ABIZ 1000: Introduction to Agribusiness Management
Winter 2018

Lectures: Tuesdays and Thursdays, 11:30 am – 12:45 pm    Section: A03
Lecture Room: 130 Agriculture Building
Class web page: www.umanitoba.ca/umlearn

Instructor
Farhan Islam
Room: 374 Drake Centre
Email: Farhan.Islam@umanitoba.ca
Office hours:  Friday 10:30 am – 12:00 pm (January 6 – March 15,2018)
            TBA (March 16 – April 6, 2018) (Email in advance about your visit)

Course Description
This course is designed to provide students concepts and tools used to manage small to medium sized businesses with particular emphasis on agribusinesses. Concepts covered in course material include introductions to profit, production, finance, marketing, and risk management. Students will use spreadsheet skills to organize and process information, analyze data, and prepare pertinent reports.

Course Topics
1. Marketing Management
2. Consumer Demand
3. Forecasting
4. Budgeting
5. Financial Analysis
6. Capital Budgeting
7. Decision Making
8. Production Economics
9. Organization and Legal Structure
10. Game Theory
11. International Business
12. Commodity Marketing
13. Entrepreneurship, Small Business, and New Venture Creation
14. Securities and Investments
15. Productivity and Quality

Course Objectives
By the end of this course students should be able to:
• Describe the factors that influence consumer demand and how it reacts to changes in prices and other factors.
• Employ forecast procedures for business planning.
• Calculate the optimal level of output using economic principles.
• Explain the benefits and limitations of budgeting.
• Employ the various financial statements in business decision making.
• Interpret the different financial ratios.
• Identify the best organizational structure.

Textbooks

Course Format and Requirements
This class will meet for two instructor-guided lectures per week. Students are expected to read the material posted online before coming to class. To pass the course, students must complete individual homework assignments, group assignments, a midterm, and a final exam. College-level quality writing is expected for all the assignments. Please proofread and spell-check your work before submitting it. If I need to communicate with you I will send you an e-mail to your U of M e-mail. Please check your U of M e-mail regularly.

Homework Assignments
There will be several homework assignments. You may discuss course material with your classmates outside of class but you must submit a separate assignment which must be entirely your own. The homework assignments should be submitted at the beginning of class on the due date. Late or missed assignments will receive a grade of zero.

Group Work
The group work is meant to give you an opportunity to apply skills and concepts learned in class to a business with real-world characteristics. You will work in teams of five to six members on a business plan. Please send me your group members by February 8, 2018. If you don’t have a group by February 8, 2018 I will assign you one.

1. Business Plan: Each group will write a business plan for a business of your choice. The business plan will have required elements, but it will be students’ creativity and thoughtfulness in exceeding those minimum requirements that will determine the highest grades. All business plan ideas must be approved by Farhan Islam (Instructor) prior to beginning the business plan. Please submit your business plan idea by March 8 (one submission per group). The business plan is due on April 5, 2018 (hard copy submission at the beginning of the class).

Further instructions on the business plan will be provided early in the term. Group members will rate each other based on their participation and contribution to the group work. Each member's grade on group work will be weighted by the average of the ratings
received from their groupmates. **Late or missed assignments will receive a grade of zero for all group members.**

**Exams**

There will be a midterm exam and a final exam. The midterm exam will be halfway through the term during class time. The final exam will be comprehensive with more weight on material covered after the midterm. The final exam will take place during the April exam period and will be scheduled by the University. Students won’t be allowed to write the final exam at a time other than that prescribed by the University. Please bring a calculator for the exams.

**Grading**

<table>
<thead>
<tr>
<th>Assignment</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>Homework Assignments</td>
<td>15 %</td>
</tr>
<tr>
<td>Midterm Exam</td>
<td>30 %</td>
</tr>
<tr>
<td>Business Plan</td>
<td>15 %</td>
</tr>
<tr>
<td>Final Exam</td>
<td>40 %</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>100 %</strong></td>
</tr>
</tbody>
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**Make-Up Policy**

There will be **NO** make-up assignments/exams. In the case of a missed midterm, where the absence is legitimate and has been appropriately documented with a valid, original medical certificate or documentation/evidence of a compassionate reason, the student’s final grade will be re-weighted (the final exam will be worth 70%). Failure to write a scheduled in-class exam without valid documentation will result in a grade of zero.

Missed homework and group assignments will **NOT** be re-weighted.

**Academic Integrity**

All University of Manitoba guidelines for academic honesty apply in this class. Students are expected to do their own assignments and exams. Plagiarism or any other form of cheating in assignments, examinations or term tests is subject to serious academic penalty. A student found guilty of contributing to cheating in examinations or term assignments is also subject to serious academic penalty (see the University of Manitoba’s Undergraduate Calendar for further details).

**Accommodations for students with disabilities**

I am available to discuss appropriate academic accommodations that may be required for students with disabilities. Requests for academic accommodations are to be made during the first three weeks of the term, except for unusual circumstances, so arrangements can be made. Students are encouraged to register with Student Accessibility Services (SAS - [http://umanitoba.ca/student/saa/accessibility](http://umanitoba.ca/student/saa/accessibility)) to verify their eligibility for appropriate accommodations. You can contact the SAS office in person at 520 University Centre, by phone at (204) 474-7423, or by email at servicedesk@umanitoba.ca.
ROASS Schedule A

Schedule A of the Responsibilities of Academic Staff with regards to Students (ROASS) provides information on various University policies and resources that are available for students. Schedule A is posted on the course website. It is important that you familiarize yourself with this document.

Important dates

January 16: Last day to register
February 8: Group members due
February 19: Louis Riel Day (No class)
Feb. 20 – Feb. 23: Winter Term break
March 1: Mid-term Exam (in class exam)
March 8: Business Plan idea
March 16: Last day for voluntary withdrawal
April 5: Business Plan due
April 6: Last day of classes (April 5 for ABIZ 1000)
Apr. 9 – Apr. 23: Final Exam period