The University of Tennessee at Martin
Bachelor of Science in Agricultural Business
(with a major in Agricultural Business)
Farm and Ranch Management Concentration (1172)

Overview
To help American farmers respond to the increasing demand for agricultural products, at home and abroad, a major industry known as agribusiness has developed. The farm and ranch management option is designed for students who are interested in the applied aspects of the agricultural industry. Farm and ranch management offers students the flexibility to be exposed to various components of the agriculture complex to better understand and make sound technical decisions in response to an ever-changing demand for agricultural products.

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 farm and ranch management 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 Global Affairs.

Career Opportunities
The program prepares students for careers with industry or government. Farm and ranch management students take a core of agribusiness courses alongside a broad selection of agriculture and natural resource management courses. This flexibility allows students to take a variety of course offerings from multiple areas within agriculture. The curriculum can be structured to prepare students for admission to graduate school in either agriculture economics or business administration.

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 farm and ranch management graduates include those in agricultural chemical sales, feedlot manager, farm manager, farm equipment sales, government services, financial services, market analyst, grain and feed industries, transportation, foreign trade, precision agriculture, agricultural communications and the Cooperative Extension Service.

Facilities
Modern agricultural laboratories, classrooms and computer laboratories located in Brehm Hall and the Ned R. McWherter Agricultural Pavilion are available for student use. Field trips are made to nearby industries and farms to observe and learn their operating procedures.

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B.S. in Agricultural Business
Farm and Ranch Management Concentration
2019-2020

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<td>ENGL 105 or 111</td>
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## B.S. in Agricultural Business – Farm and Ranch Management Concentration (1172)
### Course Requirements for 2019-2020 catalog

**Fine Arts (3 hours) Select One**
- ART 110 Understanding Visual Arts
- ARTH 210 The History of Art
- ARTH 211 The History of Art
- DANC 110 Understanding Dance
- MUS 111 Masterpieces of Music
- MUS 112 Music in Our Time
- MUS 113 Western Masterpieces
- MUS 114 Historical Survey of Jazz
- MUS 115 Music for the Masses
- THEA 110 Understanding Theatre
- THEA 111 Understanding Theatre

**Mathematics (3 hours) Select one**
- MATH 110 Essentials of Algebra
- MATH 130 The nature of Mathematics
- MATH 140 College Algebra & Elementary Functions
- MATH 160 Calculus for Business & Life Sciences
- MATH 185 Precalculus
- MATH 210 Elementary Statistics & Probability
- MATH 251 Calculus
- HONR 120 Development of Mathematical Enquiry

**Social and Behavioral Sciences (6 hours)**
- ECON 201 Principles of Macroeconomics
- ECON 202 Principles of Microeconomics

**Ag Core (9 hours)**
- AGEC 110 Introduction to Agricultural Business
- **Select 6 hours:**
  - ANSC 110 Introduction to Animal Science
  - PLSC 110 Introductory Plant & Soil Science
  - AGET 110 Introduction to Agricultural Engineering
  - AGRI 190 Career Planning in Agriculture
  - SOIL 210 Soil Science

**Farm & Ranch Management Concentration* (73 hours)**
- AGEC 250 Introduction to Agricultural Sales
- AGEC 271 Farm Management
- AGEC 311 Spreadsheet Analysis in Agribusiness
- AGEC 325 Agricultural and Natural Resources Policy
- AGEC 335 International Agricultural Trade
- AGEC 364 Agricultural Marketing
- AGEC 370 Agricultural Price Analysis
- AGEC 371 Adv. Farm & Ranch Management
- AGEC 372 Adv. Farm & Ranch Management Lab
- AGEC 415 Agricultural Futures and Options
- AGEC 465 Agricultural Finance

**AG/NRM Electives** *(24 hours)* AGEC, AGED, AGET, AGRI, ANSC, NRM, PARK, PLSC, SOIL, WBIO, VET, FRP

**Communications (9-10 hours)**
- ENGL 105 English Composition
- ENGL 111 English Composition
- ENGL 113 English for Technical Writers
- COMM 230 Public Speaking
- COMM 229 Public Communication Online
- HONR 110 Public Speaking & Rhetorical Tradition

**Humanities (9 hours) Select three**
- ENGL 205 British Literature; ENGL 215 British Literature
- ENGL 260 American Literature; ENGL 261-American Literature
- ENGL 270-World Literature; ENGL 271-World Literature
- FREN 250-France Today; GERM 250-Germany Today
- HIST 121-World Civilization I; HIST 122-World Civilization II
- HIST 201-History of U.S. I; HIST 202-History of U.S II; HONR 101-Great Works I, Ancient World and Classical Antiquity; HONR 102-Late Antiquity to Middle Ages; HONR 201-Late Middle Ages to Renaissance; JAPN 250-Japan Today; PHIL 110-Adventure of Ideas: Historical; PHIL 120-Adventure of Ideas: Contemporary; PHIL 130-Ethics & Race; PHIL 160-Exploring Ethics; RLS 201-Intro Religious Studies; SPAN 250-Latin America Today

**General Electives (12-18 hours)**

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*At least 30 hours of concentration requirements must be taken in upper-division courses.
**All maximum of nine hours can be selected from among Special Problems, Practicum, Research Participation, Supervised Field Experience, or International Travel Study.