

EDWARDS SCHOOL OF BUSINESS
University of Saskatchewan

MBA 872.2 Global Agribusiness Management
Course Outline

Instructor:	Marv Painter, Director Wilson Centre for Entrepreneurial Excellence
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Prerequisites:	MBA 803.3 Business and Society MBA 825.3 Financial Management; MBA 807.2 Financial Statement Analysis MBA 833.3 Marketing for Organizational Decision-Making
Recommended:	MBA 805.2 Managing Organizations – Value through People MBA 834.2 Accounting for Planning and Decision-Making

Required Textbooks

Global Agribusiness Management 2009 (Course Manual): Painter, Allen, Brown, Dobni, University of Saskatchewan.

Textbooks from prerequisite MBA courses.

Course Description

This course is designed to provide an in-depth look at the trends and challenges facing agribusiness managers today. The course will provide agribusiness managers with marketing, accounting and financial concepts and tools required to build a sustainable competitive advantage in an ever-changing economic environment. These concepts and tools are necessary for agribusiness managers to lead their human and capital resources for profit and success in a competitive environment that requires managers to be innovative and entrepreneurial.

Instruction Method

Lectures will be used to present information about agribusiness marketing, finance, accounting, economics, human resource management and the agribusiness industry in general. The lectures will include real examples associated with various Saskatchewan, Western Canadian, Canadian, and international agribusiness entities. As much as possible, lecture material will be presented in an integrated fashion, requiring students to consider all functional areas of agribusiness in decision-making. From time to time, guest lecturers may be invited to address students on agribusiness issues.

One Integrated case will be assigned that will require students to apply agribusiness concepts in real business settings. Students will be required to submit a professionally completed case report and participate in the class discussion and debate about the case. Other cases will be used throughout the lectures to illustrate agribusiness concepts and theories and to integrate the functional areas of agribusiness.

There will be one assignment which will be used to familiarize students with analytical and quantitative management tools. The assignment may include statistical analysis, economic and financial analysis, and marketing assessment tools.

Performance Assessment

	Marks
Case Report	30
Assignment	20
Mid-Term Exam	20
Final Exam	30
	100

Academic Dishonesty

Students are expected to have read and understood the rules regarding academic dishonesty which are posted on the University of Saskatchewan website at:

http://usask.ca/university_council/reports/09-27-99.shtml

Detailed Course Schedule (delivered over 2 weekends)

Day	Topic
Day 1	Introduction, course outline Discussion: The New Era in Agribusiness Issues and Challenges in Primary Agriculture Marketing Research in Agribusiness The Financial Component of the Marketing Plan Taxation and Legal Forms of Business Corporate Integrated Financial Planning Models
Day 2	Investment and Feasibility Analysis Investment and Feasibility Analysis Workshop Business Valuation (Private Companies) Business Valuation (Publicly Traded Companies) (Stock Market Game) Business Valuation Workshop; Micron International Bidding Simulation Assign: Investment Assignment (Trucking To Port) Assign: Integrated Case (SWP/Viterra)
Day 3	Mid-Term Exam (graded and reviewed in class) Review Investment Assignment Efficient Investment in Agriculture (Markowitz, CAPM) Efficient Investment Workshop (Construct Efficient Farmland Investment Portfolios) Personal Financial Planning
Day 4	Present and Review Integrated Case Final Exam