

AGRICULTURAL BUSINESS MANAGEMENT



This Agricultural Business Management degree prepares students for entry-level employment and/or potential further study in the field of Agricultural Business Management through the study of economics, sales and service, marketing, accounting, and computer applications. The Agricultural Business Management Department emphasizes practical business application of material, hands-on experience with technology, and promotes connection with industry.

Contact Information

Agricultural Business Management Faculty Contact

Shannan Cooper | (559) 688-3118 | shannanc@cos.edu
Building B: B106 | Tulare Campus

Agriculture Division Chair

Shannan Cooper | (559) 688-3118 | shannanc@cos.edu
Building B: B106 | Tulare Campus

Provost - Tulare Campus and Dean of Agriculture

C. Louann Waldner, Ph.D. | (559) 688-3050 | louannw@cos.edu
Building A: A109 | Tulare Campus

Associate Degree

- Associate of Science in Agriculture Business for Transfer (AS-T) (<https://catalog.cos.edu/areas-study/agricultural-business-management/associate-science-agricultural-business-as-t/>)
- Associate of Science in Agricultural Business Management (AS) (<https://catalog.cos.edu/areas-study/agricultural-business-management/associate-science-agricultural-business-management-not-for-transfer-as/>)

Certificate

- Certificate of Achievement in Agricultural Business Management (<https://catalog.cos.edu/areas-study/agricultural-business-management/certificate-achievement-agricultural-business-management/>)

- Certificate of Achievement in Food Safety Management (<https://catalog.cos.edu/areas-study/agricultural-business-management/skill-certificate-food-safety-management/>)

For a complete list of courses and descriptions visit: COURSES (<https://catalog.cos.edu/course-descriptions/>)

AGMT 001 Agriculture Economics

3unit(s)

Hours: 3 Lecture/Discussion

Introductory course focusing on microeconomic principles of resource allocation, production, cost and market price equilibrium with primary application to farms and agribusinesses. Examination of different market structures and their economic effect on agricultural products and resources. Methods of selecting optimal levels of agricultural production. (C-ID AG-AB124)

AGMT 005 Agriculture Managerial Accounting

3unit(s)

Hours: 3 Lecture/Discussion Hours:

1 Lab

Equivalent Course: AGMT 105

Application and analysis of accounting information for farm and agribusiness management; integration of economic, and financial principles in preparing business plans; equipment cost control and crop enterprise accounting methods; capital investment and profit performance; introduction to computerized farm accounting systems.

Prerequisites: AGMT 104 or equivalent college course with a minimum grade of C.

AGMT 102 Ag Sales and Marketing

3unit(s)

Hours: 3 Lecture/Discussion

This course involves the study of principles and practices of the selling process including selling strategies, approaches, why and how people buy, prospecting, territory management, and customer service. Students will also learn self-management, communication, and interpersonal skills necessary in developing managerial abilities, leadership qualities, and facilitating teamwork within the agribusiness sector. (C-ID AG-AB112)

AGMT 103 Introduction to Agriculture Business

3unit(s)

Hours: 3 Lecture/Discussion

This course provides a basic understanding of the business and economics of the agricultural industry. Students will get an introduction to the economic aspects of agriculture and the implications for the agricultural producer, consumer, and the food system. Students will also learn management principles and the decision-making process used in the operation of an agricultural enterprise. (C-ID AG-AB104)

AGMT 104 Agriculture Accounting

3unit(s)

Hours: 3 Lecture/Discussion Hours:

1 Lab

The study of the principles of financial accounting for the agriculture industry. Introduction to recording financial business activities, financial statement preparation and analysis of financial information applied to agricultural business. Application of these concepts and methods through hands-on projects developing computer-based solutions for an agriculture business. (C-ID AG-AB128)

AGMT 108 Ag Business Computer Applications

3unit(s)

Hours: 3 Lecture/Discussion Hours:

1 Lab

This course will cover computer use in the workplace with emphasis on agribusiness applications. Computer applications including word processing, spreadsheets, databases, and presentation managers will be covered. Students will also learn to access information through the Internet, telecommunications, an introduction to web page design and other software appropriate to agribusiness. Students will apply these concepts and methods through hands-on projects, developing computer-based solutions for agriculture business. (C-ID AG-AB108)

AGMT 201 Introduction to Food Safety Management

3unit(s)

Hours: 3 Lecture/Discussion

Introduction to management principles of food safety, including the importance of Good Agricultural Practices and Good Manufacturing Practices. Identification of potential food safety hazards, sources of contamination, and the U.S. regulatory agencies that enforce the food safety standards. Introduction to the HACCP approach to food safety.

Agricultural Business Management

Cooper, Shannan

B.S., California Polytechnic State University, San Luis Obispo

M.B.A., California State University, Fresno