Farm and Ranch Management - AGEC 4331- 010

Instructor: Kishor Luitel, Ph.D.
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Phone: 325-942-2027

Class Meeting: 9:30 am - 10:45 am Tuesdays and Thursdays
Class Location: Vincent Nursing Physical Sci 263
Office Hours: When I am in my office my door is open and you are welcome to step in and ask a question. However, if you set up an appointment to meet with me in advance then I will definitely be in my office at the time that we agree upon.

FYI: My Class Schedule: MWF 8-8:50am
TR 9:30-10:45am
TR 11am-12:15pm
TR 12:30-1:45pm

Required Text & Materials
You will also need access to Blackboard to access notes, homework assignments, and other course materials.

Required Textbook:

The official citation for the text is:

Reading assignments are posted on the tentative class schedule. You are expected to have read the chapter(s) before the material is covered in class.

Other Materials: While it is not required, you may find a calculator helpful for the homework assignments and the exams.

Important Dates:
August 29: First day of class
September 4: Labor Day holiday (no class)
November 22-24: Thanksgiving holidays (no class)
December 14: Final exam, 8am

Course Prerequisites: You need not have taken prior classes in economics, management, or accounting to be successful in AGEC 4331; however, this course is part of a progression that assumes students have at least taken AGEC 1331/2317 and either MATH 1314/1302 or MATH 1324. Based on this I assume that students in AGEC 4331 possess the following knowledge:

- Students should understand the basic economic production and cost relationships
- Students should know what a ratio is and how to interpret one.
- Students should know what the slope of a straight line represents and how to calculate the slope of a line using information found in a graph.
- Students should know how to solve for an unknown variable in an equation.
Students should know how to take a set of numerical information and plug it into an equation to calculate a solution.

If you do not have much experience with these concepts & skills or are uncertain about your ability I will be happy to provide you with extra materials related to these skills and explain them to you in more detail outside of class. In addition, the ASU tutoring center is a great resource for help with basic math skills.

**Course Objective**
This course provides opportunities for students to apply economic concepts to management decisions using farm and ranch situations. Course materials relate to economic applications in planning and budgeting, business financial analysis, and investment analysis. The course provides an opportunity for students to experience the application of basic economic principles before progressing to more advanced economic concepts in the higher level courses of the curriculum.

**Course Description:**
This course provides opportunities for students to apply economic and financial concepts to management decisions using farm and ranch situations.

- **Part 1** of the course focuses on the farm management and decision making process. You will be introduced to management function, business function, farmer as a manager concept and Business plan.
- **Part 2** of the course focuses on micro economics to make production decisions. You will be introduced to the economic theories and analysis tools that can be used to understand the choices of what to produce, how to produce, and how much to produce.
- **Part 3** is related to the financial management of a farm or ranch enterprise. You will be introduced to common accounting systems and the use of these systems to gather data related to business performance.
- **Part 4** of the course focuses on review.

**Learning Goals & Objectives:** As your instructor I have established 4 learning goals and related objectives. Your progress towards these goals and objectives will be assessed through your ability to correctly answer questions on assignments, quiz, homework and exams.

- **Goal 1:** Introduce students to intermediate level economic concepts related to the production of a good or service.
  - **Objective 1.1:** Students will be able to identify the 3 stages of production.
  - **Objective 1.2:** Students will be able to define and illustrate the use of the equimarginal principle.
  - **Objective 1.3:** Students will be able to define and calculate the marginal rate of technical substitution between inputs.
  - **Objective 1.4:** Students will be able to identify the cost minimizing combination of inputs in a production process.
  - **Objective 1.5:** Students will be able to identify the profit maximizing combination outputs.

- **Goal 2:** Introduce students to basic accounting and financial management concepts & tools.
  - **Objective 2.1:** Students will be able to explain what an accounting system is and what the difference is between cash and accrual systems.
  - **Objective 2.2:** Students will be able to explain what important information the balance sheet and income statement contain.
  - **Objective 2.3:** Students will be able to use information from the income statement, balance sheet, and other sources to develop measurements of business performance.
Objective 2.4: Students will be able to use measurements of business performance discussed in class to analyze a farm or ranch enterprise, draw conclusions about its performance, and make relevant suggestions for improvement.

Goal 3: Teach students about the use of enterprise, partial, and cash flow budgets in the planning & controlling of a farm or ranch enterprise.
  
  Objective 3.1: Students will be able to differentiate between the different cash and noncash expenses a farm or ranch enterprise will face.
  
  Objective 3.2: Students will be able to explain illustrate the purpose, format & use & of an enterprise budget.
  
  Objective 3.3: Students will be able to discuss and illustrate the purpose, format, and use of partial budgets.

Course Policies: Please read these policies carefully as they explain how assignments and exams will be conducted and how your final grade will be calculated.

Attendance & Participation: Attendance is essential to perform well in this class and will make up part of your final grade. Keep in mind that simply being in a desk every day is not enough if you want to learn. You must be actively engaged in what is going on by asking questions when you have them and by discussing how each day’s topic is related to the world around you.

  How I Take Attendance: I pass around a sign-in sheet at the start of class. If you do not sign in then you will be counted as absent for that day.

Policy Regarding Absences: If an absence is necessary and you know about it beforehand then make sure you let me know about it early. If an absence is necessary and you do not know about it beforehand then make sure contact me as soon as you can. I have final say as to whether an absence is necessary, but I generally side with the student. All I really ask is that you communicate with me.

Absences for University Events: If you will be absent due to a university event do not assume that I know about it. You still need to contact me personally regarding the absence.

ASU Policy of Religious Holy Days: A student who intends to observe a religious holy day should make that intention known in writing to the instructor prior to the absence. A student who is absent from classes for the observance of a religious holy day shall be allowed to take an examination or complete an assignment scheduled for that day within a reasonable time after the absence.

Homework and Quiz

Homework and quiz assignments will be given throughout the semester accessed through Blackboard and in-class.

  Some quiz will be in class, and some will on Blackboard.
  Some assignments may be long and/or require a number of calculations. If you wait until the last minute to access these assignments then you will have a hard time completing them.
  Failure to complete a homework assignment will result in a zero being given for that assignment. A specific deadline for completing a homework assignment will be given. ABSOLUTELY NO LATE HOMEWORK ASSIGNMENTS WILL BE ACCEPTED.
  I will discuss the group work in class.

Exams: There are three exams, plus an optional final, planned for this course.

  Each exam consists of multiple choice questions taken from the test bank provided by the authors of your text book.
  The first three exams are not cumulative. The final exam is cumulative, but it is optional and will replace your lowest exam score in your grade total if you choose to take it. The final exam CANNOT hurt your final grade total.
• If you miss an exam and it is an excused absence you will be allowed to take the exam on a different date. It is my preference that you take the exam early if possible.
• If you miss an exam and it is an unexcused absence you will not be allowed to make it up.
• If you are late to an exam you will be allowed to take it as long as no one has turned in their copy. You will not be given extra time to complete the exam if you are late.

• **Grading Policy**
  • **Grading Scale:**
    - A = 90 – 100
    - B = 80 – 89
    - C = 70 – 79
    - D = 60 – 69
    - F = 0 – 59
  • **Policy on Rounding:** I will round a grade up to the next letter ONLY if the numerical grade ends in a 9.50 – 9.99. In other words, 89.50 rounds to an A, but 89.49 is a B.
  • **Grading Components**
    - Exam Average: 45% of final grade
    - Homework, Class Assessment and Quiz: 30% of final grade
    - Attendance: 10% of final grade
    - Group work presentation and writing: 15% of final grade

To calculate your grade:

\[(\text{Exam Ave} \times 0.45) + (\text{homework} \times 0.30) + (\text{Attend} \times 0.1) + (\text{Group} \times 0.15) = \text{Grade}\]

**Technical Difficulties or Other Issues:** Should you experience any technical difficulties or other issues that prevent you from completing an assignment contact me AS SOON AS IT OCCURS. If you contact me by email, please use the following format:

Subject: AGEC 4331

Dear Dr. Luitel,
[State your difficulty]. Can you please [state your request]?
Thank you,
[Name]

Be advised that I may ask some follow up questions and your answers might determine how accommodating I am.

**Academic Integrity and Misconduct:** Angelo State University expects its student to maintain complete honesty and integrity in their academic pursuits. Students are responsible for reading and understanding the policies set forth in the Student Handbook: [http://www.angelo.edu/student-handbook/](http://www.angelo.edu/student-handbook/).

**Americans with Disabilities Act:**

Angelo State University is committed to the principle that no qualified individual with a disability shall, on the basis of disability, be excluded from participation in or be denied the benefits of the services, programs, or activities of the university, or be subjected to discrimination by the university, as provided by the Americans with Disabilities Act of 1990 (ADA), the Americans with Disabilities Act Amendments Act of 2008 (ADAAA), and subsequent legislation.
Student Disability Services is located in the Office of Student Affairs, and is the designated campus department charged with the responsibility of reviewing and authorizing requests for reasonable accommodations based on a disability. It is the student’s responsibility to initiate such a request by contacting an employee of the Office of Student Affairs, in the Houston Harte University Center, Room 112, or contacting the department via email at ADA@angelo.edu. For more information about the application process and requirements, visit the Student Disability Services website at www.angelo.edu/ADA. The employee charged with the responsibility of reviewing and authorizing accommodation requests is:

Dallas Swafford
Director of Student Disability Services
Office of Student Affairs
325-942-2047
dallas.swafford@angelo.edu
Houston Harte University Center, Room 112

Use of Cell Phones & Electronic Devices:
- Your cell phone may be left on but should be put away and silenced during the lecture. If I see a cell phone out during an exam I will take up your exam and you will receive a failing grade.
- If you wish to use an electronic device to take notes you may do so; however, if I feel that your use of such a device is causing a distraction I will ask you to put it away.

Policy on Deviations from this Syllabus: While I hope I do not have to make any changes to the course policies or course schedule, there is always the possibility that special circumstances will arise that necessitate changes be made. If such a circumstance occurs then I will communicate it both in class and via Blackboard. Once announced, any such changes will supersede what is written in this syllabus.

Tentative Schedule of Course
Part 1: 08/28-09/21/2017: Management
Farm Management now and in future
Management in decision making
Business plan
Exam 1: 09/21/2017

Part 2: 09/25-10/26/2017 Economics principle
Choosing Production
Choosing input and output level
Cost concept in economics
Exam 2: 10/26/2017

Part 3: 10/30-11/21/2017: Finance
Balance Sheet, Income Statement, Statement of owners’ Equity, and Cash Flow
Financial Investment Analysis
Exam 3: 11/21/2017

Part 4: 11/23-12/07/2017: Review and Presentation
Final Exam (cumulative): 12/14/2017 at 8:00am (optional)