

Course Code: AGB 135

Course Title: Agricultural Business Management

Department: Agricultural Technologies

Effective Date: Summer 2026

PCS Code: 1.2 - Occupational/Technical Instruction

CIP Code: 01.0101

Repeatability: 0

Credit Hours

Catalog Notation: 4-0-4

Credit Hour Distribution:

Lecture: 4

Lab: 0

Clinical: 0

Total: 4

General Course Information

Catalog Description

Organization and structure of agricultural businesses; resource evaluation, policy development and implementation, functions of management, and laws and taxes that affect business.

General Course Objectives

Understand the organization, structure, laws, and taxes of agribusiness firms, and the functions and methods of managing such businesses.

Minimum Placement Levels

English	Reading	Math
Placement out of ENG 098	Placement out of CCS 098	Placement into MAT 060

Prerequisites

None

Methods of Evaluation

The minimum methods of evaluation include 3 exams, 1 report, 1 business plan project, and 1 final exam.

Instructional Materials and Additional Supplies

None.

Course Content

General Learning Outcomes (GLOs)

- Critical Thinking and Information Literacy: Students will demonstrate the ability to evaluate perspectives, evidence, and implications, and to locate, assess, and use information effectively.
- Reasoning and Inquiry: Students will demonstrate the ability to solve problems using deductive reasoning and logic, quantitative reasoning, or the scientific method.

Course Segments and Student Learning Outcomes

Course Segment	Learning Outcomes	Lecture Hours	Lab Hours	Clinical Hours
Scope of Agribusiness	1. Identify types of agribusiness firms, and list their characteristics. 2. Identify agricultural careers and opportunities.	4	0	0
Introduction to Management Theory	1. Describe the economic and social nature of management. 2. Define management and other productive resources. 3. Define entrepreneurship and explain its importance.	5	0	0
Types of Business Structures	1. Define sole proprietorships, partnerships, limited liability companies (LLCs), corporations, and cooperatives. 2. List the advantages and disadvantages of the various business structures.	8	0	0
Functions of Management	1. Define and explain managerial planning. 2. Define and explain managerial organizing. 3. Define and explain managerial directing and coordinating. 4. Define and explain managerial controlling.	15	0	0
Ethics	1. Define ethics, and explain the importance of ethics in business management.	2	0	0
Marketing	1. List and describe the four P's of marketing.	5	0	0
Insurance	1. List and describe the various insurances for individuals and businesses. 2. List the advantages and disadvantages of insurance.	3	0	0
Financial Management	1. Identify major financial statements, and construct the basic format of these statements. 2. Define depreciation. 3. Calculate depreciation. 4. Construct a depreciation schedule. 5. Calculate income taxes using current schedules such as 1040, A, B, C, D, F, and SE. 6. Define property, gift, and estate taxes. 7. Utilize software and spreadsheets for records management. 8. Discuss the importance of estate planning and business succession planning.	15	0	0
Law	1. Define the legal terms used in agribusiness.	3	0	0

Total Contact Hours

Lecture Hours	Lab Hours	Clinical Hours
60	0	0