
The University of Tennessee at Martin

Agricultural Business Concentration 2005-2006

Career Opportunities

To help American farmers respond to the increasing demand for agricultural products, at home and abroad, a major industry known as agribusiness has developed. Agribusiness is designed for students who in most cases may not be farming but wish to pursue a career in the agricultural industry. Agribusiness was developed to help the student better understand and make sound technical decisions in response to an ever-changing demand for agricultural products.

The agricultural business program leads to a bachelor of science degree in agriculture. The program prepares students for careers with industry or government. The curriculum is also structured to prepare students for admission to graduate school in either agriculture economics or business administration.

As agriculture is becoming more and more technical and business more sophisticated, it is essential that students receive training in both agriculture and business. In the agriculture business program, technical agriculture and agricultural economics are taught in the College of Agriculture and Applied Sciences, and most business techniques are taught in the College of Business and Public Affairs.

Employment Possibilities

The production of food and fiber, processing them, and transporting the final products to the world's people is the largest enterprise on earth. Everyone everywhere depends on agriculture and thus in some way on agri-business. Colleges of agriculture throughout the country recognize the necessity for trained individuals in the complex fields of agricultural business. It is estimated that nearly 50,000 jobs related to agriculture become available each year and many of them are related to agricultural business.

Some of the many career opportunities available for agricultural business graduates include those in agricultural sales, farm equipment, government services, financial services, grain and feed industries, transportation, foreign trade, agricultural communications and the Agricultural Extension Service. These are just some of the examples of careers in agricultural business, a field which touches practically all areas of agriculture.

Facilities

Modern agricultural laboratories, classrooms and computer laboratory are located in Brehm Hall and the West Tennessee Agricultural Pavilion. The student is taught to use the computer, and numerous computer facilities are available for the student's convenience. In some cases, field trips are made to nearby industries and farms to learn their operating procedures.

For More Information Contact

Dr. Jerry Gresham, Chair
Department of Agriculture and Natural Resources
257 Brehm Hall, Martin, TN 38238
Phone: (731) 881-7262; E-mail: jgresham@utm.edu

Program of Study: Agricultural Business Concentration, 2005-2006

This list includes all courses required; however, the sequence may be flexible.

Freshman Year

Fall

Agricultural Economics 110: Introduction to Agricultural Business	3
English 111: English Composition	3
Math 140: College Algebra and Elementary Functions	3
Aesthetics Elective*	3
<u>Biological & Physical Systems Elective*</u>	<u>4</u>
Total Hours	16

Spring

Agricultural Engineering Technology 110: Introduction to Agricultural Engineering	3
English 112: English Composition	3
Math 160: Calculus for Business and Life Sciences or Calculus I	3
Plant Science 110: Introduction to Plant and Soil Science	3
<u>Biological & Physical Systems*</u>	<u>4</u>
Total Hours	16

Sophomore Year

Fall

Accounting 201: Financial Accounting for Decision Making	3
Agriculture 295: International Food & Fiber Systems	3
Animal Science 110: Introduction to Animal Science	3
Economics 201: Principles of Microeconomics	3
<u>Math 210: Elementary Statistics & Probability</u>	<u>3</u>
Total Hours	15

Spring

Accounting 202: Managerial Accounting Information for Decision Making	3
Communication 230: Public Speaking	3
Economics 202: Principles of Microeconomics	3
Soil Science 210: Introduction to Soil Science**	4
<u>Global Dynamics Elective*</u>	<u>3</u>
Total Hours	16

Junior Year

Fall

Agricultural Economics 364: Agricultural Marketing	3
Agricultural Economics 375: Environmental and Agricultural Law	3
Communications 230: Public Speaking	3
Agri/NRM Elective*	3
<u>General Elective*</u>	<u>4</u>
Total Hours	16

Spring

Agriculture 390: Career Planning in Agriculture	2
Agricultural Economics 325: Agricultural & Natural Resource Policy	3
Agricultural Economics 335: International Agricultural Trade	3
Agricultural Economics 445: Natural Resource Economics	3
<u>Agri/NRM Elective*</u>	<u>3</u>
Total Hours	14

Senior Year

Fall

Agriculture 441: Interpretation of Agricultural Research	3
Agricultural Economics 471: Agribusiness Management	3
Agri/NRM Elective*	3
<u>Business Electives*</u>	<u>6</u>
Total Hours	15

Spring

Agricultural Economics 465: Agricultural Finance	3
Agricultural Economics 485: Math Economics for Agriculture	3
Agri/NRM Elective*	3
<u>Global Dynamics Elective*</u>	<u>3</u>
Total Hours	12

*See catalog for options.

** Chemistry 121 required for entrance into Soil Science 210.