

AGRICULTURAL BUSINESS, A.A.S.

Major Code: 0511

The curriculum is intended for anyone interested in obtaining an agriculturally oriented business education. The skills and knowledge obtained can be applied in numerous areas of the nation's largest industry, all the way from managing modern farm operations to retail sales of agricultural commodities.

The Agricultural Business major allows the student to tailor his or her curriculum beyond a basic core of required courses. The Marketing option consists of a strong core of agriculturally oriented and marketing courses. The Technology option provides a basic core of agribusiness courses as well as the opportunity for the student to choose a number of courses in an agricultural technical area. A strength of this option is that the student not only will acquire a degree of knowledge in a technical area, but will also acquire good business skills to manage technology. The Transfer option is intended for students that desire to transfer into a bachelor degree program at a later date. It provides for a more generalized curriculum. Career opportunities exist within farm management, farm credit, farm services, banking, agricultural retail store management, farm insurance, agricultural sales, and marketing. One can also transfer into our bachelor degree program in Agricultural Business Development.

Student Learning Outcomes

Upon successful completion of this program, students will be able to:

- Understand consumers' behavior and the determination of demand for agricultural commodities and food products;
- Gain an understanding of the United States and the world food marketing system from the point of initial agricultural production until the finished product is in the hands of the consumer;
- Utilize the tools of financial analysis, management, and planning to solve problems in agriculture and in their own personal lives. These tools include budgeting, financial feasibility analysis, financial statements, and methods of risk analysis and management.

Curriculum Requirements

A minimum of 60 credits is required for degree completion in the Marketing and Technology Options. A minimum of 61 credits is required for degree completion in the Transfer Option.

Marketing Option

Code	Title	Credits
AGBS 100 or AGBS 225	Agricultural Economics Environmental Economics	3
AGBS 110	Intro to Food and Agribusiness ¹	3
AGBS 200	Marketing Agricultural Products	3
AGBS 240	Farm Management and Finance	4
AGBS 250 or AGBS 350	Decision Making for Ag Manager Ag Business Development	3
BSAD 209	Professional Sales	3
ACCT - Accounting as Advised		3
JOUR 272 or BSAD 300	Public Relations Publicity Mgt Management Communications	3

Select one of the following Options: 2-3

Option 1:		
CITA as Advised		
Option 2:		
OFFT 110	Introduction to MS Excel	
OFFT 100	Introduction to MS Word or OFFT 106 Personal Computer Keyboarding or OFFT 109 Introduction to MS PowerPoint	
SUNY General Education Communication Written and Oral as Advised		3
SUNY General Education Diversity, Equity, Inclusion & Social Justice as Advised		3
SUNY General Education Courses as Advised		14
General Electives as Advised		13
Total Credits		60-61

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Students transferring into Agricultural Business who have completed AGBS 240 Farm Management and Finance are not required to enroll in AGBS 110 Intro to Food and Agribusiness.

Technology Option

Code	Title	Credits
AGBS 100 or AGBS 225	Agricultural Economics Environmental Economics	3
AGBS 110	Intro to Food and Agribusiness ¹	3
AGBS 200	Marketing Agricultural Products	3
AGBS 240	Farm Management and Finance	4
AGBS 250 or AGBS 350	Decision Making for Ag Manager Ag Business Development	3
ACCT - Accounting as Advised		3
Select one of the following Options:		2-3

Option 1:		
CITA as Advised		
Option 2:		
OFFT 110	Introduction to MS Excel	
OFFT 100	Introduction to MS Word or OFFT 106 Personal Computer Keyboarding or OFFT 109 Introduction to MS PowerPoint	
SUNY General Education Communication Written and Oral as Advised		3
SUNY General Education Diversity, Equity, Inclusion & Social Justice as Advised		3
SUNY General Education Courses as Advised		14
General Electives as Advised		19
Total Credits		60-61

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Students transferring into Agricultural Business who have completed AGBS 240 Farm Management and Finance are not required to enroll in AGBS 110 Intro to Food and Agribusiness.

Transfer Option

This option meets the needs of students interested in agricultural education, cooperative extension, business or general agriculture. Proper selection of elective courses allows this option to address a wide variety of student interest areas.

Code	Title	Credits
AGBS 100	Agricultural Economics	3
AGBS 200	Marketing Agricultural Products	3
AGBS 240	Farm Management and Finance	4
AGBS 250	Decision Making for Ag Manager	3
or AGBS 350	Ag Business Development	
ACCT - Accounting as Advised		3
Select one of the following Options:		2-3
Option 1:		
CITA as Advised		
Option2:		
OFFT 110	Introduction to MS Excel	
OFFT 100	Introduction to MS Word	
	or OFFT 106 Personal Computer Keyboarding	
	or OFFT 109 Introduction to MS PowerPoint	
SUNY General Education Communication Written and Oral as Advised		3
SUNY General Education Diversity, Equity, Inclusion & Social Justice as Advised		3
MATH 102	Intermediate Algebra w Trig	3
CHEM 121	General College Chemistry I	4
SUNY General Education Courses as Advised		7
General Electives as Advised		21-22
Total Credits		59-61

Suggested Course Sequence

Course	Title	Credits
Year 1		
Fall		
AGBS 100	Agricultural Economics	3
AGBS 110	Intro to Food and Agribusiness	3
SUNY General Education Communication Written and Oral as Advised		3
MATH - Mathematics as Advised		3
General Electives as Advised		3
	Credits	15
Spring		
AGBS 200	Marketing Agricultural Products	3
SUNY General Education Diversity, Equity, Inclusion & Social Justice as Advised		3
ACCT - Accounting as Advised		3
OFFT 100	Introduction to MS Word	1
OFFT 110	Introduction to MS Excel	1
General Electives as Advised		3
	Credits	14
Year 2		
Fall		
AGBS 240	Farm Management and Finance	4
SUNY General Education Natural Sciences as Advised		3
General Electives as Advised		3
Electives from DANS/AGBS/AGRO/BSAD as Advised		8
	Credits	18
Spring		
AGBS 250	Decision Making for Ag Manager	3
or AGBS 350	or Ag Business Development	
Electives from DANS/AGBS/AGRO/BSAD as Advised		6
SUNY General Education as Advised		5
	Credits	14
	Total Credits	61