Agribusiness Management, B.S.

Degree Offered
- Bachelor of Science

Nature of the Program
The goal of this major is to provide students with a breadth of knowledge that will prepare them for entry-level management positions or starting their own enterprise in a variety of rural, land-based, agricultural and/or food-related businesses. Students with this major can expect to find employment in: agribusiness (including nursery and landscaping) firms or farms; financial institutions; or state and federal government agencies dealing with land use, food and agriculture. Employment in these areas requires the essential components of this major: a broad educational background combined with knowledge of managing natural resource-based businesses. By selecting appropriate coursework in consultation with their advisor, the flexibility of this major provides students with the opportunity to create their own area of expertise or follow course tracks for entrepreneurship, equine management, food science and technology, horticulture, or livestock, as well as to pursue coursework in preparation for graduate school.

Admissions
First-Time Freshman requirements for admission into this major are the same as the general high school credit requirements for admission into the University.

Students transferring from another major within WVU will need at least a 2.00 in order to transfer into the Agribusiness Management major. All transfer students will be assigned the Division’s Professional Advisor (Barry Stephens) as their advisor. Students are encouraged to contact Mr. Stephens at barry.stephens@mail.wvu.edu or 304-293-5396 with questions about transferring to this major.

Students transferring from another institution will need to meet admission requirements of the University. All transfer students will be assigned the Division’s Professional Advisor (Barry Stephens) as their advisor. Students are encouraged to contact Mr. Stephens at barry.stephens@mail.wvu.edu or 304-293-5396 with questions about transferring to this major.

ADMISSION REQUIREMENTS 2022-2023
The Admission Requirements above will be the same for the 2022-2023 Academic Year.

Major Code: 0736

Click here to view the Suggested Plan of Study (p. 3)

General Education Foundations
Please use this link to view a list of courses that meet each GEF requirement. (http://registrar.wvu.edu/gef/)

NOTE: Some major requirements will fulfill specific GEF requirements. Please see the curriculum requirements listed below for details on which GEFs you will need to select.

<table>
<thead>
<tr>
<th>General Education Foundations</th>
<th>3-6</th>
</tr>
</thead>
<tbody>
<tr>
<td>F1 - Composition &amp; Rhetoric</td>
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<tr>
<td>&amp; ENGL 102</td>
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<tr>
<td>or ENGL 103</td>
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<tr>
<td>Introduction to Composition and Rhetoric and Composition, Rhetoric, and Research Accelerated Academic Writing</td>
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</tbody>
</table>

| 2A/F2B - Science & Technology | 4-6 |
| F3 - Math & Quantitative Reasoning | 3-4 |
| F4 - Society & Connections | 3 |
| F5 - Human Inquiry & the Past | 3 |
| F6 - The Arts & Creativity | 3 |
| F7 - Global Studies & Diversity | 3 |
| F8 - Focus (may be satisfied by completion of a minor, double major, or dual degree) | 9 |

Total Hours 31-37

Please note that not all of the GEF courses are offered at all campuses. Students should consult with their advisor or academic department regarding the GEF course offerings available at their campus.
## Degree Requirements

**University Requirements**

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Hours</th>
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<tbody>
<tr>
<td>University Requirements</td>
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**Agribusiness Management Major Requirements**

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Hours</th>
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<tbody>
<tr>
<td>Total Hours</td>
<td>120</td>
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</table>

### University Requirements

**General Education Foundations (GEF) 1, 2, 3, 4, 5, 6, 7, and 8 (31-37 Credits)**

- Outstanding GEF Requirements 1, 2, 5, 6, 7, and 8  
  - ANRD 191 First-Year Seminar  
  - General Electives  
  - Total Hours  
  - 47

### Agribusiness Management Major Requirements

Minimum GPA of 2.0 is required in all Agribusiness Management Major Requirements.

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Hours</th>
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</table>
| AGEE 110 Microcomputer Applications in Agricultural Education  
  or CS 101 Intro to Computer Applications  
  ARE 110 Agribusiness Accounting  
  ARE 150 Introductory Agricultural and Agribusiness Economics (GEF 4)  
  or ECON 201 Principles of Microeconomics  
  ARE 204 Agribusiness Management  
  ARE 360 Current Issues In Agriculture (fulfills Writing and Communication Skills requirement)  
  ARE 382 Agricultural and Natural Resources Law  
  ARE 422 New Venture Creation  
  ARE 431 Marketing Agricultural Products  
  ARE 461 Agribusiness Finance  
  ARE 482 Enterprise Operation Law  
  ARE 484 Agribusiness Strategic Management  
  ARE 488 Career Development  
  ECON 202 Principles of Macroeconomics (GEF 8)  
  Capstone Experience:  
  ARE 491 Professional Field Experience  
  or ARE 496 Senior Thesis  
  STAT 111 Understanding Statistics (GEF 3)  
  Restricted Electives (12 hours must be upper-division)  
  Upper-division (300-400 level) courses from the following subjects: ADV, AGBI, AGEE, ARE, AGRN, ANNU, ANPH, ANPR, A&VS, AEM, BCOR, BIDL, COMM, DSGN, ECON, ENLM, ENTO, ENTR, ENV, FIN, FDST, FMAN, FOR, GEOG, GEOL, HORT, HN&F, LARC, LDR, MKTG, PLSC, POLS, PSYC, PR, RPTR, RESM, SOCA, WMAN, WGST, and WDSC.  
  STAT at 200-level or higher.  
  AGEE 220 Group Organization and Leadership  
  AGRN 202 Principles of Soil Science  
  & AGRN 203 and Principles of Soil Science Laboratory  
  ARE 220 Introductory Environmental and Resource Economics  
  ANNU 260 Animal Nutrition  
  A&VS 251 Principles of Animal Science  
  A&VS 281 Introduction to Equine Care and Use  
  DSGN 280 Sustainable Design and Development  
  FDST 200 Food Science and Technology  
  HORT 220 General Horticulture  
  MATH 150 Applied Calculus  
  PLSC 206 Principles of Plant Science | 30    |
# Suggested Plan of Study

## First Year

<table>
<thead>
<tr>
<th>Fall</th>
<th>Hours</th>
<th>Spring</th>
<th>Hours</th>
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<tbody>
<tr>
<td>ARE 150 (GEF 4)</td>
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<td>3 STAT 111 (GEF 3)</td>
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<tr>
<td>ENGL 101 (GEF 1)</td>
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<td>3 AGEE 110 or CS 101</td>
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<tr>
<td>GEF 5, 6, or 7</td>
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<td>3 GEF 5, 6, or 7</td>
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<tr>
<td>GEF 2</td>
<td>4</td>
<td>4 GEF 5, 6, or 7</td>
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<tr>
<td>ANRD 191</td>
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<td>1 Free Elective</td>
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## Second Year

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<th>Fall</th>
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<tr>
<td>ARE 110</td>
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<td>3 ECON 202 (GEF 8)</td>
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<tr>
<td>ARE 204</td>
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<td>3 Restricted Elective</td>
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<td>ENGL 102 (GEF 1)</td>
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## Third Year

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<tr>
<td>ARE 360</td>
<td>3</td>
<td>3 ARE 431</td>
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<td>3 ARE 491</td>
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<td>ARE 382</td>
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<td>3 ARE 461</td>
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<td>ARE 488</td>
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<td>1 ARE 482</td>
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<tr>
<td>Restricted Elective</td>
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<td>GEF 8</td>
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## Fourth Year

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<th>Fall</th>
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<tr>
<td>ARE 422</td>
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<td>3 ARE 484</td>
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Total credit hours: 120

## Major Learning Outcomes

### AGRIBUSINESS MANAGEMENT

After completing this major students will be able to:

1. Demonstrate an understanding of major concepts in accounting, management, marketing, finance, and business law.
2. Utilize relevant software for analysis in business applications.
3. Demonstrate critical thinking skills and problem solving abilities related to agribusiness management.
4. Communicate effectively in a business or professional setting (written and oral).
5. Work cooperatively within a business or professional setting.

**ARE 110. Agribusiness Accounting. 3 Hours.**

Introduction to accounting for agricultural, rural, and small business managers. Emphasis on the accounting cycle, analysis and interpretation of financial statements, income taxes, and managerial accounting. (Students having prior college credit in accounting are not eligible for this course.).
ARE 150. Introductory Agricultural and Agribusiness Economics. 3 Hours.
Introduction to basic agricultural economics and agribusiness concepts, and the application of these concepts to agricultural and agribusiness issues.

ARE 187. Energy Resource Economics. 3 Hours.
Dilemmas posed for developing and modern societies by rising energy demands amid concerns for the world's environment. Economics of fuel sources and technologies, and historical and new concerns over resource scarcities.

ARE 191. First-Year Seminar. 1-3 Hours.
Engages students in active learning strategies that enable effective transition to college life at WVU. Students will explore school, college and university programs, policies and services relevant to academic success. Provides active learning activities that enable effective transition to the academic environment. Students examine school, college and university programs, policies and services.

ARE 199. Orientation to Agriculture and Resource Economics. 1,2 Hour.
Orientation to degree programs and requirements, departmental resources, curriculum options, student responsibilities and opportunities.

ARE 201. Principles of Resource and Energy. 3 Hours.
PR: Third-year standing. Analyzes problems important or peculiar to mineral industry economics; exhaustion, externalities, risks, production cycle, industry structure, pricing, role of minerals in development and trade, resource planning. Energy, metals, industrial minerals. (3 hr. lec.).

ARE 204. Agribusiness Management. 3 Hours.
Overview of the agribusiness decision-making process, and the functions of agribusiness management; analysis of financial statements and budgeting for evaluating profitability of alternative enterprises and practices.

ARE 220. Introductory Environmental and Resource Economics. 3 Hours.
Economic analysis of environmental pollution, natural resource conservation and management, outdoor recreation, public land use, wildlife resources, water use, property rights, and benefit-cost issues.

ARE 293. Special Topics. 1-6 Hours.
PR: Consent. Investigation of topics not covered in regularly scheduled courses.

ARE 298. Honors. 1-3 Hours.
PR: Students in Honors Program and consent by the honors director. Independent reading, study, or research.

ARE 360. Current Issues In Agriculture. 3 Hours.
Course focusing on the current scientific, ethical, legal, economic and political issues relating to agriculture. Students conduct group and individual research, discuss topics in an informal debate format and summarize positions in a written form.

ARE 380. Agribusiness Sales and Management. 3 Hours.
This course is designed to provide students with essential spreadsheet and sales skills they can apply regardless of their chosen profession. The course will cover spreadsheet basics and students will apply that knowledge to problems related to agricultural and resource economics.

ARE 382. Agricultural and Natural Resources Law. 3 Hours.
Introduction to legal concepts, principles and practices related to environmental, natural resource, and agricultural issues; in the context of the legal system within which statues are enacted, administered and enforced.

ARE 393. Special Topics. 1-6 Hours.
PR: Consent. Investigation of topics not covered in regularly scheduled courses.

ARE 401. Applied Demand Analysis. 3 Hours.
Consumer demand economics applied to environmental, natural resource, and agricultural issues; analysis of factors that influence demand and determine prices; special applications to non-market, environmental, and natural resource amenities.

ARE 406. Applied Quantitative Methods. 3 Hours.
PR: ARE 150. Application of basic quantitative concepts and methods applied to agribusiness and natural resources. Topics include applied economics, statistics, mathematics, and financial concepts and decision-making tools for determining optimum allocation of resources for production processes.

ARE 410. Environmental and Resource Economics. 3 Hours.
PR: ARE 220. Economic analysis of natural resource and environmental problems; management of renewable and non-renewable resources and environmental amenities; market failure, externalities, benefit-cost and risk analysis; property rights and the taking issues.

ARE 411. Rural Economic Development. 3 Hours.
Economic trends, development policies, and analysis of rural economies in the United States. Rural diversity, development concepts, rural planning, public programs and policies, and community analysis methods.

ARE 420. Adaptation and Mitigation Strategies for Addressing Climate Change. 3 Hours.
PR: Junior or Senior standing. This course identifies mechanisms that may be used to offset or reduce the effects of a changing climate. It addresses options that can help to protect agriculture and food production, protect human health, improve water resources and ecosystems services, and provide for the energy needed for continued economic activity. Students cannot receive credit for both ARE 420 and ARE 620.

ARE 422. New Venture Creation. 3 Hours.
In this course, students will learn the process of starting a new venture. The student will gain an in depth understanding of the framework and process by practicing the techniques on a startup of the student’s choice.
ARE 431. Marketing Agricultural Products. 3 Hours.  
Organization, functions, and analysis of the agricultural marketing system. Food consumption, exports, price analysis, marketing costs, market power, commodities futures market, food safety, and government regulations.

ARE 435. Marketing Livestock Products. 3 Hours.  
Livestock marketing practices and policies. Supply and demand, livestock price cycles, grading, marketing alternatives, processing and retailing. Economic analysis of alternatives, current issues, and trends.

ARE 440. Futures Markets and Commodity Prices. 3 Hours.  
Analysis of price-making forces which operate in the market place; emphasis on major agricultural and mineral commodity and futures markets.

ARE 445. Energy Economics. 3 Hours.  
Analysis of the energy sector and its relationship to the rest of the economy; energy security, deregulation, full cost pricing, substitutability among energy sources, transmission, new technologies, environmental considerations.

ARE 450. Agriculture, Environmental and Resource Policy. 3 Hours. 
PR: ARE 150 or ECON 201 or consent. Economic analysis of agricultural, natural resource and environmental policies; problems of externalities and market failure, and alternative policies for addressing such problems; benefits and cost of alternative policies.

ARE 461. Agribusiness Finance. 3 Hours.  
An overview of financial analysis and the application of financial principles to small, rural and agricultural businesses. Includes applications of financial analysis computer software.

ARE 462. Records and Analysis for Sustainable Agribusinesses. 3 Hours. 
PR: ARE 110 or ACCT 201 or BUSA 202. Managerial and record-keeping concepts and tools needed to run a successful agribusiness. Course materials and lab activities focus on collection and use of information to assist in whole-farm/agribusiness planning, decision-making, performance evaluation, sensitivity analysis, and management. Course stresses the impact of record-keeping and performance evaluation on the ability of an agribusiness to achieve its strategic goals.

ARE 482. Enterprise Operation Law. 3 Hours.  
Course focusing on laws applicable to businesses and the management of risks associated with operating a business. Students will learn to read and interpret laws and apply them to real-life business scenarios.

ARE 484. Agribusiness Strategic Management. 3 Hours. 
PR: Senior standing. This course is designed to enhance understanding of business strategy formulation and implementation. The course provides a balance between theoretical concepts, principles, and practice of agribusiness management. Case studies are used to illustrate the crafting, implementation, and execution of optimal strategies.

ARE 485. Economics of Water Resources and Energy. 3 Hours. 
PR: Calculus with a grade of B- or better or consent, introductory micro economics with a C- or consent. Allocation under scarcity, water institutions and management, risk, pricing, marketing, demand and supply estimation, interdependence between energy and water resources (Credit cannot be received for both ARE 485 and ARE 585).

ARE 488. Career Development. 1 Hour. 
PR: For Resource Economics and Management majors only. Development of career goals and job search skills. Investigation of topics that advance students in their career goals.

ARE 490. Teaching Practicum. 1-3 Hours. 
PR: Consent. Teaching practice as a tutor or assistant.

ARE 491. Professional Field Experience. 1-18 Hours. 
PR: Consent. (May be repeated up to a maximum of 18 hours.) Prearranged experiential learning program, to be planned, supervised, and evaluated for credit by faculty and field supervisors. Involves temporary placement with public or private enterprise for professional competence development.

ARE 492. Directed Study. 1-3 Hours. 
Directed study, reading, and/or research.

ARE 493. Special Topics. 1-6 Hours. 
PR: Consent. Investigation of topics not covered in regularly scheduled courses.

ARE 494. Seminar. 1-3 Hours. 
PR: Consent. Presentation and discussion of topics of mutual concern to students and faculty.

ARE 495. Independent Study. 1-6 Hours. 
Faculty supervised study of topics not available through regular course offerings.

ARE 496. Senior Thesis. 1-3 Hours. 
PR: Consent.

ARE 497. Research. 1-6 Hours. 
Independent research projects.
ARE 498. Honors. 1-3 Hours.
PR: Students in honors program and consent by the honors director. Independent reading, study or research.

RESM 140. Sustainable Living. 3 Hours.
Explores the personal, social, economic and environmental aspects of making sustainable choices. Sustainability principles and practices are discussed along with assessments of consumption and lifestyle decisions. Also listed as DSGN 140 and PLSC 140.

RESM 293. Special Topics. 1-6 Hours.
PR: Consent. Investigation of topics not covered in regularly scheduled courses.

RESM 390. Teaching Practicum. 1-3 Hours.
PR: Consent. Teaching practice as a tutor or assistant.

RESM 405. Drones in Resource Management. 3 Hours.
PR: An interest in aeronautical principals, spatial data collection and analysis, and natural resource applications is preferred. Provides training in the use of drones to collect and analyze spatial data in natural resource applications.

RESM 440. Foundations of Applied Geographic Information Systems. 3 Hours.
An introductory course designed to provide the necessary background and techniques to use GIS technology to analyze and solve spatial problems. An emphasis is placed on acquisition, management, and manipulation of spatial data.

RESM 443. Intro GIS for Trail Planners. 2 Hours.
Introduce technical skills to support site analysis and mapping geographic constraints for trail planning, focusing on technological tools available to new GIS users. The goal of this course is to introduce Geographic Information Systems (GIS) and build foundations in its use to allow students to solve spatial problems. Specifically, the course will teach students necessary spatial and quantitative analysis methods.

RESM 444. Advanced GIS for Natural Resource Management. 3 Hours.
PR or CONC: RESM 440 with a minimum grade of C- or consent. Provides advanced training using geographic information systems to address the spatial issues of managing natural resources.

RESM 445. Spatial Hydrology and Watershed Analysis. 3 Hours.
PR: RESM 440 or consent. Introduction to applied spatial hydrology using GIS; integrates statistical modeling and terrain analysis; provides insights into water quality and quantity analysis for local and regional watershed scales. (Credit cannot be received for both RESM 445 and RESM 545.)

RESM 450. Land Use Planning Law. 3 Hours.
Focus is on identification and understanding of legal issues related to planning and land use. This involves understanding rights, regulations, and responsibilities associated with land use, planning, and related activities.

RESM 455. Practice of Land Use Planning. 3 Hours.
Examines comprehensive land use planning including planning's origin and evolution plus the processes used to create and implement a plan. Focus is on land use and how it relates to other issues.

RESM 460. Energy Project and Program Management. 3 Hours.
PR: Junior or Senior Standing. The concepts and best practices of modern project management as applied to manage activities that meet the requirements of energy and environmental resource industry related programs and projects.

RESM 480. Environmental Regulation. 3 Hours.
Course focusing on laws and policies applicable to the environment. Students will learn to read and interpret statutes, regulations and cases that impact water, air, toxic substances, land and endangered species.

RESM 491. Professional Field Experience. 1-18 Hours.
PR: Consent (may be repeated up to a maximum of 18 hours.) Prearranged experiential learning program, to be planned, supervised, and evaluated by faculty and field supervisors. Involves temporary placement with public or private enterprise for professional competence development.

RESM 493. Special Topics. 1-6 Hours.
PR: Consent. Investigation of topics not covered in regularly scheduled courses.

RESM 494. Seminar. 1-3 Hours.
PR: Consent. Presentation and discussion of topics of mutual concern to students and faculty.

RESM 495. Independent Study. 1-6 Hours.
Faculty supervised study of topics not available through regular course offerings.

RESM 496. Senior Thesis. 1-3 Hours.
PR: Consent.

RESM 498. Honors. 1-3 Hours.
PR: Students in Honors Program and consent by the honors director. Independent reading, study or research.