

CATALOG INFORMATION

Dept and Nbr: AG 75

Title: AGRIC MANAGEMENT

Full Title: Agriculture Management

Last Reviewed: 5/15/2006

Units		Course Hours per Week		Nbr of Weeks	Course Hours Total	
Maximum	3.00	Lecture Scheduled	3.00	17.5	Lecture Scheduled	52.50
Minimum	3.00	Lab Scheduled	0	17.5	Lab Scheduled	0
		Contact DHR	0		Contact DHR	0
		Contact Total	3.00		Contact Total	52.50
		Non-contact DHR	0		Non-contact DHR	0

Total Out of Class Hours: 105.00

Total Student Learning Hours: 157.50

Title 5 Category: AA Degree Applicable

Grading: Grade Only

Repeatability: 00 - Two Repeats if Grade was D, F, NC, or NP

Also Listed As:

Formerly:

**Catalog Description:**  
Management principles encountered in the day to day operation of an agricultural enterprise are stressed especially as they relate to the decision making process. Personnel, taxation, laws and regulations, records management, public relations, finance, marketing and contemporary issues will be covered.

**Prerequisites/Corequisites:**

**Recommended Preparation:**  
Course Eligibility for ENGL 100A

**Limits on Enrollment:**

**Schedule of Classes Information:**  
Description: Management principles encountered in the daily operation of an agricultural enterprise especially as related to the decision making process. Personnel, taxation, laws & regulations, records management, public relations, finance, marketing & contemporary issues. (Grade Only)  
Prerequisites/Corequisites:

Recommended: Course Eligibility for ENGL 100A

Limits on Enrollment:

Transfer Credit: CSU;

Repeatability: Two Repeats if Grade was D, F, NC, or NP

## **ARTICULATION, MAJOR, and CERTIFICATION INFORMATION:**

<b>AS Degree:</b>	<b>Area</b>	Effective:	Inactive:
<b>CSU GE:</b>	<b>Transfer Area</b>	Effective:	Inactive:
<b>IGETC:</b>	<b>Transfer Area</b>	Effective:	Inactive:
<b>CSU Transfer:</b>	Transferable	Effective: Fall 1981	Inactive: Spring 2007
<b>UC Transfer:</b>		Effective:	Inactive:

**CID:**

**Certificate/Major Applicable:**

Certificate Applicable Course

## **COURSE CONTENT**

**Outcomes and Objectives:**

The student will:

1. Understand and describe models of management, organizations, and work.
2. Understand and describe past and present ideas about managing; historical background of management thoughts, organizing work, organization design, and the manager in the organization.
3. List and describe goals and objectives of a particular agricultural enterprise.
4. Describe people behavior in organizations.
5. Design a model plan for an agribusiness firm.
6. Understand and describe the nature of leadership and the role of manager as a leader.
7. Problem solve in the areas of personnel, taxation, laws/regulations, finance, marketing, and in current contemporary issues.

**Topics and Scope:**

1. Models of management, organizations, and work.
  - a. managerial work
  - b. the organization
  - c. work in the organization
2. Past and present ideas about managing.
  - a. historical background of management thought
  - b. organizing work
  - c. organization design
  - d. the manager in the organization

3. Goals in agribusiness.
  - a. the nature of goals
  - b. multiple organizational goals
  - c. managerial process of goal setting
  - d. evaluation of goal attainment
4. People: Behavior in organizations.
  - a. management and human behavior
  - b. theories of behavior
  - c. perception and thought
5. Decision making.
  - a. decision making models
  - b. variation in decision making
  - c. the environment of decisions
6. The decision maker.
  - a. image formation
  - b. behavioral decision methods
  - c. quantitative decision methods
7. Communication in the agribusiness.
  - a. the communication process
  - b. communication and organization structure
  - c. communication and the managerial process
8. Leadership.
  - a. the nature of leadership
  - b. factors that influence the leadership role
  - c. the role of manager as leader
9. Planning in the agribusiness.
  - a. a model of planning
  - b. designing plans
  - c. organizing for planning
10. Control of agribusiness.
  - a. the basis of control
  - b. achieving control
  - c. integrating control

### Assignment:

Selected management case studies.

### Methods of Evaluation/Basis of Grade:

**Writing:** Assessment tools that demonstrate writing skills and/or require students to select, organize and explain ideas in writing.

Written homework, Reading reports, Term papers
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Writing 0 - 40%
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**Problem Solving:** Assessment tools, other than exams, that demonstrate competence in computational or non-computational problem solving skills.

Homework problems, Exams
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Problem solving 0 - 20%
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**Skill Demonstrations:** All skill-based and physical demonstrations used for assessment purposes including skill performance exams.

None

Skill Demonstrations  
0 - 0%

**Exams:** All forms of formal testing, other than skill performance exams.

Multiple choice, True/false, Matching items, Completion

Exams  
0 - 40%

**Other:** Includes any assessment tools that do not logically fit into the above categories.

None

Other Category  
0 - 0%

**Representative Textbooks and Materials:**  
PRINCIPLES OF MANAGEMENT by Boone and Kurtz.