**The University of Jordan**

**Faculty of Agriculture Department of Agr.Econ.&Agribusiness Management**

**Program: 2013-2014/First semester**

**Course title: Advanced Agribusiness Management (0635720)**

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| --- | --- | --- | --- | --- | --- |
| Credit hours | 3 | Level | Master | Pre-requisite | Agribusiness Management (605222) |
| Coordinator/ Lecturer | Dr. Tala Qtaishat | Office number | 294 | Office phone | 22475 |
| Course website | On UJ E. Learning portal @ Moodle LCM . | E-mail | t.qtaishat@ju.edu.jo | Place | Agri. Economics lab, Agriculture College |

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| --- | --- | --- | --- | --- | --- |
| **Office hours** | | | | | |
| **Day/Time** | **Sunday** | **Monday** | **Tuesday** | **Wednesday** | **Thursday** |
| **Day** | **\*** | **\*** | **\*** | **\*** | **\*** |
| **Time** | **10-11** | **10-11** | **10-11** | **10-11** | **10-11** |

**Course Description**

This is an advanced graduate course that utilizes the skills acquired in previous courses. This course is intended to reinforce and strengthen students’ knowledge of management and financial concepts. Through a simulation and case studies, students will analyze decision making from the perspective of senior-level management. The course is designed to improve students’ critical thinking skills, enhance their written and verbal communication skills, and advance their teamwork skills.

The class is designed such that classroom participation (not only attendance but also active participation) and preparation outside the classroom are necessary for learning and performing well in the course. Lectures will cover the major points of selected chapters. However, unless told otherwise, students are required to read and understand the entire chapters. It is expected that students will read all materials thoroughly.

**Learning Objectives**

The course is designed to provide students with the fundamentals of finance and its applications in agriculture and agribusiness. Consequently, we shall cover a broad range of finance topics and applications.

The objectives of the class may be summarized as follows:

1) Highlight the importance of finance in real-world decision-making and the uniqueness of finance related to agricultural and agribusiness firms.

2) Employ fundamental concepts and techniques that are at the heart of financial decision-making. We shall cover various topics including the time value of money, financial statement analysis, capital budgeting and structure, investment decisions, credit, banking, agricultural lending, risk management and financial markets.

**Intended Learning Outcomes (ILOs):**

Successful completion of the course should lead to the following outcomes:

1. **Knowledge and Understanding:** Student is expected to

**A1-**Gain student information to agribusiness management and Agribusiness system*.*

**A2-** Demonstrate basic knowledge on the five functions of management.

**A3-**Understand external and internal factors, which are influencing agribusiness management successfully.   
**A4-** gain information about the characteristics of a professional manger.

**B. Intellectual Analytical and Cognitive Skills:** Student is expected to

**B1**- Practical strategy how to maintain a good quality of agribusiness management.

**B2**-Know about the balance sheet and income statement to evaluate the financial situation of agribusiness.

**B3**-Suggest improvements for liquidity, solvency, profitability, turnover, and market-to-book ratios using food and agricultural firms’ financial statements;

**C. Subject- Specific Skills:** Students is expected to

**C1**- Be able to assess the performance of various business disciplines

**C2**-.Make recommendations for improvements

**C3**- Assess the firm’s performance on several dimensions

**C4**- Make a decision regarding a food or agricultural business loan application using the five C’s of credit;

**D. Transferable Key Skills:** Students is expected to

**D1-** Develop written documents that effectively and persuasively communicate a stance regarding a food or agricultural business decision;

**D2-** Work in teams to create an effective oral and written presentation for communicating a suggested strategy or decision for a food or agricultural firm.

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# ILOs: Learning and Evaluation Methods

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| **ILO/s** | **Learning Methods** | **Evaluation Methods** |
| **A**. Knowledge and Understanding (**A1-A4**) | Lectures and Discussions | Exam, Quiz, |
| **B**. Intellectual Analytical and Cognitive Skills (**B1-B3**) | Lectures and Discussions | Exam, Quiz, |
| **C**. Subject Specific Skills (**C1-C4**) | Lectures and Discussions | Exam, Quiz, |
| **D**.Transferable Key Skills (**D1-D2**) | Project & presentation | Project & presentation evaluation. |

**Course Contents**

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| --- | --- | --- | --- |
| **Week** | **Subject** | **Sources** | **ILOs** |
| **(lst wk)** | **Introductions, Administration and Expectations; Business Writing Basics; Avoiding Plagiarism** | **Read the Syllabus Read AACU Poll of Employers Report Read “Dr. Kropp’s Writing Pet Peeves”** | **D-1 and D-2** |
| **(2nd wk)** | **Introduction:**  **Course overview; the agribusiness system, Five functions of Agribusiness management** | **Chapter 1 , 2 &3 in** [**Walter David Downey**](http://www.google.jo/search?tbo=p&tbm=bks&q=inauthor:%22Walter+David+Downey%22)**,** [**John K. Trocke**](http://www.google.jo/search?tbo=p&tbm=bks&q=inauthor:%22John+K.+Trocke%22)**, 1981, Agribusiness Management** | **A-1, A-2 A-3 A-4** |
| **(3rd wk)** | **Case Study discussion (Team work group)** | **Read assigned case study and discuss it** | **D-1 and D-2** |
| **4th wk** | **Planning:**  **Marketing**  **Forecasting**  **Budgeting** | **Chapter 4 , 5 and 6 in** [**Walter David Downey**](http://www.google.jo/search?tbo=p&tbm=bks&q=inauthor:%22Walter+David+Downey%22)**,** [**John K. Trocke**](http://www.google.jo/search?tbo=p&tbm=bks&q=inauthor:%22John+K.+Trocke%22)**, 1981, Agribusiness Management** | **B-1, B-2 and B-3** |
| **(5th wk)** | **Organizing:**   * **Business Types** * **Choosing a business type** * **Cooperative Business Structures** | **Chapter 7 and 8 in** [**Walter David Downey**](http://www.google.jo/search?tbo=p&tbm=bks&q=inauthor:%22Walter+David+Downey%22)**,** [**John K. Trocke**](http://www.google.jo/search?tbo=p&tbm=bks&q=inauthor:%22John+K.+Trocke%22)**, 1981, Agribusiness Management** | **C-1 and C-2** |
| **(6th wk)** | **Case Study discussion (Individual work)** | **Each student will read and analysis assigned case and discuss it** | **D-1 and D-2** |
| **7th wk** | **Controlling function in decision making process** | **Chapter 9 in** [**Walter David Downey**](http://www.google.jo/search?tbo=p&tbm=bks&q=inauthor:%22Walter+David+Downey%22)**,** [**John K. Trocke**](http://www.google.jo/search?tbo=p&tbm=bks&q=inauthor:%22John+K.+Trocke%22)**, 1981, Agribusiness Management** | **C-3 and C-4** |
| **(8th and 9th wk)** | **Supervising:**   * **Managing and Supervising Employees** * **Managing a Successful Agribusiness** | **Chapter 10 and 11 in** [**Walter David Downey**](http://www.google.jo/search?tbo=p&tbm=bks&q=inauthor:%22Walter+David+Downey%22)**,** [**John K. Trocke**](http://www.google.jo/search?tbo=p&tbm=bks&q=inauthor:%22John+K.+Trocke%22)**, 1981, Agribusiness Management** | **A-2, B-1, C-1, D-1, D-2,** |
| **10th wk** | **Midterm Exam** | **15/11/2013** |  |
| **(11 wk)** | **Evaluation:**   * **Holistic evaluation of an agribusiness** | **Chapter 12 in** [**Walter David Downey**](http://www.google.jo/search?tbo=p&tbm=bks&q=inauthor:%22Walter+David+Downey%22)**,** [**John K. Trocke**](http://www.google.jo/search?tbo=p&tbm=bks&q=inauthor:%22John+K.+Trocke%22)**, 1981, Agribusiness Management** | **A-3,B-2,C-1,C-2, C-4, D-1, D-2** |
| **(12 and 13 wk )** | * **Government regulations which can affect on starting of a new agribusiness** | **Read Agriculture ministry regulations** | **C3, c-4 and D-2** |
| **14 , 15 and 16 wk** | **Project Discussion** | **Student prepare their own power points** | **D-1 and D-2** |

**Learning Methodology**

The course will be structured in lectures, discussions, theoretical and practical exercises and excursions. The course comprises overviews, from general understanding to expert knowledge on key topics, and learning is based on lectures as well as independent learning through exercises, excursions and a final project work.

**Evaluation**

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| **Evaluation** | **Point %** | **Date** |
| **Midterm Exam** | 25% | 15/11/2013 |
| **Case Study Discussion** | 15% | Assigned by instructor |
| **Project** | 10% | From 10/12/2013-29/12/2013 |
| **Final Exam** | 50% | Will be announcing from registration office. |

**Main Reference/s:**

1. [Walter David Downey](http://www.google.jo/search?tbo=p&tbm=bks&q=inauthor:%22Walter+David+Downey%22), [John K. Trocke](http://www.google.jo/search?tbo=p&tbm=bks&q=inauthor:%22John+K.+Trocke%22), 1981, Agribusiness Management , IL: Waveland Press.
2. A series of case studies that can be purchased
3. Thompson, et. al., The Business Strategy Game, Online Edition, McGraw-Hill Irwin ($42.95 plus applicable sales taxes).
4. Ross, Stephen A., Randolph W. Westerfield, and Bradford D. Jordan, *Essentials of Corporate Finance*, Seventh Edition, 2010, McGraw-Hill/Irwin. ISBN: 9780077405335 (RWJ)
5. *Financial Calculator:* Students are responsible for learning how to use their particular calculator. Class time will **not** be devoted to this purpose*.* Suggested models: Hewlett-Packard HP-10BII or Texas Instruments BAII Plus

**Other Useful Texts:**

1- Barry, Ellinger, Hopkin, and Baker, *Financial Management in Agriculture,* sixth edition, Interstate Publishers, Inc., Danville, IL, 2000.

2- Subramanyam, K. R. and J. J. Wild. 2009. *Financial Statement Analysis,* tenth edition, McGraw-Hill Irwin. ISBN-13: 9780073379432.

**Intended Grading Scale (Optional)**

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| --- | --- | --- | --- | --- |
| **From (%)** | **To (%)** | **Scale** | **Mark** | **Result** |
| 0 | 44 | 0 | H | Fail |
| 45 | 47 | 0.75 | D- | Fail |
| 48 | 54 | 1 | D | Accepted |
| 55 | 60 | 1.5 | D+ | Accepted |
| 61 | 63 | 1.75 | C- | Good |
| 64 | 66 | 2 | C | Good |
| 67 | 72 | 2.5 | C+ | Good |
| 73 | 75 | 2.75 | B- | Very Good |
| 76 | 78 | 3 | B | Very Good |
| 79 | 84 | 3.5 | B+ | Very Good |
| 85 | 87 | 3.75 | A¯ | Excellent |
| 88 | 100 | 4 | A | Excellent |

**Notes:**

* Concerns or complaints should be expressed in the first instance to the module lecturer; if no resolution is forthcoming, then the issue should be brought to the attention of the module coordinator (for multiple sections) who will take the concerns to the module representative meeting. Thereafter, problems are dealt with by the Department Chair and if still unresolved the Dean and then ultimately the Vice President. For final complaints, there will be a committee to review grading the final exam.
* For more details on University regulations please visit:

<http://www.ju.edu.jo/rules/index.htm>