

# Syllabus

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ABIZ 1000 D01: Introduction to Agribusiness Management

Winter Term (May 2026 – June 2026)

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## COURSE INFORMATION

Course Title & Number: Introduction to Agribusiness Management (ABIZ 1000 D01)

Credit Hours: 3

Delivery Format: Distance (online)

Prerequisites: None

## INSTRUCTOR & TEACHING ASSISTANT

Instructor: Dr. Charles Grant (preferred form of address: Dr. Grant)

Office: Agriculture Building, Room 359

Office Hours: By appointment (arranged by email)

Phone: 204-474-9619

Email: [charles.grant@umanitoba.ca](mailto:charles.grant@umanitoba.ca) (Replies within 48h weekdays; no weekend replies)

## COURSE DESCRIPTION

This course introduces the fundamental concepts of agribusiness management in a modern context. Students will gain foundational knowledge in logistics, efficiency, marketing, financial management, and human resources. Technical skills include the use of spreadsheets and Python programming for agribusiness applications. The course culminates in an executive business plan for a food product.

## COURSE GOALS

1. Develop competence in spreadsheets and Python for agribusiness.
2. Understand contemporary agribusiness challenges.
3. Solve logistics and efficiency problems.
4. Explore HR management in agribusiness.
5. Apply data management skills.
6. Differentiate between commodity and branded marketing.
7. Assess risk, return, profit, and wealth.
8. Create an executive agribusiness plan.
9. Strengthen communication and teamwork skills.

## **COURSE LEARNING OBJECTIVES**

By the end of this course, students will be able to:

- Use spreadsheets and Python to address logistics and efficiency problems.
- Write job descriptions, interview questions, and conduct interviews.
- Apply data management and marketing practices.
- Assess risk, return, profit, and wealth in agribusiness.
- Develop and present an executive agribusiness plan.

## **TEXTBOOK**

Required: All You Can Grow – An Agribusiness Double.

By Charles Grant and Sara Quinton (2025). ISBN: 978-1-55383-604-9

## **COURSE TECHNOLOGY**

UM Learn will be used for course management.

Students are expected to use spreadsheets and Python (both free and open source).

## **EXPECTATIONS**

Students: Actively engage, complete assignments on time, demonstrate academic integrity, and communicate respectfully.

Instructor & TA: Provide syllabus and materials, fair and timely grading, respectful communication, and availability for consultation (instructor for exams, TA for assignments).

## **EVALUATION**

Assignments & Exams:

- Assignment 1 (Ch. 2–5) – May 14 (11:59 pm) – 10%
- Midterm Exam 1 (Ch. 2–5) – May 19 (7–8:30 pm) – 30%
- Assignment 2 (Ch. 6–9) – May 28 (11:59 pm) – 10%
- Midterm Exam 2 (Ch. 6–9) – June 2 (7–8:30 pm) – 30%
- Executive Business Plan (Ch. 10) – June 9 (11:59 pm) – 20%

TOTAL = 100%

Students have 48 hours following the return of assignments and exams to enquire about grading then the matter is closed.

Deferred Midterms: June 9 (7–8:30 pm for Exam 1; 8:30–10:00 pm for Exam 2)

Grading Policy: No curve. Final percentages  $\geq 0.5$  are rounded up.

Letter Grades: A+ (95–100), A (85–94.4), B+ (80–84.4), B (75–79.4), C+ (70–74.4), C (60–69.4), D (50–59.4), F (<50)

Students are required to install and test Respondus LockDown Browser, in advance of the midterm exams to prevent technical issues during exams. A practice midterm is provided for that purpose.

Students may use generative artificial intelligence (AI) tools for writing Python code and for learning and creating an outline for the written part of an assignment, but the final written part of the assignment must be produced by the individual student alone. Students may not use generative artificial intelligence on examinations.

## **COURSE SCHEDULE**

- May 4-14: Introduction (Ch. 1), Getting Started (Ch. 2), Logistics (Ch. 3), Efficiency (Ch. 4), Human Resources (Ch. 5)
- May 14: Assignment 1 due
- May 19: Midterm Exam 1
- May 20-28 Data Analysis (Ch. 6), Marketing (Ch. 7), Risk and Return (Ch. 8), Profit and Wealth (Ch. 9)
- May 28: Assignment 2 due
- June 2: Midterm Exam 2
- June 3-9: Executive Business Plan (Ch. 10)
- June 9: Executive Business Plan due

## **ASSIGNMENTS**

Assignment 1 (Ch. 2–5)

- Goal: Learn materials in Chapters 2–5.
- Submission: Single Word file via UM Learn.
- Evaluation: Based on grade breakdown shown in assignment.

Assignment 2 (Ch. 6–9)

- Goal: Learn materials in Chapters 6–9.
- Submission: Single Word file via UM Learn.
- Evaluation: Based on grade breakdown shown in assignment.

Executive Business Plan (Ch. 10)

- Goal: Develop a business plan for a chosen food product.
- Submission: Single Word file via UM Learn.
- Evaluation: Based on grade breakdown shown in assignment.

Late Policy: 10% deduction per weekday late. Assignments not accepted via email.

Referencing: APA style required for all written work.

## **UNIVERSITY POLICIES & SUPPORTS**

Academic Integrity: Independent work required unless otherwise specified. Violations result in disciplinary action.

Recording Lectures: Not permitted without explicit permission.

Accessibility: Students requiring accommodations should contact Student Accessibility Services ([student\\_accessibility@umanitoba.ca](mailto:student_accessibility@umanitoba.ca)).

Supports: Academic Learning Centre, Libraries, Counselling Centre, University Health Service, Health & Wellness, and Student Advocacy are available. Refer to UM resources for more information.