

# AGRICULTURAL BUSINESS (ABUS)

See Course Description Symbols and Terms (<https://catalog.csuchico.edu/academic-standards-policies/course-description-symbols-terms/>) for an explanation of course description terminology and symbols, the course numbering system, and course credit units.

## ABUS 101 Introduction to Agricultural Business and Economics 3 Units GE

**Typically Offered:** Fall and spring

The role of agricultural business in the economy. Introductory economic and business principles and their application to the solution of agricultural problems. 3 hours lecture. (000014)

**General Education:** Social Sciences (D)

**Grade Basis:** Graded

**Repeatability:** You may take this course for a maximum of 3 units

**Course Attributes:** Lower Division

## ABUS 211 Agricultural Selling and Consulting 3 Units

**Typically Offered:** Spring only

Application of selling and consulting techniques for agribusiness firms. 3 hours lecture. (015808)

**Grade Basis:** Graded

**Repeatability:** You may take this course for a maximum of 3 units

**Course Attributes:** Lower Division

## ABUS 231 Computer Applications in Agriculture 3 Units

**Typically Offered:** Fall and spring

Survey of microcomputer applications for agribusiness management, emphasizing personnel productivity software, including database manager, advanced spreadsheet, and electronic communication software. 3 hours lecture. (000025)

**Grade Basis:** Graded

**Repeatability:** You may take this course for a maximum of 3 units

**Course Attributes:** Lower Division

## ABUS 261 Farm Accounting 3 Units

**Typically Offered:** Fall and spring

Introduction to the principles of farm accounting, farm business record keeping, agribusiness management, financial analysis, and enterprise budgeting. 1 hour discussion, 2 hours lecture. (000020)

**Grade Basis:** Graded

**Repeatability:** You may take this course for a maximum of 3 units

**Course Attributes:** Lower Division

## ABUS 262 Management Accounting for Agriculture 3 Units

**Prerequisite:** ABUS 261 or ACCT 201.

**Typically Offered:** Fall and spring

Cost concepts as a management tool in agriculture are explored. Budgeting techniques for planning and control and for long-term projects are developed. 2 hours activity, 2 hours lecture. (015011)

**Grade Basis:** Graded

**Repeatability:** You may take this course for a maximum of 3 units

**Course Attributes:** Lower Division

## ABUS 298 Special Topics 1-3 Units

**Typically Offered:** Inquire at department

This course is for special topics offered for 1.0 - 3.0 units. Typically the topic is offered on a one-time-only basis and may vary from semester to semester and be different for different sections. See the class schedule for the specific topic being offered. 3 hours seminar. (000022)

**Grade Basis:** Graded

**Repeatability:** You may take this course more than once

**Course Attributes:** Lower Division

## ABUS 299 Special Problems 1-3 Units

**Prerequisite:** Faculty permission.

**Typically Offered:** Fall and spring

This course is an independent study of a topic or problem and is offered for 1.0-3.0 units. Students must register with a supervising faculty member. A maximum of 6 units of special problems may be applied toward a bachelor's degree in agriculture. 9 hours supervision. (020956)

**Grade Basis:** Credit/No Credit

**Repeatability:** You may take this course for a maximum of 6 units

**Course Attributes:** Lower Division

## ABUS 300 Agricultural Business Competition 1 Unit

**Typically Offered:** Fall and spring

This course prepares interested students for regional and national Quiz Bowl competition of the Agricultural Applied Economics Association.

Areas of preparation include agricultural business and economics, general agriculture, statistics, economics, accounting, finance management and marketing. 1 hour lecture. (015866)

**Grade Basis:** Credit/No Credit

**Repeatability:** You may take this course for a maximum of 8 units

**Course Attributes:** Upper Division

## ABUS 301 Agricultural Production Economics and Quantitative Analysis 3 Units

**Prerequisite:** ABUS 101 or ECON 103.

**Typically Offered:** Fall and spring

Application of microeconomic theory to the agricultural production process, including single and multivariate production and cost functions, price determination in competitive and non-competitive markets and programs. 3 hours lecture. (000024)

**Grade Basis:** Graded

**Repeatability:** You may take this course for a maximum of 3 units

**Course Attributes:** Upper Division

## ABUS 311 Agricultural Markets and Pricing 3 Units

**Prerequisite:** ABUS 101.

**Typically Offered:** Fall and spring

Economic principles applied to the marketing of agricultural products. Function, structure, and operation of agricultural markets. Introduction to the futures market. Trends in marketing of California agricultural crops and livestock. 3 hours lecture. (000026)

**Grade Basis:** Graded

**Repeatability:** You may take this course for a maximum of 3 units

**Course Attributes:** Upper Division

## ABUS 312 Wholesaling and Retailing Food Products 3 Units

**Prerequisite:** ABUS 311.

**Typically Offered:** Fall only

This course covers principles and practices of distributing food from producer to consumer. The functions of wholesalers and intermediate handlers, including food brokers, are discussed. An in-depth analysis of the food retail industry is included. 3 hours lecture. (015010)

**Grade Basis:** Graded

**Repeatability:** You may take this course for a maximum of 3 units

**Course Attributes:** Upper Division

- ABUS 321 Agribusiness Management** **3 Units**  
**Prerequisite:** ABUS 101 or equivalent.  
**Typically Offered:** Fall and spring  
 The application of economic and management principles to the planning, control, and organization of agribusiness firms. Linear programming applications, decision trees, inventory control, and equipment replacement. 3 hours lecture. (000027)  
**Grade Basis:** Graded  
**Repeatability:** You may take this course for a maximum of 3 units  
**Course Attributes:** Upper Division
- ABUS 341 Natural Resource Economics** **3 Units**  
**Prerequisite:** ABUS 101 or faculty permission.  
**Typically Offered:** Fall only  
 The economics of renewable natural resource use, management, development, and allocation. Conflicts in use, markets for resources, cases of market failure, and economic conservation will be discussed. 3 hours lecture. (015981)  
**Grade Basis:** Graded  
**Repeatability:** You may take this course for a maximum of 3 units  
**Course Attributes:** Upper Division; Sustainable Course
- ABUS 350 International Agricultural Business Practices** **3 Units**  
**Typically Offered:** Spring only  
 The goal of this course is to have students develop their analytical, decision-making, and communication skills related to marketing and management of food systems in the world economy. Focusing on the unique aspects of the food and fiber trade-physical attributes, storage practices, phytosanitary criteria, and food safety concerns. 3 hours lecture. (020799)  
**Grade Basis:** Graded  
**Repeatability:** You may take this course for a maximum of 3 units  
**Course Attributes:** Upper Division
- ABUS 389 Internship in Agribusiness** **1-3 Units**  
**Prerequisite:** Permission of Internship Coordinator.  
**Typically Offered:** Spring, summer, fall  
 This course is an internship offered for 1.0-3.0 units. You must register directly with a supervising faculty member. Work experience with selected agribusinesses, including financial institutions, marketing agencies, management firms, farms, ranches, private or public agencies. Experience must be related to business aspects of agriculture. Supervised by faculty and staff of cooperating banks, farms, agencies, and corporations. 0 hours independent study. (000032)  
**Grade Basis:** Credit/No Credit  
**Repeatability:** You may take this course for a maximum of 15 units  
**Course Attributes:** Upper Division
- ABUS 390 World Food and Hunger Issues** **3 Units GC, GE**  
**Prerequisite:** GE Oral Communication (A1); GE Written Communication (A2); GE Critical Thinking (A3); GE Mathematics/Quantitative Reasoning (B4) requirements, or consent of the instructor.  
**Typically Offered:** Fall and spring  
 A study of agricultural problems and policies of developing nations. Emphasis on cultural values; physical, economic, and political constraints; hunger and international trade. 3 hours lecture. (015535)  
**General Education:** Upper-Division Social Sciences (UDD); Agriculture, Food, and Environment Pathway; Global Studies Pathway  
**Grade Basis:** Graded  
**Repeatability:** You may take this course for a maximum of 3 units  
**Course Attributes:** Upper Division; Global Cultures; Sustainable Course
- ABUS 398 Special Topics** **1-3 Units**  
**Typically Offered:** Inquire at department  
 This course is for special topics offered for 1.0 - 3.0 units. Typically the topic is offered on a one-time-only basis and may vary from semester to semester and be different for different sections. See the class schedule for the specific topic being offered. 3 hours seminar. (000034)  
**Grade Basis:** Graded  
**Repeatability:** You may take this course more than once  
**Course Attributes:** Upper Division
- ABUS 399 Special Problems** **1-3 Units**  
**Prerequisite:** Upper-division standing, faculty permission.  
**Typically Offered:** Fall and spring  
 This course is an independent study of a topic or problem and is offered for 1.0-3.0 units. Students must register with a supervising faculty member. Study/research in agriculture under direct supervision of a faculty member. A maximum of 6 units may be applied toward a bachelor's degree in agriculture. 0 hours independent study. (000035)  
**Grade Basis:** Credit/No Credit  
**Repeatability:** You may take this course for a maximum of 6 units  
**Course Attributes:** Upper Division
- ABUS 411 Seminar in Agricultural and Food Marketing Planning** **3 Units**  
**Prerequisite:** ABUS 311 or faculty permission.  
**Typically Offered:** Fall only  
 To provide an in-depth understanding of operating marketing planning and implementation. Development of a marketing plan including product and market assessment, financial evaluation justification, a plan of action, and an evaluation/control component. 3 hours seminar. (000049)  
**Grade Basis:** Graded  
**Repeatability:** You may take this course for a maximum of 3 units  
**Course Attributes:** Upper Division
- ABUS 412 Agricultural and Food Marketing Competition** **1 Unit**  
**Prerequisite:** ABUS 411.  
**Typically Offered:** Spring only  
 Prepares students for the Western Collegiate Food Marketing Competition. Areas of preparation include developing a comprehensive marketing plan that incorporates: product/market assessment, defining business objectives, SWOT analysis, financial evaluation, and professional presentation skills. 1 hour seminar. (020994)  
**Grade Basis:** Credit/No Credit  
**Repeatability:** You may take this course for a maximum of 4 units  
**Course Attributes:** Upper Division
- ABUS 415 Agribusiness Data Analysis** **3 Units**  
**Prerequisite:** ABUS 231, MATH 105.  
**Typically Offered:** Fall and spring  
 Methods in agribusiness data analysis, including descriptive and inferential statistics, hypothesis formulation and testing, analysis of variance, and regression analysis. Topics include statistical techniques for a range of agricultural applications, including the analysis of price-determining factors for agricultural products. 3 hours lecture. (000040)  
**Grade Basis:** Graded  
**Repeatability:** You may take this course for a maximum of 3 units  
**Course Attributes:** Upper Division

<p><b>ABUS 421 Advanced Agribusiness Management</b> <b>3 Units</b>  <b>Prerequisite:</b> ABUS 301, ABUS 321, senior standing.  <b>Typically Offered:</b> Fall and spring            Agribusiness organization and management. Budgeting, input-output relationships, and enterprise analysis in decision making. Application of economic and management principles. Human resource management. 2 hours activity, 2 hours lecture. (000041)  <b>Grade Basis:</b> Graded  <b>Repeatability:</b> You may take this course for a maximum of 3 units  <b>Course Attributes:</b> Upper Division</p>	<p><b>ABUS 487 Risk Management Strategies: Personnel &amp; Equipment</b> <b>3 Units</b>  <b>Typically Offered:</b> Spring only            Study of risk management strategies in agriculture, including workplace safety, rules, and regulations. Equipment selection, maintenance, trends, and economics. Determining equipment requirements and costs. Systems for recording parts, services, and maintenance. 3 hours lecture. (000179)  <b>Grade Basis:</b> Graded  <b>Repeatability:</b> You may take this course for a maximum of 3 units  <b>Course Attributes:</b> Upper Division</p>
<p><b>ABUS 425 Cooperatives Seminar</b> <b>3 Units</b>  <b>Prerequisite:</b> ABUS 101, ABUS 311, senior standing.  <b>Typically Offered:</b> Inquire at department            Cooperative principles and philosophy. Types and importance of cooperative activity in the U.S. Accounting for cooperative activity. 3 hours seminar. (000067)  <b>Grade Basis:</b> Graded  <b>Repeatability:</b> You may take this course for a maximum of 6 units  <b>Course Attributes:</b> Upper Division</p>	<p><b>ABUS 489 Internship in Agri Business</b> <b>1-3 Units</b>  <b>Typically Offered:</b> Fall and spring            3 hours lecture. (000043)  <b>Grade Basis:</b> Graded  <b>Repeatability:</b> You may take this course for a maximum of 15 units  <b>Course Attributes:</b> Upper Division</p>
<p><b>ABUS 435 Commodity Futures and Options Markets</b> <b>3 Units</b>  <b>Prerequisite:</b> ABUS 231.  <b>Typically Offered:</b> Spring only            Application of strategies to manage risk in commodity markets through the understanding of forwards, futures, and options contracts. 3 hours lecture. (021696)  <b>Grade Basis:</b> Graded  <b>Repeatability:</b> You may take this course for a maximum of 3 units  <b>Course Attributes:</b> Upper Division</p>	<p><b>ABUS 498 Special Topics</b> <b>1-3 Units</b>  <b>Typically Offered:</b> Inquire at department            This course is for special topics offered for 1.0-3.0 units respectively. Typically the topic is offered on a one-time-only basis and may vary from term to term and be different for different sections. See the Class Schedule for the specific topic being offered. 3 hours supervision. (000069)  <b>Grade Basis:</b> Graded  <b>Repeatability:</b> You may take this course more than once  <b>Course Attributes:</b> Upper Division</p>
<p><b>ABUS 451W Agricultural Policy (W)</b> <b>3 Units W</b>  <b>Prerequisite:</b> ABUS 301, ECON 102.  <b>Typically Offered:</b> Fall and spring            Domestic and international issues in U.S. agricultural food policy. A study of the major problems confronting agriculture, the process by which government formulates agricultural policy, and the socio-economic impact of current government programs. 3 hours lecture. (000029)  <b>Grade Basis:</b> Graded  <b>Repeatability:</b> You may take this course for a maximum of 3 units  <b>Course Attributes:</b> Upper Division; Writing Course</p>	<p><b>ABUS 499 Special Problems</b> <b>1-3 Units</b>  <b>Prerequisite:</b> Faculty permission.  <b>Typically Offered:</b> Fall and spring            This course is an independent study of special problems offered for 1.0-3.0 units. You must register directly with a supervising faculty member. 0 hours independent study. (000071)  <b>Grade Basis:</b> Credit/No Credit  <b>Repeatability:</b> You may take this course for a maximum of 6 units  <b>Course Attributes:</b> Upper Division</p>
<p><b>ABUS 464 Farm and Ranch Appraisal</b> <b>3 Units</b>  <b>Prerequisite:</b> ABUS 101.  <b>Typically Offered:</b> Fall only            Principles and techniques of farm and ranch appraisal. Valuation of farm and rural resources. 3 hours laboratory, 2 hours lecture. (000031)  <b>Grade Basis:</b> Graded  <b>Repeatability:</b> You may take this course for a maximum of 3 units  <b>Course Attributes:</b> Upper Division</p>	<p><b>ABUS 499H Honors Research in Agricultural Business</b> <b>6 Units</b>  <b>Prerequisite:</b> Faculty permission.  <b>Typically Offered:</b> Fall and spring            An intensive 6-unit, one-year course in agricultural business research. See College office for details. Open to students with at least a 3.0 GPA in the major. The course consists of a faculty-supervised research project, a thesis, and a public presentation. 18 hours independent study. (000072)  <b>Grade Basis:</b> Graded  <b>Repeatability:</b> You may take this course for a maximum of 6 units  <b>Course Attributes:</b> Upper Division</p>
<p><b>ABUS 465 Agricultural Finance</b> <b>3 Units</b>  <b>Prerequisite:</b> ABUS 101 and ABUS 261.  <b>Typically Offered:</b> Fall and spring            Financing of agricultural enterprises. Principles, methods, and institutions involved in financing farming enterprises and related agricultural industries. Coordinated financial statements. Capital budgeting. 2 hours activity, 2 hours discussion. (000030)  <b>Grade Basis:</b> Graded  <b>Repeatability:</b> You may take this course for a maximum of 3 units  <b>Course Attributes:</b> Upper Division</p>	