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# Business Administration

## Faculty

Assistant Professor: West

## Business Administration Major

With the B.S. Degree in Applied Arts and Sciences  
(Premajor Code: 05011) (Major Code: 01121)

### Emphasis in Agribusiness

**Preparation for the Major.** Accountancy 201, 202; Economics 101, 102; Economics 201 or Statistics 119; Finance 140; Information and Decision Systems 180, 290; Mathematics 120 or 150. (27-29 units)

**Upper Division Writing Requirement.** Passing the University Writing Examination or completing one of the approved writing courses with a grade of C (2.0) or better.

**Major.** Thirty-six upper division units to include Economics 444, 445; Finance 323, 443; Information and Decision Systems 301, 302, 446; Management 350, 441, and 405, or 450, or 458, or Business Administration 404; and Marketing 370, 442.

Of the 128 units required for the degree, at least 60 units must be at the upper division level. This includes the 36 units listed above, nine units of upper division General Education, and at least 15 units of upper division electives chosen from within or outside of business administration. A minimum of 64 units of coursework applicable to the bachelor's degree must be completed outside the areas of business administration and economics. A maximum of six lower division units of accountancy may be used to satisfy degree requirements.

## Courses

### Economics (ECON)

#### UPPER DIVISION COURSES (Intended for Undergraduates)

#### 444. Agricultural Economics (3) (Offered only at IVC)

Basic macro and micro theories and principles as applied to agricultural commodities. Market structure and price formulation for agricultural products and resources; factors affecting supply and demand for food, fiber, agricultural inputs; resource allocation; production and cost analysis.

#### 445. International Trade and Agriculture (3) (Offered only at IVC)

Prerequisites: Six units of economics.

Theoretical and practical issues of international trade in agricultural commodities. Theories of international trade, flow of agricultural commodities from production to consumption.

## Finance (FIN)

#### UPPER DIVISION COURSES (Intended for Undergraduates)

#### 323. Fundamentals of Finance (3) I

Prerequisite: Approved upper division business major, business minor, or another major approved by the College of Business Administration. **Proof of completion of prerequisite required:** Change of major form or other evidence of acceptable major code.

Objectives of financial management. Financing the business enterprise. Internal financial management. Introduction to the cost of capital, valuation, dividend policy, leverage, international finance, and the techniques of present value and its applications. Sources of capital.

#### 443. Agricultural Finance (3) (Offered only at IVC)

Prerequisite: Finance 323.

Corporate finance as applied to agribusiness. Farm financial statements, farm credit, capital budgeting for agricultural investment, risk management strategies, and insurance for agribusiness firm.

## Information and Decision Systems (IDS)

#### UPPER DIVISION COURSES (Intended for Undergraduates)

#### 301. Statistical Analysis for Business (3)

Prerequisites: Mathematics 120; Economics 201 or Statistics 119. Approved upper division business major, business minor, or another major approved by the College of Business Administration. **Proof of completion of prerequisites required:** Copy of transcript.

Statistical methods applied to business decision making.

#### 302. Introduction to Operations Management (3) I

Prerequisites: Mathematics 120; Economics 201 or Statistics 119. Approved upper division business major, business minor, or another major approved by the College of Business Administration. **Proof of completion of prerequisites required:** Copy of transcript.

Production and operations management. Master scheduling, material requirements planning, inventory management, capacity planning, production activity control, location analysis, automation, computerized systems, layout planning, linear programming, decision making, queuing, simulation, quality control, project planning.

**446. Food Logistics Management (3)  
(Offered only at IVC)**

Prerequisite: Information and Decision Systems 302.

Logistic systems, management, and application to agribusiness and agricultural commodities. Packaging, inventory control, traffic management and warehousing, materials management and handling, order processing, and customer service. Application of theories to agribusiness.

**Management (MGT)**

**UPPER DIVISION COURSES  
(Intended for Undergraduates)**

**350. Management and Organizational  
Behavior (3) I**

Prerequisite: Approved upper division business major, business minor, or another major approved by the College of Business Administration. **Proof of completion of prerequisite required:** Change of major form or other evidence of acceptable major code.

Human behavior at individual, interpersonal, and group levels including effect of organization structure on behavior. Emphasis on managerial roles, historical evolution of management, ethics, and behavior in multicultural contexts.

**405. International Business Strategy and  
Integration (3) II**

Prerequisites: Management 350, Finance 323, Information and Decision Systems 301 or 302, Marketing 370. **Proof of completion of prerequisites required:** Copy of transcript.

Integration of business administration principles and concepts for strategy design, implementation, and control in domestic, international, and global markets. Establishment of top management policy emphasized through case studies, experiential exercises, and simulations.

**441. Agribusiness Management (3)  
(Offered only at IVC)**

Prerequisite: Management 350.

Functions of management to operations of agribusiness. Development of skills in forecasting and decision-making. Agribusiness firm-level decision-making using management concepts as applied to agribusiness.

**Marketing (MKTG)**

**UPPER DIVISION COURSES  
(Intended for Undergraduates)**

**370. Marketing (3) I**

Prerequisite: Approved upper division business major, business minor, or another major approved by the College of Business Administration. **Proof of completion of prerequisite required:** Change of major form or other evidence of acceptable major code. Marketing majors must complete this course with a minimum grade of C (2.0).

Function of marketing in the organization and in society. Topics include market analysis and consumer behavior, product planning, pricing, promotion, distribution, and international marketing.

**442. Marketing of Agricultural Products (3)  
(Offered only at IVC)**

Prerequisite: Marketing 370.

Traditional marketing functions as applied to agricultural projects. Movement of agricultural commodities from farmer to consumer. Buying, selling, transportation, pricing, and storage.