AG E-AGRICULTURAL ECONOMICS (AG E)

AG E 100. Introductory to Food and Agribusiness Management
3 Credits
Orientation to agricultural supply businesses, farm and ranch production, food markets, food processing and distribution, and food consumption. Microeconomic principles for managers. May be repeated up to 3 credits.

AG E 101. Careers in Food and Agribusiness
1 Credit
Orientation to agribusiness management. Students will learn about agricultural production and marketing in New Mexico, the United States, and the world. Students will be introduced to faculty and staff within the department, learn about career opportunities available to AEAB graduates, and develop a greater appreciation of agricultural management issues. May be repeated up to 1 credits. Restricted to Las Cruces campus only.
Prerequisite(s): Freshman status only or obtain consent of instructor.

AG E 200. Special Topics
1-4 Credits
Specific subjects and credits to be announced in the Schedule of Classes. Maximum of 4 credits per semester. No more than 9 credits toward a degree. Consent of instructor required.

AG E 210G. Survey of Food and Agricultural Issues
3 Credits
Survey of food and agricultural issues, including: geography of food production and consumption; human-agricultural-natural resource relations; agriculture in the United States and abroad; modern agribusiness; food safety; food, agriculture, and natural resources policy; ethical questions; role and impact of technology. Crosslisted with: FSTE 210G.

AG E 236. Principles of Food and Agribusiness Management
3 Credits
Description and application of management and financial principles, marketing planning, and organization theory in small business situations. May be repeated up to 3 credits.

AG E 250. Technology and Communication for Business Management
3 Credits (2+2P)
Understanding and improving skills for data analysis, information management and communication is the focus of this course. Drawing examples from a variety of management, business, technological and research situations, students discover the versatility and variety of uses of computer applications such as spreadsheet, database, presentation and document software. Emphasizing a 'hands-on' approach students learn the foundations of these tools and their use.

AG E 260. Introduction to Food and Agribusiness Accounting
3 Credits
Purpose and methods of keeping and analyzing farm and ranch records. Net worth and income statements, efficiency measures, analysis of the business, and tax computations. May be repeated up to 3 credits.

AG E 300. Internship
1-4 Credits (1-4)
Professional work experience under the supervision of a faculty member. May be repeated up to 6 credits. Consent of Instructor required. S/U Grading (S/U, Audit). Restricted to Las Cruces campus only.
Prerequisite(s): Consent of instructor.

AG E 305. Marketing and Food Agricultural Products
3 Credits
Description of agricultural processes and functions; food production and consumption patterns; agricultural product prices; nature of competition in agricultural product markets; commodity markets. May be repeated up to 3 credits. Crosslisted with: MKTG 305.
Prerequisite(s): ECON 201G or ECON 252G.

AG E 311. Financial Futures Markets
3 Credits
Emphasis on financial instruments, currencies, and stock index futures. Principles of hedging, arbitrage, speculation, technical and fundamental price analysis, and trading strategies. Simulated computer trading game. Same as AEEC/FIN 511 with additional coursework required at the graduate level. Cannot receive credit for both AG E/FIN 311 and AEEC/FIN 511. Same as FIN 311.

AG E 313. Food and Agricultural Sales
3 Credits
Techniques of salesmanship including application of sales techniques. Identification and classification of buyer type and different approaches to sales based on client base. Improving oral communication skills through individual and/or group sales presentations. May be repeated up to 3 credits.
Prerequisite(s): Junior or above standing.

AG E 314. Agricultural and Natural Resource Law
3 Credits
Relationship of common-law principles, statutory law and regulatory law to problems involving agriculture with an emphasis on New Mexico issues. Legal problems relevant to agribusiness, torts, fencing laws, liability for agricultural pollution, irrigation water rights, corporations and partnerships, land tenure, farm and ranch tenancy, agricultural labor, farm and ranch management and taxation. May be repeated up to 3 credits.

AG E 315V. World Agriculture and Food Problems
3 Credits
Description of agricultural processes and functions; food production and consumption patterns; agricultural product prices; nature of competition in agricultural product markets; commodity markets. May be repeated up to 3 credits. Crosslisted with: MKTG 305.

AG E 317. Agribusiness Management
3 Credits
Techniques of salesmanship including application of sales techniques. Identification and classification of buyer type and different approaches to sales based on client base. Improving oral communication skills through individual and/or group sales presentations. May be repeated up to 3 credits.
Prerequisite(s): Junior or above standing.

AG E 318. Agricultural and Natural Resource Law
3 Credits
Relationship of common-law principles, statutory law and regulatory law to problems involving agriculture with an emphasis on New Mexico issues. Legal problems relevant to agribusiness, torts, fencing laws, liability for agricultural pollution, irrigation water rights, corporations and partnerships, land tenure, farm and ranch tenancy, agricultural labor, farm and ranch management and taxation. May be repeated up to 3 credits.

AG E 319. Agricultural and Natural Resource Law
3 Credits
Relationship of common-law principles, statutory law and regulatory law to problems involving agriculture with an emphasis on New Mexico issues. Legal problems relevant to agribusiness, torts, fencing laws, liability for agricultural pollution, irrigation water rights, corporations and partnerships, land tenure, farm and ranch tenancy, agricultural labor, farm and ranch management and taxation. May be repeated up to 3 credits.

AG E 325. Food and Agribusiness Finance and Planning
3 Credits
Understanding, using, and constructing financial statements for agribusiness analysis. Learn how to produce integrated pro forma financial statements first on paper and then on a spreadsheet. Prepare and link revenue, cost, and financing input assumptions formulas to the financial statements using spreadsheets. May be repeated up to 3 credits. Crosslisted with: ANSC 325.
Prerequisite(s): AG E 250 or equivalent experience using spreadsheets.

AG E 337V. Natural Resource Economics
3 Credits
Gain insight into important natural resource problems of our time. Apply economic principles to problems in the preservation, use, and development of agricultural, range, mineral, water, forestry, fishery, and environmental resources. Understand the use of cost-benefit analysis for government natural-resource projects, policies, and programs. Same as GEOG 315V.
AG E 340. Economics of Food and Agricultural Markets
3 Credits
Focuses on the analysis of supply and demand characteristics of commodities with particular attention to agricultural products. Pays special attention to empirical analysis. Includes institutional aspects of pricing, temporal and spatial price relationships, price forecasting, and the economic consequences of pricing decisions. May be repeated up to 3 credits.
Prerequisite(s): ECON 252G, MATH 142G, and A ST 311 or A ST/STAT 251G.

AG E 342. Economic Analysis of Food and Agribusiness
3 Credits
A discussion and application of economic, managerial, and financial considerations in agricultural business. May be repeated up to 3 credits.
Prerequisite(s): ECON 252G, ECON 252G.

AG E 384V. Water Resource Economics
3 Credits
Use of economic principles to evaluate current and emerging issues in water resources. Applications focus on use of economic methods of analysis to current policy decisions surrounding agricultural, municipal, industrial, and environmental uses of water. Same as ECON 384V.
Prerequisite: AG E 100 or ECON 252G.

AG E 385. Applied Production Economics
3 Credits
Analysis of economic principles of agricultural production and planning, emphasizing marginal principles. Practical application in budgeting and analyzing profit maximizing agricultural-production strategies. May be repeated up to 3 credits.
Prerequisite(s): ECON 252G, MATH 142G, and A ST 311 or A ST/STAT 251G.

AG E 400. Seminar
1 Credit
Prerequisite(s): Senior standing.

AG E 406. The Economics of Sports
3 Credits
Applying the tools of economic analysis to a particular industry and gaining an in-depth knowledge of the interaction of professional sports teams and leagues with the economy and society. Same as ECON 406.

AG E 420. Special Problems
1-3 Credits
Special problems in agricultural economics or agricultural business of particular interest to the individual student. Maximum of 3 credits per semester. No more than 6 credits toward degree. Consent of instructor required.

AG E 425. Food and Agribusiness Financial Management
3 Credits
Description and application of techniques and principles of financial management to problem situations faced by agricultural businesses, including financial statement development and analysis, capital budgeting, sources and costs of capital. May be repeated up to 3 credits.
Prerequisite(s): ECON 252G and ACCT 221.

AG E 440. Ranch Economics
3 Credits
Economic principles related to western ranch business. Business management, economic characteristics of ranches, ranch land problems and values, and economics of rangeland use.
Prerequisite: ECON 201G or ECON 252G.

AG E 445V. Agricultural Policy
3 Credits
Historical and cultural background of food and agricultural policy in the United States. Analysis of food and agricultural problems, policy-making and implementation. Economic evaluation of specific U.S. food and agricultural policy instruments, their domestic and international impacts.
Prerequisites: ECON 251G and ECON 252G.

AG E 450. Spreadsheet Applications in Food and Agriculture
3 Credits (2+2P)
An advanced course in electronic spreadsheets and the concepts and tools of database management emphasizing agricultural application. Same as AEEC 550 with additional work for graduate credit. Cannot receive credit for both AG E 450 and AEEC 550. May be repeated up to 3 credits.
Prerequisite(s): AG E 250 or consent of instructor.

AG E 451. Food and Agribusiness Market Assessment and Research
3 Credits
Applications course in which self-managed teams develop and present marketing plans for agribusiness firms. Emphasis on integrating the marketing mix, particularly promotional elements. May be repeated up to 3 credits. Crosslisted with: MKTG 451.
Prerequisite(s): AG E 305 or MKTG 305 or consent of instructor.

AG E 452. Food and Agribusiness Marketing Plan Development
3 Credits
This course focuses on learning marketing research methods applicable to developing new food and agricultural products and repositioning existing products for new markets. Students will be required to prepare precise written and oral marketing plans to industry standards and will have opportunities to present written and oral plans at national competitions. May be repeated up to 3 credits.

AG E 456. Case Studies in Food and Agribusiness Management
3 Credits
Integration of production, marketing, accounting, finance, agricultural policy, human behavior, and business environment concepts in management of agricultural businesses using a decision case approach. May be repeated up to 3 credits.
Prerequisite(s): Senior standing.

AG E 458. Economics of Making and Marketing Wine
3 Credits
Economics of making and marketing wine for small commercial wineries and amateurs. The class starts with selecting, crushing, and fermenting grapes and all the steps required through bottling the wine. Students must be 21 to enroll in the class. Consent of instructor required.
AG E 470. Real Estate Appraisal
3 Credits (2+2P)
This course addresses issues influencing the value of real estate with some emphasis upon rural properties. Topics include courthouse records, property taxes, appraisal methodology, expert courtroom testimony, condemnation, and legal issues. Students will take field trips and write appraisals. Course material is relevant to students in Finance, Accounting, and Pre-Law, as well as Agriculture. Accredited for hours to apply to both pre-licensing and continuing education requirements of the New Mexico Real Estate Commission for both Appraisers and Real Estate Brokers. Crosslisted with: FIN 470
Prerequisite(s): Junior or above standing.

AG E 499. Senior Thesis
3 Credits
Develop a thesis project with a faculty advisor. The senior thesis requires students to work creatively to apply business and economic principles to address a problem of concern. Restricted to AEAB majors.
Prerequisites: consent of department head and have senior standing.