Business Management for Agricultural and Life Sciences, Certificate

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). Contact the advisor listed under the Advising and Careers tab for more information or to declare the certificate.

Requirements

Completion of the certificate requires a total of 18 credits.

The following four courses are required:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>A AE 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>
</tbody>
</table>

Select six credits from the following classes:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
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<tbody>
<tr>
<td>A AE 319</td>
<td>The International Agricultural Economy</td>
</tr>
<tr>
<td>A AE 320</td>
<td>Farming Systems Management</td>
</tr>
<tr>
<td>A AE 322</td>
<td>Commodity Markets</td>
</tr>
<tr>
<td>A AE 323</td>
<td>Cooperatives</td>
</tr>
<tr>
<td>A AE 419</td>
<td>Agricultural Finance</td>
</tr>
<tr>
<td>A AE/ECON 421</td>
<td>Economic Decision Analysis</td>
</tr>
<tr>
<td>A AE/ECON 526</td>
<td>Quantitative Methods in Agricultural and Applied Economics</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.

Certificate Completion Requirement

This undergraduate certificate must be completed concurrently with the student’s undergraduate degree. Students cannot delay degree completion to complete the certificate.

Learning Outcomes

1. Understand general business concepts.
2. Understand business management fundamentals in an agricultural and life sciences context.
3. Understand economics, marketing and communication as they relate to business management in agricultural and life science industries.

Advising and Careers

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

Linda Davis
Department of Agricultural and Applied Economics
University of Wisconsin–Madison
424 Taylor Hall
608-262-9488
linda.davis@wisc.edu

Careers

Students pursuing the certificate in business management for agricultural and life sciences are often interested in careers such as running a research lab, managing the books on their family farm, banking, business analysis, marketing, or management and sales, depending on their major. When combined with their major, the certificate can provide a basic background in business management that many employers find valuable.

Students can use the services provided by the CALS Career Services Office (https://cals.wisc.edu/academics/undergraduate-students/career-services), which include help with creating a resume or cover letter and mock interviews. CALS students also have access to BuckyNet (https://cals.wisc.edu/academics/undergraduate-students/career-services/).
buckynet), an online job/internship posting tool that provides students with hundreds of job and internship listings.

PEOPLE

FACULTY
Conroy, Tessa
Du, Sheldon
Foltz, Jeremy (Chair)
Gould, Brian
Mitchell, Paul
Stiegert, Kyle

FACULTY ASSOCIATES
Beach, Jeremy

UNDERGRADUATE ADVISOR
Davis, Linda

WISCONSIN EXPERIENCE

INTERNSHIPS
Students declared in the certificate in business management for agricultural and life sciences may choose to do an internship to get some experience in their field of interest. They can use the services provided by the CALS Career Services Office (https://cals.wisc.edu/academics/undergraduate-students/career-services) to help find an internship, including BuckyNet (https://cals.wisc.edu/academics/undergraduate-students/career-services/buckynet), an online job/internship posting tool that provides students with hundreds of job and internship listings.

RENK SCHOLARSHIP PROGRAM
Students declared in the certificate in business management for agricultural and life sciences are eligible to apply for the Renk Scholarship Program (https://renk.aae.wisc.edu/renk-scholarship), which can provide increasing scholarships for up to three years. The Renk Scholarship Program is part of the Renk Agribusiness Institute (https://renk.aae.wisc.edu) and emphasizes leadership in contemporary agricultural issues and activities linked to agribusiness.

AGRICULTURAL BUSINESS MANAGEMENT CLUB
The Agricultural Business Management Club at UW–Madison is a group of motivated students interested in careers involving agriculture and/or business. The club offers members the opportunity to learn more about the agribusiness industry and make connections through career speakers, field trips and social events.

RESOURCES AND SCHOLARSHIPS

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