Basic business literacy can benefit all graduates, no matter what their field or intended career. When entering the professional world, CALS students are increasingly confronted with contexts that require an understanding of basic business and management concepts. The certificate in business management for agricultural and life sciences can provide students with the business skills that employers value.

The certificate offers students in the College of Agricultural and Life Sciences (CALS) the opportunity to gain business knowledge and have it recorded on their transcript. The certificate is designed specifically for students intending to pursue careers in agriculture and life sciences, and enrollment is open only to undergraduates currently enrolled in CALS. This professional credential is offered by the Department of Agricultural and Applied Economics, the Department of Life Sciences Communication, and the Renk Agribusiness Institute, with the collaboration of the School of Business.

**HOW TO GET IN**

To declare this certificate, students must be admitted to UW–Madison and the College of Agricultural and Life Sciences (CALS). For information about becoming a CALS first-year or transfer student, see Entering the College ([http://guide.wisc.edu/undergraduate/agricultural-life-sciences/#enteringthecollegetext](http://guide.wisc.edu/undergraduate/agricultural-life-sciences/#enteringthecollegetext)). Contact the advisor listed under the Advising and Careers tab for more information or to declare the certificate.

**REQUIREMENTS**

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Completion of the certificate requires a total of 18 credits.</td>
<td>The following four courses are required:</td>
<td></td>
</tr>
<tr>
<td>A A E 215</td>
<td>Introduction to Agricultural and Applied Economics</td>
<td>3</td>
</tr>
<tr>
<td>LSC 270</td>
<td>Communication in Life Science Industries</td>
<td>3</td>
</tr>
<tr>
<td>GEN BUS 310</td>
<td>Fundamentals of Accounting and Finance for Non-Business Majors</td>
<td>3</td>
</tr>
<tr>
<td>GEN BUS 311</td>
<td>Fundamentals of Management and Marketing for Non-Business Majors</td>
<td>3</td>
</tr>
<tr>
<td>Select six credits from the following classes:</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>A A E 319</td>
<td>The International Agricultural Economy</td>
<td></td>
</tr>
<tr>
<td>A A E 320</td>
<td>Farming Systems Management</td>
<td></td>
</tr>
<tr>
<td>A A E 322</td>
<td>Commodity Markets</td>
<td></td>
</tr>
<tr>
<td>A A E 323</td>
<td>Cooperatives</td>
<td></td>
</tr>
<tr>
<td>A A E 419</td>
<td>Agricultural Finance</td>
<td></td>
</tr>
<tr>
<td>A A E/ECON 421</td>
<td>Economic Decision Analysis</td>
<td></td>
</tr>
<tr>
<td>A A E/ECON 526</td>
<td>Quantitative Methods in Agricultural and Applied Economics</td>
<td></td>
</tr>
</tbody>
</table>

No substitutions are allowed for the core courses. Students may count no more than two courses toward both their major requirements and these certificate requirements.

**ADVISING AND CAREERS**

For more information or to declare the certificate in business management for agricultural and life sciences, contact:

Linda Davis
Undergraduate Student Services
Department of Agricultural and Applied Economics
University of Wisconsin–Madison
424 Taylor Hall
427 Lorch Street
Madison, WI 53706
608-262-9488
linda.davis@wisc.edu

**PEOPLE**

**PROFESSORS**

Barham, Bradford
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Cox, Thomas
Coxhead, Ian
Deller, Steven
Foltz, Jeremy
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Phaneuf, Daniel
Provencher, R. William
Rutherford, Thomas
Stiegert, Kyle

**ASSOCIATE PROFESSORS**

Alix-Garcia, Jennifer
Fletcher, Jason*
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Mitchell, Paul
Schechter, Laura
Shi, Guanming

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Du, Sheldon
Grainger, Corbett
Johnston, Craig*
Parker, Dominic
Tjernstroem, Emilia

FACULTY ASSOCIATES
Dong, Fengxia
Reynolds, Anne

UNDERGRADUATE ADVISOR
Davis, Linda

*AAE Affiliate Faculty