

**2009-11 Cal Poly Catalog**  
**Agribusiness Department**

**BS AGRICULTURAL BUSINESS**

- 60 units upper division       GWR
  - 2.0 GPA                               USCP
- \* = Required in Support; also satisfies GE

**MAJOR COURSES**

AGB 101 Introduction to Agribusiness.....	4
AGB 202 Sales, Communication, Leadership.....	4
AGB 212 Agricultural Economics .....	4
AGB 214 Agribusiness Financial Accounting .....	4
AGB 301 Food and Fiber Marketing .....	4
AGB 310 Agribusiness Credit and Finance .....	4
AGB 312 Agricultural Policy.....	4
AGB 313 Agricultural Economic Analysis.....	4
AGB 401 Managing Cultural Diversity in Agricultural Labor Relations (USCP) .....	4
AGB 460 Research Methodology in Agribusiness	2
AGB 461 Senior Project.....	2
Concentration courses (see below).....	28
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**SUPPORT COURSES**

BUS 207 Business Law.....	4
CHEM 110 World of Chem/Essentials (B3 & B4)* Life science elective with lab (B2*).....	4
<sup>1</sup> ECON 222 Macroeconomics (D2)* .....	4
<sup>2</sup> MATH 221 Calculus for Business & Econ. (B1)* STAT 221 Probability/Statistical Inference (B1)*	5
Any ASCI, PM <i>or</i> DSCI course .....	4
SS 121 Introductory Soil Science.....	4
Any FRSC, CRSC, HCS, PPSC <i>or</i> VGSC course..	4
AG 315/BRAE 340/BRAE 348/NR 312/NR 317/ NR 321/FSN 319 (Area F)* .....	4
Agricultural science electives.....	12
12 units in Agriculture with course prefixes other than AGB, AGC, AGED, <b>REC RPTA</b> , MSL and ERSC (except if crosslisted with SS). No AG prefixes except AG 315, AG 339, AG 360 and AG 450. No more than a combined total of 4 units in enterprise projects, special problems, internship and AG 243. ( <i>Corrected effective Summer 2009</i> )	
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	<b>53</b>

**GENERAL EDUCATION (GE)**

72 units required, 24 of which are specified in Support.  
 →See page 50 for complete GE course listing.  
 →Minimum of 12 units required at the 300 level.

**Area A Communication (12 units)**

A1 Expository Writing .....	4
A2 Oral Communication .....	4
A3 Reasoning, Argumentation, and Writing.....	4

**Area B Science and Mathematics (no add'l units req'd)**

B1 Mathematics/Statistics * 8 units in Support ....	0
B2 Life Science * 4 units in Support .....	0
B3 Physical Science * 4 units in Support.....	0
B4 One lab taken with either a B2 or B3 course	

**Area C Arts and Humanities (20 units)**

C1 Literature .....	4
C2 Philosophy .....	4
C3 Fine/Performing Arts .....	4
C4 Upper-division elective .....	4
Area C elective (Choose one course from C1-C4)	4

**Area D/E Society and the Individual (16 units)**

D1 The American Experience (40404) .....	4
D2 Political Economy * 4 units in Support.....	0
D3 Comparative Social Institutions .....	4
D4 Self Development (CSU Area E) .....	4
D5 Upper-division elective .....	4

**Area F Technology Elective (upper division)**

* 4 units in Support .....	0
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	<b>48</b>
<b>FREE ELECTIVES</b> .....	<b>11</b>
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	<b>180</b>

**CONCENTRATIONS or**

**INDIVIDUALIZED COURSE OF STUDY (select one)**

**Agribusiness Finance and Appraisal Concentration**

AGB 322 Principles of Agribusiness Management	4
AGB 324 Agric. Property Management and Sales ..	4
AGB 326 Rural Property Appraisal.....	4
AGB 331 Farm Accounting <i>or</i> AGB 323 Agribusiness Managerial Accounting .....	4
AGB 410 Agricultural Lending .....	4
ECON 337 Money, Banking, and Credit .....	4
<sup>3</sup> Approved electives: Any 300-400 level AGB/BUS or foreign language (any level) course(s) .....	4
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**Agribusiness Management Concentration**

AGB 321 Farm Records.....	4
AGB 322 Principles of Agribusiness Management	4
AGB 331 Farm Accounting <i>or</i> AGB 323 Agribusiness Managerial Accounting .....	4
AGB 433 Agricultural Price Analysis .....	4
AGB 435 Linear Programming in Agriculture .....	4
AGB 456/404/452.....	4
<sup>3</sup> Approved electives: Any 300-400 level AGB/BUS or foreign language (any level) course(s) .....	4
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	<b>28</b>

<sup>1</sup> AGB majors: AGB 212 is prerequisite for ECON 222, not ECON 221.  
<sup>2</sup> Prerequisite: Passing score on appropriate Mathematics Placement Examination, or MATH 118 or equivalent.  
<sup>3</sup> Consultation with advisor is recommended prior to selecting approved electives; bear in mind your selections may impact pursuit of post-baccalaureate studies and/or goals.

**Agribusiness Marketing Concentration**

AGB 318 Global Agricultural Marketing/Trade .....	4
AGB 323 Agribusiness Managerial Accounting.....	4
AGB 405 Agribus. Marketing Research Methods ...	4
AGB 406 Agribusiness Marketing Planning <i>or</i> AGB 407 Agribusiness Marketing Plan Internship .....	4
AGB 421 Agribusiness Operations Analysis <i>or</i> AGB 433 Agricultural Price Analysis .....	4
AGB 450 Agribusiness Strategy Formulation.....	4
<sup>1</sup> Approved electives: Any 300-400 level AGB/BUS or foreign language (any level) course(s) .....	4
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**Agribusiness Policy Concentration**

AGB 315 Land Economics .....	4
AGB 323 Agribusiness Managerial Accounting <i>or</i> AGB 435 Linear Programming .....	4
AGB 370 World Food Economy.....	4
AGB 409 California Agricultural Law.....	4
AGB 412 Advanced Agricultural Policy .....	4
AGB 421 Agribusiness Operations Analysis <i>or</i> AGB 433 Agricultural Price Analysis .....	4
<sup>1</sup> Approved electives: Any 300-400 level AGB/BUS or foreign language (any level) course(s) .....	4
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**International Agribusiness Management Concentration**

AGB 318 Global Agricultural Marketing and Trade .....	4
AGB 323 Agribusiness Managerial Accounting.....	4
AGB 370 World Food Economy.....	4
AGB 422 Logistics in Global Agribusiness .....	4
AGB 450 Agribusiness Strategy Formulation <i>or</i> AGB 451 Strategy and Cases in International Agribusiness .....	4
BUS 433 International Finance .....	4
<sup>1</sup> Approved electives: Any 300-400 level AGB/BUS or foreign language (any level) course(s) .....	4
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**Individualized Course of Study**

Advisor and department head pre-approval of courses is required .....	28
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<sup>1</sup> Consultation with advisor is recommended prior to selecting approved electives; bear in mind your selections may impact pursuit of post-baccalaureate studies and/or goals.