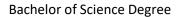
Sales and Marketing





These are suggested courses for students interested in this area of study. Actual classes will differ based on particular course offerings during each semester. The student will work with their Agribusiness Economics advisor to come up with the best schedule to meet the degree requirements the student's particular interests.

to come up with the best schedule to meet th		particular interests.	
Course and Title	Sem. Hours	Course and Title	Sem. Hours
FALL I SEMESTER		SPRING I SEMESTER	
ENGL 101: Composition I	3.0	ENGL 102: Composition II	3.0
UCC: Health Elective	2.0	UCC: Physical Science Elective	4.0
UCC: Biological Science Elective	3.0	UCC: Fine Arts	3.0
MATH 108: College Algebra	3.0	ECON 240: Intro to Microeconomics	3.0
ABE 204: Food, Fiber, Natural Resources	3.0	SPCM 101: Introduction to Oral Communication	3.0
TOTAL	14.0	TOTAL	16.0
FALL II SEMESTER		SPRING II SEMESTER	
AGRI 300i: Social Perspectives on Envir Probs	3.0	UCC: Humanities	3.0
UCC: Humanities	3.0	SPCM 221: Advanced Public Speaking	3.0
ENGL 291: Intermediate Technical Writing	3.0	AGSE 118: Intro to Ag Technologies	3.0
ECON 241: Intro to Macroeconomics	3.0	ABE 330: Applied AgBus Economics	3.0
UCC: Social Science	3.0	UCC: Multicultural	3.0
TOTAL	15.0	TOTAL	15.0
FALL III SEMESTER		SPRING III SEMESTER	
ABE 318: Agbusiness Statistical Methods	3.0	ABE 340: Domestic/International Food Policies	3.0
ACCT 220: Accounting I-Financial	3.0	ABE 362: Marketing & Pricing Ag Products	3.0
ABE 351: Financial Mgt in Agriculture	3.0	ABE 360: Agribusiness Management & Org	3.0
ABE 363: Commodity Price Risk Management	3.0	ACCT 230: Accounting II	3.0
ABE 401: Agricultural Law	3.0	MKTG 304: Marketing Management	3.0
TOTAL	15.0	TOTAL	15.0
FALL IV SEMESTER		SPRING IV SEMESTER	
ABE 381: Agricultural Seminar	1.0	ABE 419: Application of Information Tech	3.0
ABE 460: Agricultural Price Analysis	3.0	ABE 461: Agriculture Business Management	3.0
ABE 353: Agribusiness Planning Techniques	3.0	ABE 463: Managerial Strategies for Agribusiness	3.0
ABE 462: Advanced Agricultural Marketing	3.0	ABE 333: Professional Agri-Selling	3.0
MKTG 336: International Business	3.0	MKTG 435: International Marketing	3.0
MKTG 390: Marketing Research and Analysis	3.0		
TOTAL	16.0	TOTAL	15.0

PROGRAM TOTAL: 120 HOURS