

AGRICULTURAL BUSINESS DEVELOPMENT, B.B.A.

Major Code: 1914

Agribusiness is the coordination of all activities that contribute to the production, processing, marketing, distribution, financing and development of agricultural commodities and resources. This includes food, fiber, wood products, natural resources, horticulture, and other plant and animal products and services. Agribusiness is a high-tech industry that uses satellite systems, computer databases and spreadsheets, biotechnology, and many other innovations to increase efficiency and profitability.

Students enrolled in the program will develop the management skills (both technical and soft) to make effective decisions relating to agricultural labor, finance and markets. The coursework includes a strong agriculture and business-based curriculum that emphasizes management application to large- and small-scale agribusiness as well as non-profit organizations. These business/organizations may include but are not limited to food production, distribution, value added, production agriculture, the United States Department of Agriculture, and non-governmental organizations.

According to the USDA 60,000 high-skilled agricultural job openings are expected annually in the U.S., yet only 35,000 graduates are available to fill the jobs. Expected strong employment opportunities exist for: technical sales representatives, food brokers, accountants, financial managers, market analysts, fruit and vegetable marketing representatives, sales managers, small animal health care distribution and international business specialists.

Student Learning Outcomes

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

- Create and successfully operate their own agricultural enterprise
- Seek financing and maintain positive relationships with creditors and financial institutions
- Identify market opportunities and successfully utilize the opportunities to improve profitability
- Form, create and maintain effective relationships with the non-agriculture community
- Develop, manage and maintain effective interpersonal skills in the corporate and family business setting
- Question, investigate, analyze, evaluate, and communicate in agribusiness
- Interact with peers toward the accomplishment of effectively collaborating with agribusiness peers
- Adapt to a constantly changing agribusiness environment, and identify realistic goals and inventions for short- and long-term business planning
- Assess the range of one's abilities, accept responsibility for setting realistic goals, and implement a plan for personal and professional well-being

Curriculum Requirements

A minimum of 120 credits is required for degree completion.

Code	Title	Credits
Requirements		
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 305	Ag Financial Decision Making	3
AGBS 350	Ag Business Development	3
AGBS 400	Distribution/Mkt Ag Products	4
AGBS 405	Farm & Rural Mngt Capstone	3
AGBS 450	Ag Policy & Development	3
AGBS 480	Retailing Agriculture Products	3
AGBS 440	Ag Business Intern Orientation	1
AGBS 470	Internship in Ag Business Dev	15
ACCT - Accounting as Advised		3
Select one of the following Options:		2-3
Option 1:		
CITA 101	Principles Computer Apps	
Option 2:		
AGSC 132	Introduction to Precision Farming	
Option 3:		
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	
Electives		
300-400 Upper Level Credits as Advised ²		10
Upper or Lower Level Credits as Advised ²		26
General Education Courses		
Select one of the following:		3
AGSC 137	Agricultural Statistics	
MATH 123	Elementary Statistics	
MATH 141	Statistics	
SUNY General Education Communication Written and Oral as Advised		3-6
SUNY General Education Diversity, Equity, Inclusion & Social Justice as Advised		3
SUNY General Education World Languages as Advised		3
SUNY General Education Natural Science as Advised		3-4
Additional SUNY General Education Coursework as Advised		11-15
Total Credits		115-124

1

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

2

Additional Electives selected from any course with the following subject codes: AGBS/AGEN/AGNR/AGRO/AGSC/ANSC/BIOL/BREW/BSAD/CANA/CHEM/CITA/COMM310/DANS/DTEC/ECON/EDU/ENSC/ERID/ESCI/ESTB/FSAD/HORT/NATR/NURS/NUTR/RENG/RREN/SPPR

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 Mathematics as Advised		3
SUNY General Education Communication Written and Oral as Advised		3
Additional Electives as Advised		3
Credits		15
Spring		
AGBS 200	Marketing Agricultural Products	3
SUNY General Education Diversity, Equity, Inclusion & Social Justice as Advised		3
OFFT 110	Introduction to MS Excel	1
OFFT 100	Introduction to MS Word	1
Additional Electives as Advised		3
SUNY General Education World Languages or Natural Science as Advised		3-4
Credits		14-15
Year 2		
Fall		
AGBS 240	Farm Management and Finance	4
ACCT - Accounting as Advised		3
Additional Electives as Advised		3
SUNY General Education World Languages or Natural Science as Advised		3-4
Credits		13-14
Spring		
AGBS 350	Ag Business Development	3
Additional Electives as Advised		9
SUNY General Education as Advised		3
Credits		15
Year 3		
Fall		
AGBS 400	Distribution/Mkt Ag Products	4
AGBS 305	Ag Financial Decision Making	3
Additional Electives as Advised		3
300-400 Upper Level Elective as Advised		3
SUNY General Education as Advised		3
Credits		16
Spring		
AGBS 450	Ag Policy & Development	3
AGBS 480	Retailing Agriculture Products	3
Additional Electives as Advised		2
300-400 Upper Level Electives as Advised		6
SUNY General Education or Liberal Arts and Sciences as Advised		3
Credits		17
Year 4		
Fall		
AGBS 405	Farm & Rural Mngt Capstone	3
AGBS 440	Ag Business Intern Orientation	1
Additional Electives as Advised		3
300-400 Upper Level Elective as Advised		1-3
SUNY General Education or Electives as Advised		6
Credits		14-16
Spring		
AGBS 470	Internship in Ag Business Dev	15
Credits		15
Total Credits		119-123