

AGRICULTURAL BUSINESS MANAGEMENT, B.S.

Today's businesses and industries in the agricultural and food sectors of the economy are growing rapidly. Agribusiness industries, such as those that supply farm inputs or process and market agricultural products, need staff who are educated in both business and agriculture. Students in agricultural business management also find employment in companies specializing in biological systems engineering, landscape architecture, biotechnology, food technology, food science, food marketing, and large-scale farm enterprises.

The Bachelor of Science in Agricultural Business Management degree program (ABM) enables students to obtain a strong foundation in economics to learn how businesses make decisions and minimize risk and how to use applied mathematics and statistics to analyze prices and markets. Agricultural and Applied Economics (AAE) courses constitute a substantial segment of the curriculum for the B.S. in Agricultural Business Management degree. In addition to general college requirements, a major in ABM includes courses in economics, math, and statistics. ABM students will also take credits from the School of Business. (See Requirements tab for more information.)

Agricultural Business Management emphasizes coursework in the functional areas of the business school: accounting, finance, marketing, management, and human resources.

Code	Title	Credits
Students will learn:		
	Skills for running a business	
	Finance and economic decision analysis	
	Analytical and managerial tools	
	Organization of the food system	
	Commodity markets	
	Senior capstone project integrates learning from major coursework	

A degree in Agricultural Business Management prepares students for a career in agribusiness or other fields of business. The Department of Agricultural and Applied Economics may be consulted for specific career information for the major.

Students completing the Agricultural Business Management major are awarded the Bachelor of Science–Agricultural Business Management degree.

HOW TO GET IN

To declare this major, 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/#enteringthecollegertext>).

Students who attend Student Orientation, Advising, and Registration (SOAR) with the College of Agricultural and Life Sciences have the option to declare this major at SOAR. Students may otherwise declare after they

have begun their undergraduate studies. For more information, contact the advisor listed under the Advising and Careers tab.

Students in the Agricultural Business Management BS degree program may not declare the Certificate in Business Management for Agricultural and Life Sciences.

REQUIREMENTS

UNIVERSITY GENERAL EDUCATION REQUIREMENTS

All undergraduate students at the University of Wisconsin–Madison are required to fulfill a minimum set of common university general education requirements to ensure that every graduate acquires the essential core of an undergraduate education. This core establishes a foundation for living a productive life, being a citizen of the world, appreciating aesthetic values, and engaging in lifelong learning in a continually changing world. Various schools and colleges will have requirements in addition to the requirements listed below. Consult your advisor for assistance, as needed. For additional information, see the university Undergraduate General Education Requirements (<http://guide.wisc.edu/undergraduate/#requirementsforundergraduatetext>) section of the *Guide*.

General Education	Requirements
	• Breadth—Humanities/Literature/Arts: 6 credits
	• Breadth—Natural Science: 4 to 6 credits, consisting of one 4- or 5-credit course with a laboratory component; or two courses providing a total of 6 credits
	• Breadth—Social Studies: 3 credits
	• Communication Part A & Part B *
	• Ethnic Studies *
	• Quantitative Reasoning Part A & Part B *

* The mortarboard symbol appears before the title of any course that fulfills one of the Communication Part A or Part B, Ethnic Studies, or Quantitative Reasoning Part A or Part B requirements.

COLLEGE OF AGRICULTURAL AND LIFE SCIENCES REQUIREMENTS

In addition to the University General Education Requirements, all undergraduate students in CALs must satisfy a set of college and major requirements. Courses may not double count within university requirements (General Education and Breadth) or within college requirements (First-Year Seminar, International Studies, Science, and Capstone), but courses counted toward university requirements may also be used to satisfy a college and/or a major requirement; similarly, courses counted toward college requirements may also be used to satisfy a university and/or a major requirement.

COLLEGE REQUIREMENTS FOR ALL CALS B.S. DEGREE PROGRAMS

Code	Title	Credits
	Quality of Work: Students must maintain a minimum cumulative grade point average of 2.000 to remain in good standing and be eligible for graduation.	
	Residency: Students must complete 30 degree credits in residence at UW–Madison after earning 86 credits toward their undergraduate degree.	

First Year Seminar (http://guide.wisc.edu/undergraduate/agricultural-life-sciences/#requirementstext)	1
International Studies (http://guide.wisc.edu/undergraduate/agricultural-life-sciences/#requirementstext)	3
Physical Science Fundamentals	4-5
CHEM 103 General Chemistry I	
or CHEM 108 Chemistry in Our World	
or CHEM 109 Advanced General Chemistry	
Biological Science	5
Additional Science (Biological, Physical, or Natural)	3
Science Breadth (Biological, Physical, Natural, or Social)	3
CALS Capstone Learning Experience: included in the requirements for each CALS major (see "Major Requirements") (http://guide.wisc.edu/undergraduate/agricultural-life-sciences/#requirementstext)	

MAJOR REQUIREMENTS

Code	Title	Credits
Mathematics and Statistics		
This major requires calculus. Prerequisites may need to be taken before enrollment in calculus.		
Select one of the following:		5
MATH 211	Calculus	
MATH 217	Calculus with Algebra and Trigonometry II	
MATH 221	Calculus and Analytic Geometry I	
Select one of the following:		3-4
ECON 310	Statistics: Measurement in Economics	
STAT 301	Introduction to Statistical Methods	
STAT 324	Introductory Applied Statistics for Engineers	
STAT 371	Introductory Applied Statistics for the Life Sciences	
GEN BUS 306 & GEN BUS 307	Business Analytics I and Business Analytics II	
SOC/ C&E SOC 360	Statistics for Sociologists I	
PSYCH 210	Basic Statistics for Psychology	
Core		
A A E 215	Introduction to Agricultural and Applied Economics	4
or ECON 101	Principles of Microeconomics	
ECON 102	Principles of Macroeconomics	3-4
ECON 301	Intermediate Microeconomic Theory	4
or ECON 311	Intermediate Microeconomic Theory - Advanced Treatment	
ECON 302	Intermediate Macroeconomic Theory	4
or ECON 312	Intermediate Macroeconomic Theory - Advanced Treatment	
A A E 320	Farming Systems Management	3
A A E 322	Commodity Markets	4
A A E 419	Agricultural Finance	3

A A E/ECON 421	Economic Decision Analysis	4
ACCT I S 100	Introductory Financial Accounting ²	3
or ACCT I S 300	Accounting Principles	
Select three of the following:		9
ECON/FINANCE 300	Introduction to Finance	
GEN BUS 301	Business Law	
GEN BUS 310	Fundamentals of Accounting and Finance for Non-Business Majors	
GEN BUS 311	Fundamentals of Management and Marketing for Non-Business Majors	
MARKETNG 300	Marketing Management	
M H R 300	Managing Organizations	
M H R 305	Human Resource Management	
ACCT I S 211	Introductory Managerial Accounting ¹	

Capstone

A A E 500	Senior Capstone Experience	3
Total Credits		52-54

¹ ACCT I S 100 is a prerequisite for ACCT I S 211.

UNIVERSITY DEGREE REQUIREMENTS

Total Degree To receive a bachelor's degree from UW–Madison, students must earn a minimum of 120 degree credits. The requirements for some programs may exceed 120 degree credits. Students should consult with their college or department advisor for information on specific credit requirements.

Residency Degree candidates are required to earn a minimum of 30 credits in residence at UW–Madison. "In residence" means on the UW–Madison campus with an undergraduate degree classification. "In residence" credit also includes UW–Madison courses offered in distance or online formats and credits earned in UW–Madison Study Abroad/Study Away programs.

Quality of Work Undergraduate students must maintain the minimum grade point average specified by the school, college, or academic program to remain in good academic standing. Students whose academic performance drops below these minimum thresholds will be placed on academic probation.

LEARNING OUTCOMES

1. Use economic concepts to think critically about real-world problems and business management issues.
2. Use appropriate quantitative techniques to analyze business management issues.
3. Communicate results effectively orally and in writing.

FOUR-YEAR PLAN

FOUR-YEAR PLAN

SAMPLE AGRICULTURAL BUSINESS MANAGEMENT FOUR-YEAR PLAN

Freshman

Fall	Credits	Spring	Credits
COMM A		3 MATH 211 ¹	5
MATH 112 or 114		3-5 A A E 215	4
First Year Seminar		1 Ethnic Studies	3
CALS Biological Science		3 Electives	3
Electives		3	
		13-15	15

Total Credits 28-30

Sophomore

Fall	Credits	Spring	Credits
ECON 102		3-4 ECON 301	4
A A E 320		3 A A E 322	4
Statistics Course		3 CALS Biological Science Requirement	3
Humanities		3 Business Core Course ²	3
Electives		3	
		15-16	14

Total Credits 29-30

Junior

Fall	Credits	Spring	Credits
ECON 302		4 A A E 419	3
Comm B		3 Business Core Course ²	3
A A E 335		2 Humanities	3
Electives		6 CHEM 108	5
		Electives	2
		15	16

Total Credits 31

Senior

Fall	Credits	Spring	Credits
A A E/ECON 421		4 A A E 500	3
CALS International Studies		3 ACCT I S 100 or 300	3
Business Core Course ²		3 Electives	9
Electives		5	
		15	15

Total Credits 30

¹ Students must complete MATH 211 Calculus or MATH 217 or MATH 221. Students may satisfy the required level of math proficiency through the math placement exam. On the other hand, this level of competence may require as many as three semesters of coursework in mathematics.

² ABM students are required to take 9 credits from FINANCE/ECON 300, GEN BUS 301, GEN BUS 310, GEN BUS 311,

MARKETNG 300, M H R 300 (Organizational Behavior), M H R 305 (Human Resources), and ACCT I S 211.

ADVISING AND CAREERS

For more information or to declare a major in agricultural business management, contact:

Linda Davis
Department of Agricultural and Applied Economics
424 Taylor Hall
608-262-9488
linda.davis@wisc.edu
Schedule an appointment using Starfish (<https://wisc.starfishsolutions.com/starfish-ops/dl/instructor/serviceCatalog.html?bookmark=connection/10575/schedule>).

CAREERS

Students with a degree in agricultural business management often find careers in areas such as banking and finance, business analysis, marketing, management, commodities trading, sales or consulting.

Types of employers:

- Agribusiness firms
- Financial institutions, banks or investment firms
- Local, state or federal government agencies
- Co-operatives
- Retail food companies
- Tech companies

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 Handshake (<https://cals.wisc.edu/academics/undergraduate-students/career-services/handshake/>), an online job/internship posting tool that provides students with hundreds of job and internship listings.

PEOPLE

PROFESSORS

Barham, Bradford
Chavas, Jean-Paul
Coxhead, Ian
Deller, Steven
Fletcher, Jason*
Foltz, Jeremy
Mitchell, Paul
Phaneuf, Daniel (Chair)
Provencher, R. William
Rutherford, Thomas
Schechter, Laura
Shi, Guanming
Stiegert, Kyle

ASSOCIATE PROFESSORS

Du, Sheldon
Grainger, Corbett

Parker, Dominic

ASSISTANT PROFESSORS

Conroy, Tessa*
Dower, Paul
Johnston, Sarah
Mukherjee, Priya
Stevens, Andrew

FACULTY ASSOCIATES

Beach, Jeremy
Berner, Courtney
Dong, Fengxia
Stephenson, Mark*

LECTURER

Schmidt, Silke
van Rijn, Jordan

UNDERGRADUATE ADVISOR

Davis, Linda

*AAE Affiliate Faculty

WISCONSIN EXPERIENCE

CAPSTONE

Students in the Agricultural Business Management (ABM) degree program must complete the senior capstone requirement. For our majors, the capstone is a specific class which offers students the opportunity to work in a group with other students in their area of interest to produce a final project and present it to their fellow students and Agricultural and Applied Economics faculty. Students will have the opportunity to demonstrate how the concepts they have learned in their ABM classes are applied to real-world situations.

INTERNSHIP

Internships allow students to gain professional experience and skills that future employers value. Agricultural Business Management students are encouraged to complete an internship during their undergraduate years and some of them choose to receive academic credit for their internship. An internship lets you experience a career to see if it's the right one for you, allows you to gain useful skills, and provides an opportunity to make connections with professionals in the industry. Students usually complete an internship during the summer after their sophomore or junior year.

RENK SCHOLARSHIP PROGRAM

Agricultural Business Management majors are eligible to apply for the Renk Scholarship Program (<https://renk.aae.wisc.edu/renk-scholarship/>), which can provide 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.

STUDY ABROAD

Students in the Agricultural Business Management degree program may choose to study abroad. Study abroad programs offer students the opportunity to gain an international perspective and can prepare students to participate in today's global economy. International

Academic Programs (IAP) (<https://www.studyabroad.wisc.edu/>) serves as the primary study abroad office on campus, offering over 200 programs in over 60 countries around the world. IAP program offerings, available to all majors, range from short-term, faculty-led opportunities to intensive language study, internships, a semester or a year at a university overseas, service-learning, and programs with special themes. There are also international programs offered through the College of Agricultural and Life Sciences (CALS) (<https://cals.wisc.edu/academics/undergraduate-students/studyabroad/>). Study abroad programs in CALS cover a variety of content areas such as sustainable development, food systems, agriculture, health and wellness, and community and economic development.

RESOURCES AND SCHOLARSHIPS

SCHOLARSHIPS

The Department of Agricultural and Applied Economics offers a number of scholarships to our majors. All students in the Agricultural Business Management degree program are encouraged to apply each year for department and CALS scholarships through the Wisconsin Scholarship Hub (WiSH). Students in the Agricultural Business Management degree program are also eligible to apply for the Renk Scholarship Program (<https://renk.aae.wisc.edu/renk-scholarship/>), which can provide 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.