

AGRIBUSINESS MANAGEMENT, B.S.

Begin Campus: Any Penn State Campus

End Campus: University Park, World Campus

Program Description

Graduates can be found working in the food production, processing, financial services, wholesaling and retailing industries, both in the United States and abroad. A substantial number are employed by agricultural supply firms. Typically, B.S. degree holders begin their careers in sales or as management trainees, and then progress to management as they develop higher levels of expertise and experience. Penn State Agribusiness Management graduates chose careers in many other places. They also are employed in banking and the investment and mutual funds industries, and others have gone to law school, graduate school, or into rural development. The quality and diversity of the program enables Agribusiness majors to undertake a variety of jobs.

This major, which is offered jointly with The Mary Jean and Frank P. Smeal College of Business, includes a core of courses required of all business students. Combining the required specialization area with a minor or electives also allows a student to focus on a particular area of interest.

What is Agribusiness Management?

Agribusiness Management is the branch of business management focusing on food and agriculture. It includes all the people and businesses that are part of value chains for food and agricultural products, and all the public and private institutions that influence the global food system.

You Might Like this Program If...

- You want to learn how to apply business principles to real-world issues, in which you have an opportunity to work closely with faculty and your fellow students
- You are interested in how the global food system works, and how to manage interactions among stakeholders in the food system
- You are a “people person” and you have a passion for food and agriculture
- You want to pursue a career in finance, management, sales/marketing, or commodity trading

Entrance to Major

In order to be eligible for entrance to this major, a student must:

1. attain at least a 2.00 cumulative grade point average (GPA) for all courses taken at the University.
2. have third or higher semester classification; and
3. have taken MATH 110, or MATH 140, and have obtained a grade of C or higher

Degree Requirements

For the Bachelor of Science degree in Agribusiness Management, a minimum of 120 credits is required:

Requirement	Credits
General Education	45
Electives	3-9
Requirements for the Major	81-84

12-15 of the 45 credits for General Education are included in the Requirements for the Major. This includes: 6 credits of GQ courses; 3-6 credits of GS courses; 3 credits of GWS courses.

General Education

Connecting career and curiosity, the General Education curriculum provides the opportunity for students to acquire transferable skills necessary to be successful in the future and to thrive while living in interconnected contexts. General Education aids students in developing intellectual curiosity, a strengthened ability to think, and a deeper sense of aesthetic appreciation. These are requirements for all baccalaureate students and are often partially incorporated into the requirements of a program. For additional information, see the General Education Requirements (<http://bulletins.psu.edu/undergraduate/general-education/baccalaureate-degree-general-education-program>) section of the Bulletin and consult your academic adviser.

The keystone symbol appears next to the title of any course that is designated as a General Education course. Program requirements may also satisfy General Education requirements and vary for each program.

Foundations (grade of C or better is required.)

- **Quantification (GQ):** 6 credits
- **Writing and Speaking (GWS):** 9 credits

Knowledge Domains

- **Arts (GA):** 6 credits
- **Health and Wellness (GHW):** 3 credits
- **Humanities (GH):** 6 credits
- **Social and Behavioral Sciences (GS):** 6 credits
- **Natural Sciences (GN):** 9 credits

Integrative Studies (may also complete a Knowledge Domain requirement)

- **Inter-Domain or Approved Linked Courses:** 6 credits

University Degree Requirements

First Year Engagement

All students enrolled in a college or the Division of Undergraduate Studies at University Park, and the World Campus are required to take 1 to 3 credits of the First-Year Seminar, as specified by their college First-Year Engagement Plan.

Other Penn State colleges and campuses may require the First-Year Seminar; colleges and campuses that do not require a First-Year Seminar provide students with a first-year engagement experience.

First-year baccalaureate students entering Penn State should consult their academic adviser for these requirements.

Cultures Requirement

6 credits are required and may satisfy other requirements

- United States Cultures: 3 credits
- International Cultures: 3 credits

Writing Across the Curriculum

3 credits required from the college of graduation and likely prescribed as part of major requirements.

Total Minimum Credits

A minimum of 120 degree credits must be earned for a baccalaureate degree. The requirements for some programs may exceed 120 credits. Students should consult with their college or department adviser for information on specific credit requirements.

Quality of Work

Candidates must complete the degree requirements for their major and earn at least a 2.00 grade-point average for all courses completed within their degree program.

Limitations on Source and Time for Credit Acquisition

The college dean or campus chancellor and program faculty may require up to 24 credits of course work in the major to be taken at the location or in the college or program where the degree is earned. Credit used toward degree programs may need to be earned from a particular source or within time constraints (see Senate Policy 83-80 (<http://senate.psu.edu/policies-and-rules-for-undergraduate-students/82-00-and-83-00-degree-requirements/#83-80>)). For more information, check the Suggested Academic Plan for your intended program.

Requirements for the Major

To graduate, a student enrolled in the major must earn a grade of C or better in each course designated by the major as a C-required course, as specified by Senate Policy 82-44 (<http://senate.psu.edu/policies-and-rules-for-undergraduate-students/82-00-and-83-00-degree-requirements/#82-44>).

Code	Title	Credits
Prescribed Courses		
AGBM 338	Agribusiness in the Global Economy	3
ACCTG 211	Financial and Managerial Accounting for Decision Making	4
ECON 104	Introductory Macroeconomic Analysis and Policy	3
FIN 301	Corporation Finance	3
MGMT 301	Basic Management Concepts	3
MKTG 301	Principles of Marketing	3
SCM 301	Supply Chain Management	3
<i>Prescribed Courses: Require a grade of C or better</i>		
AGBM 102	Economics of the Food System	3
AGBM 106	Agribusiness Problem Solving	3
AGBM 302	Food Product Marketing	3
AGBM 308	Strategic Decision Making in Agribusiness	3
AGBM 320	Markets and Prices: Analysis and Forecasting	3
ENGL 202D	Effective Writing: Business Writing	3
Additional Courses		
AGBM 407	Farm Planning and Financial Management	3
or AGBM 408	Financial Decision Making for Agribusiness	
Select one of the following: 3		
AGBM 170	Investigating the U.S. Food System: How food moves from field to table	
RSOC 11	Introductory Rural Sociology ¹	
SOC 1	Introductory Sociology	
Select one of the following: 3		

IST 110	Information, People and Technology	
MIS 204	Introduction to Business Information Systems	
SRA 111	Introduction to Security and Risk Analysis	
Select 3-6 credits in Social, Ethical and Legal Environment of Business from the following:		3-6
BA 243	Social, Legal, and Ethical Environment of Business	
BLAW 243	Legal Environment of Business	
BLAW 341	Business Law I: Introduction to Contracts, Liability	
& BA 342	Issues, and Intellectual Property and Socially Responsible, Sustainable and Ethical Business Practice	
Select 6 credits of 400-level AGBM courses (Excluding, unless approved by the AGBM program, AGBM 495A, AGBM 495B, and AGBM 496.)		6
<i>Additional Courses: Require a grade of C or better</i>		
AGBM 101	Economic Principles of Agribusiness Decision Making ²	3
or ECON 102	Introductory Microeconomic Analysis and Policy	
MATH 110	Techniques of Calculus I	4
or MATH 140	Calculus With Analytic Geometry I	
SCM 200	Introduction to Statistics for Business	4
or STAT 200	Elementary Statistics	
Supporting Courses and Related Areas		12
Select 12 credits in a specialty area, in consultation with an adviser (at least 6 of these credits must be at the 300 or 400 level)		12

¹ RSOC 11 required unless SOC 1 was taken before entering the AGBM major.

² AGBM 101 required unless ECON 102 was taken before entering the AGBM major.

Program Learning Objectives

- Marketing:** Students will have the capacity to apply agricultural and business marketing principles to both domestic and international issues.
- Finance:** Students will have the capacity to apply agricultural and business finance principles to both domestic and international issues.
- Interactions:** Students will have the capacity to describe key concepts in agricultural and business management, and explain how business management concepts can be applied to manage interactions with other parts of the food system and achieve a competitive advantage in the agricultural business world.

Academic Advising

The objectives of the university's academic advising program are to help advisees identify and achieve their academic goals, to promote their intellectual discovery, and to encourage students to take advantage of both in-and out-of class educational opportunities in order that they become self-directed learners and decision makers.

Both advisers and advisees share responsibility for making the advising relationship succeed. By encouraging their advisees to become engaged in their education, to meet their educational goals, and to develop the habit of learning, advisers assume a significant educational role. The advisee's unit of enrollment will provide each advisee with a primary

academic adviser, the information needed to plan the chosen program of study, and referrals to other specialized resources.

READ SENATE POLICY 32-00: ADVISING POLICY (<http://senate.psu.edu/policies-and-rules-for-undergraduate-students/32-00-advising-policy>)

University Park

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Suggested Academic Plan

The suggested academic plan(s) listed on this page are the plan(s) that are in effect during the 2019-20 academic year. To access previous years' suggested academic plans, please visit the archive (<http://bulletins.psu.edu/undergraduate/archive>) to view the appropriate Undergraduate Bulletin edition (*Note: the archive only contain suggested academic plans beginning with the 2018-19 edition of the Undergraduate Bulletin*).

University Park Campus

The course series listed below provides **only one** of the many possible ways to move through this curriculum. The University may make changes in policies, procedures, educational offerings, and requirements at any time. This plan should be used in conjunction with your degree audit (accessible in LionPATH as either an **Academic Requirements** or **What If** report). Please consult with a Penn State academic adviser on a regular basis to develop and refine an academic plan that is appropriate for you.

First Year

Fall	Credits Spring	Credits
AGBM 170, RSOC 11, or SOC 1 [†]	3 ENGL 15, 30, or ESL 15 ^{††}	3
MATH 110 or 140 ^{††}	4 AGBM 106 [*]	3
AGBM 101 or ECON 102 [*]	3 ACCTG 211	4
AGBM 102 [*]	3 General Education Course	3
AEE 297 (First Year Seminar)	1	
	14	13

Second Year

Fall	Credits Spring	Credits
SCM 200 or STAT 200 ^{††}	4 ECON 104 [†]	3
CAS 100, 100A, 100B, or 100C ^{††}	3 AGBM 338	3
General Education Course	3 General Education Course	3
Supporting Course ¹	3 Elective	4
Elective	3 Supporting Course ¹	3
	16	16

Third Year

Fall	Credits Spring	Credits
AGBM 320 [*]	3 AGBM 302 [*]	3
MKTG 301	3 FIN 301	3
IST 110, MIS 204, or SRA 111	3 MGMT 301	3
ENGL 202D ^{††}	3 General Education Course	3
General Education Course	3 Supporting Course (300 - 400 level) ¹	3
	15	15

Fourth Year

Fall	Credits Spring	Credits
AGBM 400-level (excluding AGBM 495A, AGBM 495B, AGBM 496)	3 AGBM 400-level (excluding AGBM 495A, AGBM 495B, AGBM 496)	3
General Education Course	3 AGBM 407 or 408	3
BA 243, BLAW 243, or BA 342 and BLAW 341	3-6 General Education Course	3
AGBM 308 [*]	3 General Education Course (GHW)	1.5
SCM 301	3 Supporting Course (300-400 level) ¹	3
General Education Course (GHW)	1.5	
	16.5-19.5	13.5

Total Credits 119-122

* Course requires a grade of C or better for the major

‡ Course requires a grade of C or better for General Education

Course is an Entrance to Major requirement

† Course satisfies General Education and degree requirement

¹ Select 12 credits in a specialty area, in consultation with an academic adviser (at least 6 of these credits must be at the 300-400 level).

University Requirements and General Education Notes:

US and IL are abbreviations used to designate courses that satisfy University Requirements (United States and International Cultures).

W, M, X, and Y are the suffixes at the end of a course number used to designate courses that satisfy University Writing Across the Curriculum requirement.

GWS, GQ, GHW, GN, GA, GH, and GS are abbreviations used to identify General Education program courses. General Education includes Foundations (GWS and GQ) and Knowledge Domains (GHW, GN, GA, GH, GS, and Integrative Studies). Foundations courses (GWS and GQ) require a grade of 'C' or better.

Integrative Studies courses are required for the General Education program. N is the suffix at the end of a course number used to designate an Inter-Domain course and Z is the suffix at the end of a course number used to designate a Linked course.

All incoming Schreyer Honors College first-year students at University Park will take ENGL/CAS 137 in the fall semester and ENGL/CAS 138

in the spring semester. These courses carry the GWS designation and replace both ENGL 30 and CAS 100. Each course is 3 credits.

Advising Notes:

- To schedule most courses is the Smeal College of Business, you must be a declared AGBM major. Please see your academic adviser for more information.
- The Business Law Category consists of BLAW 243 or BA 243 or BLAW 341 and BA 342.
- Only 15 credits of General Education requirements may be applied toward major requirements.

Altoona Campus

The course series listed below provides **only one** of the many possible ways to move through this curriculum. The University may make changes in policies, procedures, educational offerings, and requirements at any time. This plan should be used in conjunction with your degree audit (accessible in LionPATH as either an **Academic Requirements** or **What If** report). Please consult with a Penn State academic adviser on a regular basis to develop and refine an academic plan that is appropriate for you.

First Year

Fall	Credits Spring	Credits
MATH 110 or 140 ^{††}	4 MGMT 301	3
AGBM 170, RSOC 11, or SOC 1 [†]	3 ENGL 15 ^{††}	3
AG 150 (elective)	2 ACCTG 211	4
ECON 102 [*]	3 General Education Course (GN or GA)	3
General Education Course	3 General Education Course (AG 160 recommended)	3
	15	16

Second Year

Fall	Credits Spring	Credits
SCM 200 or STAT 200 (GQ) ^{††}	4 ECON 104 (GS) [†]	3
IST 110, MIS 204, or SRA 111	3 FIN 301	3
CAS 100 (GWS) ^{††}	3 SCM 301	3
MKTG 301	3 AGBM 106 [*]	3
AGBM 102 [*]	3 General Education Course (GN, GA, or GH)	3
	16	15

Third Year

Fall	Credits Spring	Credits
AGBM 320 [*]	3 AGBM 302 [*]	3
AGBM 338 (IL)	3 Supporting Course ¹	3
ENGL 202D (GWS) [†]	3 General Education Course (GHW)	3
Supporting Course ¹	3 General Education Course (GN, GA, GH)	3
Supporting Course ¹	3 Elective	3
	15	15

Fourth Year

Fall	Credits Spring	Credits
AGBM 400-level (excluding AGBM 495A, AGBM 495B, AGBM 496)	3 AGBM 400-level (excluding AGBM 495A, AGBM 495B, AGBM 496)	3
General Education Course (GN, GA, GH)	3 AGBM 407 or 408	3
AGBM 308 [*]	3 Supporting Course (300-400 level) ¹	3
BA 243, 342, BLAW 243, or BLAW 341	3-4 General Education Course (GN, GA, GH)	3
Elective	3 Elective	1-2
	15-16	13-14

Total Credits 120-122

* Course requires a grade of C or better for the major

‡ Course requires a grade of C or better for General Education

Course is an Entrance to Major requirement

† Course satisfies General Education and degree requirement

¹ Select 12 credits in a specialty area, in consultation with an academic adviser (at least 6 of these credits must be at the 400 level).

University Requirements and General Education Notes:

US and IL are abbreviations used to designate courses that satisfy University Requirements (United States and International Cultures).

W, M, X, and Y are the suffixes at the end of a course number used to designate courses that satisfy University Writing Across the Curriculum requirement.

GWS, GQ, GHW, GN, GA, GH, and GS are abbreviations used to identify General Education program courses. General Education includes Foundations (GWS and GQ) and Knowledge Domains (GHW, GN, GA, GH, GS, and Integrative Studies). Foundations courses (GWS and GQ) require a grade of 'C' or better.

Integrative Studies courses are required for the General Education program. N is the suffix at the end of a course number used to designate an Inter-Domain course and Z is the suffix at the end of a course number used to designate a Linked course.

All incoming Schreyer Honors College first-year students at University Park will take ENGL/CAS 137 in the fall semester and ENGL/CAS 138 in the spring semester. These courses carry the GWS designation and replace both ENGL 30 and CAS 100. Each course is 3 credits.

Advising Notes:

- To schedule most courses is the Smeal College of Business, you must be a declared AGBM major. Please see your academic adviser for more information.
- Students should take AGBM 102 and AGBM 106 as early in their academic plan as possible.
- The Business Law Category consists of BLAW 243 or BA 243 or BLAW 341 and BA 342.
- Only 15 credits of General Education requirements may be applied toward major requirements.

Commonwealth Campuses (except Altoona)

The course series listed below provides **only one** of the many possible ways to move through this curriculum. The University may make changes in policies, procedures, educational offerings, and requirements at any time. This plan should be used in conjunction with your degree audit (accessible in LionPATH as either an **Academic Requirements** or **What If** report). Please consult with a Penn State academic adviser on a regular basis to develop and refine an academic plan that is appropriate for you.

First Year		
Fall	Credits Spring	Credits
MATH 110 or 140 ^{††}	4 ACCTG 211	4
ENGL 15, 30, or ESL 15 ^{††}	3 AGBM 101 or ECON 102 [*]	3
First Year Seminar	1-3 CAS 100 ^{††}	3
General Education Course	3 General Education Course (GHW)	1.5
General Education Course (GHW)	1.5 General Education Course	3
12.5-14.5		14.5

Second Year		
Fall	Credits Spring	Credits
SCM 200 or STAT 200 ^{††}	4 MGMT 301	3
ECON 104 [†]	3 FIN 301	3
MGMT 301	3 BLAW 243 or BA 241 <i>and</i> BA 342	3-4
Elective	4 General Education Course	3
General Education Course	3 Elective	4
17		16-17

Third Year		
Fall	Credits Spring	Credits
AGBM 102 [*]	3 AGBM 302 [*]	3
AGBM 106 [*]	3 IST 110, MIS 204, or SRA 111	3
AGBM 170, RSOC 11, or SOC 1 [†]	3 AGBM 338	3
SCM 301	3 Supporting Course ¹	3
Supporting Course ¹	3 General Education Course	3
15		15

Fourth Year		
Fall	Credits Spring	Credits
AGBM 400-level (excluding AGBM 495A, AGBM 495B, AGBM 496)	3 AGBM 400-level (excluding AGBM 495A, AGBM 495B, AGBM 496)	3
ENGL 202D ^{††}	3 AGBM 407 or 408	3
AGBM 320 [*]	3 AGBM 308 [*]	3
Supporting Course (300-400 level) ¹	3 Supporting Course (300-400 level) ¹	3
General Education Course	3 General Education Course	3
15		15

Total Credits 120-123

* Course requires a grade of C or better for the major
 ‡ Course requires a grade of C or better for General Education

- # Course is an Entrance to Major requirement
- † Course satisfies General Education and degree requirement
- 1 Select 12 credits in a specialty area, in consultation with an academic adviser (at least 6 of these credits must be at the 400 level).

University Requirements and General Education Notes:

US and IL are abbreviations used to designate courses that satisfy University Requirements (United States and International Cultures).

W, M, X, and Y are the suffixes at the end of a course number used to designate courses that satisfy University Writing Across the Curriculum requirement.

GWS, GQ, GHW, GN, GA, GH, and GS are abbreviations used to identify General Education program courses. General Education includes Foundations (GWS and GQ) and Knowledge Domains (GHW, GN, GA, GH, GS, and Integrative Studies). Foundations courses (GWS and GQ) require a grade of 'C' or better.

Integrative Studies courses are required for the General Education program. N is the suffix at the end of a course number used to designate an Inter-Domain course and Z is the suffix at the end of a course number used to designate a Linked course.

Advising Notes:

- To schedule most courses is the Smeal College of Business, you must be a declared AGBM major. Please see your academic adviser for more information.
- The Business Law Category consists of BLAW 243 or BA 243 or BLAW 341 and BA 342.
- Only 15 credits of General Education requirements may be applied toward major requirements.

World Campus

The course series listed below provides **only one** of the many possible ways to move through this curriculum. The University may make changes in policies, procedures, educational offerings, and requirements at any time. This plan should be used in conjunction with your degree audit (accessible in LionPATH as either an **Academic Requirements** or **What If** report). Please consult with a Penn State academic adviser on a regular basis to develop and refine an academic plan that is appropriate for you.

First Year		
Fall	Credits Spring	Credits
MATH 110 ^{††}	4 AGBM 106 [*]	3
AGBM 101 or ECON 102 [*]	3 ACCTG 211	4
AGBM 102 [*]	3 ENGL 15 ^{††}	3
AGBM 170, RSOC 11, or SOC 1 [†]	3 Elective	2
General Education Course		3
13		15

Second Year		
Fall	Credits Spring	Credits
STAT 200 ^{††}	4 ECON 104 [†]	3
CAS 100 ^{††}	3 AGBM 338	3
Specialty Area Course ¹	3 Specialty Area Course ¹	3

Elective	3 Elective	3
General Education Course	3 General Education Course	3
16		15
Third Year		
Fall	Credits Spring	Credits
AGBM 320*	3 AGBM 302*	3
MKTG 301W	3 FIN 301	3
IST 110, MIS 204, or SRA 111	3 MGMT 301	3
BA 243	4 Specialty Area Course ¹	3
General Education Course	3 General Education Course	3
16		15
Fourth Year		
Fall	Credits Spring	Credits
ENGL 202D ^{††}	3 AGBM 408	3
SCM 301	3 AGBM 400-level (excluding AGBM 495A, AGBM 495B, AGBM 496)	3
AGBM 308*	3 Specialty Area Course ¹	3
AGBM 400-level (excluding AGBM 495A, AGBM 495B, AGBM 496)	3 General Education Course	3
General Education Course	3 General Education Course	3
15		15

Total Credits 120

* Course requires a grade of C or better for the major

‡ Course requires a grade of C or better for General Education

Course is an Entrance to Major requirement

† Course satisfies General Education and degree requirement

¹ Select 12 credits in a specialty area, in consultation with an academic adviser (at least 6 of these credits must be at the 400 level).

University Requirements and General Education Notes:

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Integrative Studies courses are required for the General Education program. N is the suffix at the end of a course number used to designate an Inter-Domain course and Z is the suffix at the end of a course number used to designate a Linked course.

Career Paths

Agribusiness Management graduates have the skills and knowledge necessary to choose from a variety of fulfilling career paths in applied

business management. Your career depends on the experience you make for yourself as a student. Faculty and professional academic advisers in the Agribusiness Management program support and serve students in career development and preparation, including career decision-making; tailoring the Agribusiness Management major to fit career goals; internship and job search strategies; interview preparation; and preparing for employment or graduate school.

Careers

With an Agribusiness Management degree, you can be prepared for a career in applied business management, including finance, management, sales/marketing, and commodity trading. Many graduates choose careers in the food and agricultural industries. Many others are employed outside of food and agriculture, in fields such as banking, investment, human resources, and marketing, while others have gone on to graduate or law school.

MORE INFORMATION ABOUT POTENTIAL CAREER OPTIONS FOR GRADUATES OF THE AGRIBUSINESS MANAGEMENT PROGRAM (<http://aese.psu.edu/majors/agribusiness/careers>)

Opportunities for Graduate Study

A baccalaureate degree in Agribusiness Management can lead to advanced degrees in business, agribusiness, agricultural and applied economics, and agricultural sciences.

MORE INFORMATION ABOUT OPPORTUNITIES FOR GRADUATE STUDY (<http://aese.psu.edu/majors/agribusiness/careers>)

Professional Resources

- National Agri-Marketing Association (<http://www.nama.org>)
- International Food and Agribusiness Management Association (<https://www.ifama.org>)
- Agricultural & Applied Economics Association (<http://www.aaea.org>)

Contact

University Park

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