

AGRIBUSINESS-COMMODITY MARKETING/MERCHANDISING Option
UNL College of Agricultural Sciences and Natural Resources
2016-2017 UNL Undergraduate Bulletin (120 hours)

College Integrative Courses 3 Hours

REQUIREMENT	Hrs
<i>SCIL 101 Science and Decision-Making for a Complex World</i>	3

Communication – ACE 1 and 2 6 Hours

ACE 1: <i>JGEN 120</i> Basic Business Communication, <i>JGEN 200</i> Technical Communication I; <i>JGEN 300</i> Technical Comm. II; <i>ENGL 150</i> Writing: Rhetoric as Inquiry, <i>ENGL 151</i> Writing: Rhetoric as Argument, or <i>ENGL 254</i> Writing and Communities	3
ACE 2: <i>ALEC 102</i> Interpersonal Skills for Leadership, <i>COMM 101</i> Communication in the 21 st Century, <i>COMM 109</i> Fundamentals of Human Communication, <i>COMM 209</i> Public Speaking, <i>COMM 210</i> Communicating in Small Groups, <i>COMM 215</i> Visual Communication, <i>COMM 283</i> Interpersonal Communications, <i>COMM 286</i> Business & Professional Communication, <i>JGEN 300</i> Technical Comm. II, <i>MRKT 257</i> Sales Communication, <i>NRES 260</i> Environmental Communication Skills, or <i>TMFD 121</i> Visual Communication and Presentation	3

Mathematics and Analytical Skills - ACE 3 6-8 Hours

<i>MATH 104</i> Calculus for Managerial & Social Sciences (3cr) or <i>MATH 106</i> or <i>106B</i> Analytical Geometry & Calculus I (5cr)	3-5
<i>STAT 218</i> Intro to Statistics or <i>ECON 215</i> Statistics	3

Natural Sciences - ACE 4 8 Hours

<p><i>Select one each from two of the following three areas:</i></p> <p>1. <i>CASNR Approved Life Sciences –</i> <i>AGRO 131 & AGRO 132</i> Plant Science & Lab (4cr) <i>BIOS 101 & BIOS 101L</i> General Biology & Lab (4cr) <i>BIOS 109</i> General Botany (4cr) <i>BIOS 112 & BIOS 112L</i> Intro to Zoology & Lab (4cr) <i>ENTO 115</i> Insect Biology & <i>ENTO 116</i> Insect Id (4cr) <i>HORT 131 & HORT 133</i> Plant Science & Lab (4cr) <i>LIFE 120 & LIFE 120L</i> Fundamentals of Biology I & Lab (4cr)</p>	4
2. <i>CHEM 105</i> <i>Chemistry in Context I</i> or <i>CHEM 109</i> General Chemistry	4
3. <i>MSYM 109</i> Physical Principles in Agriculture & Life Sciences (4cr) <i>PHYS 141</i> Elementary General Physics I (5cr) <i>PHYS 151</i> Elements of Physics (4cr) <i>PHYS 211</i> General Physics I (4cr)	

Arts, Humanities and Social Sciences 18 Hours

<i>ECON 211</i> Principles of Macroeconomics	3
ACE 6: <i>AECN 141</i> Intro to Economics of Agriculture or <i>ECON 212</i> Principles of Microeconomics	3
<i>Select one course each from ACE outcomes 5, 7, 8 and 9</i>	
ACE 5 –Study of Humanities	3
ACE 7 –Study of Arts	3
ACE 8 -Ethical Principles, Civics, Stewardship	3
ACE 9 - Global Awareness/Human Diversity	3

Agricultural Sciences 41 Hours

<i>AECN 100</i> New Student Career Orientation	1
<i>AECN 201</i> Farm & Ranch Management	4
<i>AECN 235</i> Introduction to Commodity Marketing	3
<i>AECN 256</i> Legal Aspects in Agriculture, <i>BLAW 300</i> Business, Government, and Society or <i>BLAW 372</i> Legal Environment	3
<i>AECN 316</i> Agribusiness Management	3
<i>AECN 325</i> Marketing of Agricultural Commodities	3
<i>AECN 336</i> Grain Merchandising	3
ACE 10 Capstone- <i>AECN 435</i> Advanced Agricultural Marketing Management	3
<i>AECN 452</i> Agricultural Finance, <i>FINA 300</i> Financial Decision Making or <i>FINA 361</i> Finance	3
<i>AECN Elective. Select one from: AECN 416</i> Advanced Agribusiness Management, <i>AECN 420</i> International Food and Agricultural Trade, or <i>AECN 425</i> Agricultural Marketing in a Multinational Environment	3
<i>AECN 495D</i> Internship in Commodity Marketing	3
<i>CASNR Electives- at the 200 level or above (including AGRO 153) (excluding AECN courses and ALEC 388)</i>	3
	3
	3

Supporting Courses 24 Hours

<i>ACCT 201</i> Intro to Accounting I	3
<i>ACCT 202</i> Intro to Accounting II	3
<i>ECON 311</i> Intermediate Macroeconomics	3
<i>ECON 312</i> Intermediate Microeconomics	3
<i>Select one from: AECN 436</i> Commodity Price Forecasting or <i>ECON 417</i> Introductory Econometrics or <i>SCMS 331</i> Operations and Supply Chain Management	3
<i>Select one from: MNGT 300</i> Management Essentials for Contemporary Organizations, <i>MNGT 301</i> Introduction to Management, <i>MNGT 360</i> Managing Behavior in Organizations or <i>MNGT 361</i> Human Resource Management	3
<i>CBA Electives(select at least 3cr at the 300 level or above)</i>	3
	3

Free Electives 12-14 Hours

International Block. Nine hours of coursework with an international focus are required as part of the 120 hours required for a degree. Course options include AGRI 282, 310; NRES 492; AECN 346, 367, 420, 425; or those listed in the UNL Global Studies degree program in the 2016-2017 UNL Undergraduate Bulletin.

ACADEMIC PROGRAM:**Agribusiness****OPTION:****Commodity Marketing and Merchandising****First Year – Fall Semester** (13 hours)

AECN 100-New Student Career Orientation	1
ACE 6 -AECN 141-Intro to Economics of Agric	3
ACE 1 -Written Communications	3
ACE 5 -Humanities	3
ACE 3 -Math*	3

Second Year - Fall Semester (16 hours)

AECN 201-Farm and Ranch Management	4
ACCT 201-Intro to Accounting I	3
ACE 2 -Oral Communications	3
AECN 325-Marketing of Ag Commodities	3
ECON 211-Principles of Macroeconomics	3

Third Year - Fall Semester (14 hours)

AECN 336-Grain Merchandising	3
AECN 316-Agribusiness Management	3
ACE 8 -Ethics/Civics/Stewardship	3
ECON 312-Intermediate Microeconomics	3
Free Elective	2

Fourth Year – Fall Semester (15 hours)

AECN 495D Internship credit from summer	3
CASNR Elective (200-level or above)	3
MNGT 360-Organizational Behavior or MNGT 361-Human Resource Management	3
ACE 7 -Arts	3
Free Elective	3

First Year – Spring Semester (16 hours)

AECN 235- Intro to Commodity Marketing	3
CASNR Elective (AGRO 153 or 200-level)	3
STAT 218-Intro to Statistics	3
AGRO-131/132-Plant Science/Lab	4
SCIL 101 Science/Decision-Making/Complex World	3

Second Year - Spring Semester (16 hours)

AECN 256-Legal Aspects of Agriculture	3
ACCT 202-Intro to Accounting II	3
ACE 4 -Chemistry or Physics	4
CASNR Elective (200-level or above)	3
Free Elective (200-level)	3

Third Year - Spring Semester (15 hours)

AECN 452-Agricultural Finance	3
CBA Elective (200-level or above)	3
AECN 436-Commodity Price Forecasting	3
ECON 311-Intermediate Macroeconomics	3
ACE 9 -Global Awareness/Human Diversity	3

Fourth Year – Spring Semester (15 hours)

ACE 10 -AECN 435- Adv Agric Marketing	3
AECN 416/420/425 (International Marketing)	3
CBA Elective (300-level)	3
Free Elective (200-level)	3
Free Elective (200-level)	3

Elective hours are required in four areas:

- Agricultural Economics (9 hours; 6 at the 300-level or above)
- Agricultural Sciences (9 hours; all at the 200-level or above with one exception AGRO 153, Soil Science)
- Business Administration (6 hours; 3 hours at the 300-level or above)
- Free Electives (12-14 hours; no level restrictions)

Electives can be used to explore interests in the first couple of years, complete a minor or two, complete a dual major, or take fun/interesting classes. Academic advisors help to determine how to best use elective hours.

*MATH 104, Applied Calculus (3 hr) or MATH 106 Analytic Geometry and Calculus (5 hr) is required. Depending on UNL Math Placement Exam results (required prior to enrollment in the first math course at UNL), students may need to take additional courses to prepare for calculus. For instance, MATH 101, College Algebra, is commonly taken before MATH 104 or 106 and counts as 3 credit hours of free electives.