Course Details

Course Title & Number: ABIZ 0470 Financial Management 2
Number of Credit Hours: 4 credit hours
Class Times & Days of Week: Lectures:
Monday 8:30 a.m. – 9:20 a.m.
Wednesday 8:30 a.m. – 9:20 a.m.
Friday 8:30 a.m. – 9:20 a.m.
Labs:
B01 – Tuesday 1:00 p.m. – 2:15 p.m.
B02 – Tuesday 2:30 p.m. – 3:45 p.m.
Location for lectures/labs: Lecture – Agriculture 172
Lab – Agriculture 130
Pre-Requisites: ABIZ 0470 Financial Management 1

Instructor Contact Information

Instructors: Mr. Gavin Betker and Mr. Terry Betker
Lab Instructors: Mr. Garrett Sawatzky and Ms. Jaqueline Manaigre
Preferred Form of Address: Gavin, Terry, Garrett, Jaquie
Office Location: Gavin and Terry – Suite 260 100 Innovation Drive (SmartPark)
Garrett and Jacquie – Room 164 Agriculture
Office Hours or Availability: By appointment
Office Phone No. (204) 275-0458
Email: gavin.betker@umanitoba.ca
 terence.betker@umanitoba.ca
 garrett.sawatzky@umanitoba.ca
 jaquie.Manaigre@umanitoba.ca
Emails will be responded to within 48 hours.
Course Description
Study of analysis of financial statements and financial information by decision makers managing the finances of farms and agricultural businesses.

Course Overview
This course will familiarize students with key concepts and tools required to manage a successful farm business. This course will provide students with the skills required to evaluate a business given basic financial information.

Course Goals and Intended Learning Outcomes
Course Goals: Upon completion of the course, the students should be able to:

1. Understand cash and accrual financial statements
2. Describe how coordinated financial statements work
3. Understand Statements of Net Worth and Balance Sheets
4. Recognize and understand the key figures on a Balance Sheet, Income Statement, and Statement of Cash Flow
5. Understand Statements of Net Worth and Balance Sheets
6. Understand the importance of Liquidity, Solvency, Profitability and Financial Efficiency
7. Understand and calculate key ratios and indicators
8. Understand financial management concepts including:
   a. Projections and forecasts
   b. Enterprise and sensitivity analysis
   c. Partial budgets
   d. Capital budgets
   e. Sustainable growth
   f. Restructuring
   g. Financial targets and investment guidelines
   h. Risk management
   i. Managing liquidity

Learning Outcomes:
1. Students will develop skills to assess and analyze financial statements.
2. Students will be able to effectively communicate their goals and financial situation to lenders.
3. Students will develop skills to organize financial information.
4. Students will develop critical thinking skills when analyzing different financial scenarios.

Using Copyrighted Material
Please respect copyright. We will use copyrighted content in this course. We have ensured that the content we use is appropriately acknowledged and is copied in accordance with copyright
laws and University guidelines. Copyrighted works, including those created by us, are made available for private study and research and must not be distributed in any format without permission. Do not upload copyrighted works to a learning management system (such as UM Learn), or any website, unless an exception to the Copyright Act applies or written permission has been confirmed. For more information, see the University’s Copyright Office website at http://umanitoba.ca/copyright/ or contact um_copyright@umanitoba.ca.

Recording Class Lectures

Terry Betker, Gavin Betker, the lab instructor(s) and the University of Manitoba hold copyright over the course materials, presentations and lectures which form part of this course. No audio or video recording of lectures or presentations is allowed in any format, openly or surreptitiously, in whole or in part without permission. Course materials (both paper and digital) are for the participant’s private study and research.

Textbook, Readings, Materials

Optional Textbook:

Course Technology

It is the general University of Manitoba policy that all technology resources are to be used in a responsible, efficient, ethical and legal manner. The student can use all technology in classroom setting only for educational purposes approved by instructor and/or the University of Manitoba Student Accessibility Services. Students should not participate in personal direct electronic messaging / posting activities (e-mail, texting, video or voice chat, wikis, blogs, social networking (e.g. Facebook) online and offline “gaming” during scheduled class time. If student is on call (emergency) the student should switch his/her cell phone on vibrate mode and leave the classroom before using it. (©S Kondrashov. Used with permission)

Laptops and school computers may only be used for note taking, accessing course resources, presentations, group work, and using the EAGLE software program.

Required Software:
Backswath Management Inc. EAGLE Software. The software is available at the University of Manitoba bookstore.

Course Information:
Course information and lecture materials will be posted on UMLearn. Communication will be sent to students’ U of M email.

Class Communication

The University requires all students to activate an official University email account. For full details of the Electronic Communication with Students please visit:
Please note that all communication between myself and you as a student must comply with the electronic communication with student policy (http://umanitoba.ca/admin/governance/governing_documents/community/electronic_communication_with_students_policy.html). You are required to obtain and use your U of M email account for all communication between yourself and the university.

**Expectations: We Expect You To**

1. Attend lecture and lab session regularly.
2. Participate in classroom and lab activities and make a positive contribution to the learning environment.
3. Seek clarification from instructors if course content is not understood.
4. Become proficient with EAGLE software.

**Academic Integrity:**
In addition to the general information about academic integrity and student discipline included in Schedule “A” Policies and Resources, please note the following:

(i) Group projects are subject to the rules of academic dishonesty;
(ii) Group members must ensure that a group project adheres to the principles of academic integrity;
(iii) The limits of collaboration on assignments should be defined as explicitly as possible; and,
(iv) All work is to be completed independently unless otherwise specified.

**Expectations: You Can Expect Us To**
A large part of our teaching practice includes the use of questions in class. We expect students to respond but we do not expect perfection. We expect students to be respectful and to be prepared. As instructors, we will offer the same respectfulness and preparedness back to the students. We will use real farm examples when possible and applicable. We will do our best to answer all questions students may have, and if the answers are not immediately available, we will work to find answers and get the correct information back to the student or class.

**Students Accessibility Services**
If you are a student with a disability, please contact SAS for academic accommodation supports and services such as note-taking, interpreting, assistive technology and exam accommodations. Students who have, or think they may have, a disability (e.g. mental illness, learning, medical, hearing, injury-related, visual) are invited to contact SAS to arrange a confidential consultation.  
*Student Accessibility Services* [http://umanitoba.ca/student/saa/accessibility/](http://umanitoba.ca/student/saa/accessibility/)
Class and Lab Schedule

This schedule is subject to change at the discretion of the instructor and/or based on the learning needs of the students but such changes are subject to Section 2.8 of the ROASS Procedure.

Outline of lecture topics:
The following topics will be covered in lectures:

- Strategy, management, and financial performance alignment
- Review of accounting terms and financial statements
- Ratio analysis
- Forecasts and projections
- Financial targets and investment guidelines
- Scenario analysis (structural change)
- Partial budgets and capital budgeting
- Enterprise and sensitivity analysis
- Sustainable growth
- Debt restructuring
- Risk management
- Managing liquidity

**ABIZ 0470 Lab Schedule - 2020**
Labs: B01 (Tuesday, 1:00 - 2:15), B02 (Tuesday, 2:30 - 3:45)

<table>
<thead>
<tr>
<th>Week</th>
<th>Lab</th>
<th>Dates</th>
<th>Topic</th>
<th>Submission Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td>07-Jan</td>
<td>No Labs</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>1</td>
<td>14-Jan</td>
<td>1 year Income Statement &amp; Balance Sheet</td>
<td>Eagle</td>
</tr>
<tr>
<td>3</td>
<td>No Labs</td>
<td>21-Jan</td>
<td>No Labs - Ag Days Field Trip</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>3</td>
<td>28-Jan</td>
<td>Capital Planning Scenario/Analysis</td>
<td>UM Learn</td>
</tr>
<tr>
<td>5</td>
<td>4</td>
<td>04-Feb</td>
<td>Liquidity</td>
<td>UM Learn</td>
</tr>
<tr>
<td>6</td>
<td>4</td>
<td>11-Feb</td>
<td>Solvency</td>
<td>UM Learn</td>
</tr>
<tr>
<td>-</td>
<td>No Labs</td>
<td>18-Feb</td>
<td>No labs - Reading Week</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>5</td>
<td>25-Feb</td>
<td>Profitability</td>
<td>UM Learn</td>
</tr>
<tr>
<td>8</td>
<td>6</td>
<td>03-Mar</td>
<td>Efficiency</td>
<td>UM Learn</td>
</tr>
<tr>
<td>9</td>
<td>7</td>
<td>10-Mar</td>
<td>Case Study Scenario 1 - Group Assignment</td>
<td>Paper/UM Learn/Eagle</td>
</tr>
<tr>
<td>10</td>
<td>8</td>
<td>17-Mar</td>
<td>Case Study Scenario 2 - Group Assignment</td>
<td>Paper/UM Learn/Eagle</td>
</tr>
<tr>
<td>11</td>
<td>9</td>
<td>24-Mar</td>
<td>Case Study Scenario 3 - Group Assignment</td>
<td>Paper/UM Learn/Eagle</td>
</tr>
</tbody>
</table>
Course Evaluation Methods
Grades will be based on a mid-term exam, a final exam and lab participation and assignments. A satisfactory D grade level, or higher, is required to pass this course. **Instructors reserve the right to assign a zero score for any late assignment.**

<table>
<thead>
<tr>
<th>Due Date:</th>
<th>Assessment Tool</th>
<th>Value of Final Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mid-term exam scheduled for: <strong>March 4, 2020</strong> (Note: This is an in-class test.)</td>
<td>Exam</td>
<td>20%</td>
</tr>
<tr>
<td>Final exam scheduled for: Scheduled During Exam Period <strong>(NOTE: Exam is cumulative to the start of classes.)</strong></td>
<td>Exam</td>
<td>40%</td>
</tr>
<tr>
<td>Lab Assignments</td>
<td>Assignments</td>
<td>40%</td>
</tr>
</tbody>
</table>

Grading
The following grading scale will be applied to tests, assignments, and exams as applicable.

<table>
<thead>
<tr>
<th>Letter Grade</th>
<th>Percentage out of 100</th>
</tr>
</thead>
<tbody>
<tr>
<td>A+</td>
<td>90-100</td>
</tr>
<tr>
<td>A</td>
<td>85-89</td>
</tr>
<tr>
<td>B+</td>
<td>80-84</td>
</tr>
<tr>
<td>B</td>
<td>75-79</td>
</tr>
<tr>
<td>C+</td>
<td>70-74</td>
</tr>
<tr>
<td>C</td>
<td>60-69</td>
</tr>
<tr>
<td>D</td>
<td>50-59</td>
</tr>
<tr>
<td>F</td>
<td>Less than 50</td>
</tr>
</tbody>
</table>

Assignment Extension and Late Submission Policy
**No extensions on lab assignments.** Late submissions of assignments may result in a grade of 0% (F) at the sole discretion of the instructors.