 3; Lecture: 3; Lab: 0

**Clock/Hour Requirements:** 0

**Offered for Non-Credit:** Yes

**Credit/Clock Comments:** Credit: 3; lecture: 3; Lab: N/A

**Prerequisites:** ABGU 2020

**Corequisites:** N/A

**Justification:**

This course provides opportunities for all business students to apply learned business principles through analysis of actual agricultural businesses. The course is unique in that students have access to actual business records for analyzing business strengths and weaknesses available for class use. By visiting an actual business and evaluating the business's resources, students will apply business skills learned in previous classes in developing a business plan for improving and/or developing revenue centers of the business. The Farm/Ranch Advisory committee recommends the class be offered for agricultural business students.

**Student Learning Outcomes:**

Students will be able to:

- evaluate the ability of a agriculture business to be financially sustainable
- perform a financial analysis using a popular nationally used agricultural business analysis software program
- evaluate a business's strengths and weaknesses using industry benchmarks

- apply management tools and strategies in an actual agricultural business
- analyze and develop potential revenue center opportunities for an actual agricultural business while working on a project team
- organize and effectively present a business plan using a variety of presentation methods

### **Content:**

Course objectives will be accomplished by providing students with the following learning experiences:

- review farm/ranch and agricultural business purchase analysis
- review case studies of actual agricultural businesses including beef cattle, dairy, turkey, and crops
- range grazing management and range improvement costs and benefits
- irrigation changes and its effects on production and business costs
- agriculture supply business
- actual business analysis using an nationally used agricultural business analysis, planning, and budgeting software program widely used by agricultural businesses and agricultural lenders
- student seminars on project outcomes
- in pairs, spend one day during the semester with the instructor making on-farm instructional visits with agriculture producers
- a one-day field trip to an agricultural business to evaluate resources, analyze the business, and brainstorm potential revenue centers and/or improvement opportunities in current revenue centers.
- create a business plan for improving or adding a selected revenue center to the business

### **General Education Outcomes:**

6) Apply computational skills to a variety of contexts.

Students will be expected to perform a variety of calculations used in business management including but not limited to the following documents: break-even, sensitivity, and financial statement analysis; profitability; repayment capacity; efficiency and cash-flow; and long range planning analysis.

Students will show competency through assignments, classroom exercises, and exams and will improve based on instructor feedback.

### **Applied Education Outcomes:**

1) Students will acquire entry-level skills specific to and appropriate for employment in their chosen field of study.

Students will visit and analyze actual agricultural businesses. Through field trips and hands-on activities students will gain real-world experience in running an agricultural operation. Using industry-standard software, students will work with real data to calculate projections and generate financial information. Students will also write a business plan that may serve as a launching pad for starting their own business. Students will have multiple opportunities to practice their skills and show competency. Instructors will provide verbal and written feedback, depending on the assignment.

**Key Performance Indicators:**

Students will be evaluated on assignments (20%), classroom exercises (20%), a group project (40%), and a final exam (20%). Percentages are approximate.

**Representative Text and/or Supplies:**

No text book is required. Instructor will provide materials for this course.

**Optimum Class Size:** 20

**Maximum Class Size:** 24

**Signatures:**

I hereby submit this course syllabus:

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Jay Olsen, MS, Instructor

I hereby find this course consistent with the goals and resources of the Agricultural Business Department:

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Jay Olsen, MS, Instructor, Chair

I hereby find this course consistent with the goals and resources of the Business and Technology Division:

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Doug Dyreng, MS, Associate Professor, Dean

I have discussed the need for library resources related to this class with the person submitting the syllabus:

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Lynn Anderson, MLIS, Technical Services Librarian (Main Campus)

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Michelle Olsen, MLS, Campus Librarian (Richfield Campus)