

# AGEC 415 - Entrepreneurial Skills in Agribusiness Management

September 30 – October 30, 2008

T & R 8:00 AM; Ag Sci 204

## SYLLABUS

Fall 2008

**Instructor:** Aaron J. Johnson  
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**Office Hours:** Tuesday and Thursday 9:30 – 10:00; or by appointment

**Course Description:** AGEC 415 examines the nature and fundamental responsibilities of entrepreneurs. Topics include defining entrepreneurship, opportunity identification and assessment, new venture planning, and relevant financial skills.

**Course Objectives:** Students will gain a working understanding of entrepreneurial responsibilities and decision-making skills. Specific skills emphasized in this class include:

1. Recognizing and analyzing entrepreneurial opportunities in the agribusiness industry
2. New venture creation planning

### Textbooks and Course work Materials:

1. McGrath and MacMillan. 2000. *The Entrepreneurial Mindset*. Harvard Business School Press. (\$27 + S&H)
2. Harvard Business School. 1999. *Harvard Business Review on Entrepreneurship*. Harvard Business School Press. (\$15 + S&H)
3. Various handouts from books and other sources to be handed out the class period prior to the due date for having them read.

**Prerequisites:** AGEC 278 - Farm and Agribusiness Management, or instructor approval.

**Organization:** The course is structured as a series of ten sessions over a five-week period. Classes are designed around the discussion format with minimal lecture time. Class discussion will take place as a group and within breakout groups. It is expected that students will participate in the discussion by being active listeners and voicing their opinions, thoughts or questions. Please, come to class prepared to discuss the assigned readings.

**Quizzes:** Six quizzes will be given without advanced warning. All material covered to date of the quiz will be the basis for the questions asked, including reading material assigned for that class. Each quiz will be worth 10 points. There is no final exam. The possibility of make-up quizzes will be considered on a case-by-case basis (proper and timely communication will help your cause).

**Term Project:** There is one group-based term project in this course. The project provides practice and experience in applying various concepts and tools, rather than the calculation of pre-determined answers. The details will be handed out the second day of classes. There will be a written report and a presentation due at the beginning of the last class. The written assignment will be graded in part for grammar, composition, and clarity and organization of your writing (12.5% of the grade). The standard is professional quality documents. The presentation will be graded in part for effective use of visual aids. Each of the two parts will be 30% of your overall grade.

**Attendance:** If you must miss class (in part or in whole), please notify the instructor in advance or as soon as possible after the missed class. A brief e-mail or voice mail message is adequate. Late assignments will be accepted if prearranged with the instructor. Other situations will be considered on a case-by-case basis (again, proper and timely communication will help your cause).

**Grading:** Grades for this one-credit course will be based on your cumulative performance on quizzes and term project. The grade weights and grading scale are:

<u>Grade Weights</u>		<u>Grading Scale</u>	
Quizzes	40%	A	≥ 90%
Term Project		B	80 – 89%
Written	30%	C	70 – 79%
Presentation	30%	D	60 – 69%
		F	< 60.0%

**Professionalism:** I will treat each of you as professionals and expect the same from you in return. Just as in the business world, careful, thoughtful preparation and work is expected.

**Academic Honesty:** Each student enrolled in AGED 415 is encouraged to study and work on homework problems with others in the class and to elicit assistance from anyone else that can help them better understand the material. However, assignments that involve group work are to be prepared by the members of the assigned group and represent the groups' work. The quiz answers a student submits are to represent his/her own work at the time of the quiz. Academic dishonesty in AGECE 415 will be prosecuted to the limit of reason, including expulsion from the University (See University of Idaho's Student Code of Conduct, Article II - a copy can be viewed at <http://www.students.uidaho.edu/default.aspx?pid=56182>). As you will find in your professional career, there is precious little more important than your personal integrity.

**Disability Support Services Accommodations:** Reasonable accommodations are available for students who have a documented disability. Please notify your instructor(s) during the first week of class regarding accommodation(s) needed for the course. All accommodations must be approved through Disability Support Services located in the Idaho Commons Building, Room 306. Or you could contact them by phone (885-6307) or email ([dss@uidaho.edu](mailto:dss@uidaho.edu)). Additional information can also be found at their website ([www.access.uidaho.edu](http://www.access.uidaho.edu))