

Ag Business Area of Specialization Advising Guidelines

Students pursuing a B.S. in Agriculture with the Ag Business Area of Specialization may have a variety of career and postgraduate study goals, and can be given considerable latitude in composing their Area of Specialization coursework to meet these goals. This advising tip sheet offers suggestions for some prototypical Ag Business patterns, including:

- ❖ [Timing of Required & Recommended Coursework](#)
- ❖ [Upper-level Ag Business Coursework](#)
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Timing of Required & Recommended Coursework

- ❖ **ECON 201, Principles of Microeconomics**, as required support, should be taken as early in the student's academic career as possible
- ❖ **AGSC 260, Ag Markets and Products**, part of the Ag Core, should also be taken early—no later than spring of sophomore year if possible
- ❖ Students should select “**Option 2**” under **B.S. Requirements** (per AGSC 2003-2005 worksheet), completing ECON 200 and one additional course from those listed
- ❖ Students should consider taking **BSAD 107** early in their academic career, as it is a prerequisite for ACCT 211, a course that many Ag Business students will want to take

Upper-level Ag Business Coursework

While not required, I would expect most Ag Business students to take at least 3 of these courses as part of their Ag Electives or Area of Specialization:

- ❖ **AGSC 303, Food and Agricultural Marketing [FALL, EVEN YEARS]** (*general study of process of marketing agricultural commodities and finished food products*)
- ❖ **AGSC 340, Futures and Options Markets [FALL, ODD YEARS]** (*a more technical course, focusing specifically on the use of futures contracts and options on futures as part of the process of marketing livestock and grain/oilseed commodities*)
- ❖ **AGSC 342, Agricultural Entrepreneurship [SPRING, ODD YEARS]** (*focus is on student development of a business plan encompassing all aspects of starting an equine or other food/agriculture/agritourism-related business*)
- ❖ **AGSC 414, Agricultural Policy [SPRING, EVEN YEARS]** (*examines the history, process, and impacts of federal, state, and local policy focused on or impacting the production, processing, and transportation of agricultural commodities and use of natural resources by farmers*)
- ❖ **AGSC 306, Special Topics [OFFERED AS NEEDED/POSSIBLE]** (*has previously been taught as Applied Market Research for Agriculture, focusing on gathering, analyzing, and using data to shape marketing efforts, focusing on the methods of surveys and focus groups*)

Other upper-level AGSC Coursework

Students should take other upper-level AGSC courses, as related to their career or graduate study interests. These are just some of the most common courses that Ag Business students with the indicated interests have included in their learning plans.

- ❖ **Equine-related** Ag Business careers: AGSC 193, 310, 321, 352, 353, 375
- ❖ **Other Animal-related** Ag Bus. careers: AGSC 321, 322, 352, 354/355, 422, 423, 425, 429
- ❖ **Plant-related** Ag Business careers: AGSC 218, 310, 311, 313, 318, 332, 410, 416, 418
- ❖ Students with an interest in production agriculture may wish to take some combination of the above three sets of courses

Outside Coursework

Students should consider some of these courses from outside AGSC for their plan of study:

- ❖ Most Ag Business students should consider taking these outside courses as a **minimal business background** and because they count toward the BSAD minor: **BSAD 107, ACCT 211, BSAD 234**
- ❖ Marketing emphasis: BSAD 325, 360, 365
- ❖ Finance emphasis: ACCT 212, BSAD 329, ECON 372
- ❖ Policy: POL 345
- ❖ Economics: ECON 300, 303, 405, 407, 345

The Minor in Business Administration

Some students pursuing the Ag Business Area of Specialization may also wish to apply for the Minor in Business Administration program, as many of the courses taken for the minor can also be used in the AGSC Area of Specialization. You must apply and be accepted to the Business Minor. All listed courses except BSAD 107 require prior admittance to the minor. This is a brief recap of the minor requirements, but you should see the guidelines on the Truman website for a complete set of requirements.:

- ❖ **Requirements for admission to minor:** 2.5 GPA; completion of 45 hrs, including these LSP essential skills and/or modes: WACT, Speech, Stat, Math Mode
- ❖ **Coursework for Minor:**
 - BSAD 107 Computer Applications (or HLTH 346 or ES 346)
 - ACCT 211 Acct for Business Operations
 - BSAD 234 Legal Environment of Business
 - BSAD 301 Intro to Financial Management
 - BSAD 325 Principles of Marketing
 - BSAD 349 Organizational Behavior

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