

Course Syllabus
AREc 460/560
Capital Investment Analysis Using AgTools™
(3 Credits)

Instructor	Clark Seavert	Class Time	1000-1120
Class Location	TBA	Office	228A Ballard Extension Hall
Office Phone	541-737-1422	Cell Phone	503-961-4709
Email	clark.seavert@oregonstate.edu		
Office Hours	No scheduled hours are designated. Appointments can be arranged when instructor is not in office by calling office or cell phone.		

Catalog Description Learn and understand the important factors in measuring the impacts of implementing technologies and/or conservation practices, adding value to products, or changing cropping systems or livestock enterprises. The AgTools™ software programs will be used to apply financial and economic principles to better understand and reduce the financial, production, marketing, and human resource risks facing agribusinesses.

Course Description

This course is designed to help students apply financial and economic principles to business decisions under diverse and changing circumstances. Students will develop risk management strategies utilizing the AgTools™ programs, which will serve as the foundation to understanding and addressing these challenges. Case studies and guest lecturers will provide in-depth examinations of situations that necessitate innovative business strategies by today's farmers, ranchers, and land managers.

Course Delivery

Classes will meet for three hours per week and will be conducted using computers, videos, lectures, and student led discussions. Guest lecturers currently engaged in agriculture and related sector, or experienced in finance, and agribusiness strategies may present topical seminars and case studies to the class.

Learning Outcomes

On completion of the course participants will be able to:

- Demonstrate how to use the AgProfit™, AgLease™, and AgFinance™ software programs under a set of baseline conditions.
- Demonstrate knowledge of the economic and financial terms and concepts used in AgTools™ scenarios and analyses.
- Analyze and evaluate agribusiness problems and management decisions employing AgTools™, utilizing various forms of capital and cash flow budgeting.
- Demonstrate how to use AgProfit™, AgLease™ and AgFinance™ to generate the net present values, internal rate of return, and cash flow analysis as changes are made to cropping systems, livestock enterprises, conservation practices, or incentives for technology adoption.

- Clearly communicate the analysis and planning of agribusiness decision making in both oral and written form. Demonstrate the ability to communicate results and present recommendations of an AgTools™ analysis in a professional, timely, and effective manner.
- Integrate, synthesize and communicate different ideas and concepts gained from:
 - Course readings, discussions and lectures.
 - Other courses undertaken as part of their undergraduate program or previous training.
 - Personal and professional experiences.

In addition, graduate students will develop advanced critical thinking skills by:

- Creating and describing opinions and solutions to agribusiness challenges based on sound financial and economic thinking and analysis.
- Recommending financial and economic approaches to solutions and decisions that are likely to be sustainable, effective and efficient.
- Understanding the implications of the proposed solutions for industry leaders and policy makers.
- Discussing the implications of the proposal solutions for industry leaders and policymakers.

Learning Resources

- Economic and Financial Terms and Concepts Used in AgTools™ (www.agtools.org)
- AgTools™ training modules (www.agtools.org)
- Articles as assigned in class.

Evaluation of Student Performance

Homework:	30 pts
Final exam:	20 pts
Term project:	30 pts
<u>Class participation</u>	<u>20 pts</u>
	100 pts

A =	93.0+	C =	73.0 – 76.9
A- =	90.0 – 92.9	C- =	70.0 – 72.9
B+ =	87.0 – 89.9	D+ =	67.0 – 69.9
B =	83.0 – 86.9	D =	63.0 – 66.9
B- =	80.0 – 82.9	D- =	60.0 – 62.9
C+ =	77.0 – 79.9	F =	below 60.0

Term Project

Participants will develop a ~1,500 word typed project exploring a topic related to implementing a business strategy using either the AgProfit™ or AgLease™ and AgFinance™ programs. Topics must be approved by the instructor in the form of a one page summary statement due by week five. If the student cannot select an appropriate project, a case study will be provided to them. The final project will consist of the following categories: Situation, Statement of the Problem, Possible Strategies to Solve the Problem, Course of Action Selected and Why, Assumptions used in the Analysis, Results, Summary Statement, Next Steps, and Lessons Learned. The final project is due in electronic form (submitted as an attachment zip file to the instructor, filename: “lastname AgTools project” along with the AgTools™ budget files and program files) on the day and time of the final exam and should be typed using Times New Roman 12-point font, single-spaced, and one inch margins. (References and appendices are not included in the word limits.)

Graduate Students: Graduate students are expected to demonstrate greater depth and breadth of understanding in the completion of the independent research project and answers to exam questions.

Class Participation

Class discussion is a very important part of this course. You will be asked to be to participate (which includes active listening) in discussions at all times. You will also lead discussions in class without prior warning so it is crucial you come to class prepared. Your class participation grade will be comprised of three components:

1. Preparation as demonstrated by your familiarity with assigned readings and general course subject matter.
2. Participation as demonstrated by your appropriate engagement in class discussions.
3. Contribution where your preparation and participation make a positive contribution to the course learning outcomes, which would not have occurred in the absence of your participation.

Expectations for Student Conduct

Student conduct is governed by the university's policies, as explained in the Office of Student Conduct: information and regulations (<http://oregonstate.edu/admin/stucon/achon.htm>).

Academic Dishonesty: You are expected to conduct yourself in a professional manner. Academic dishonesty such as plagiarism and cheating will not be tolerated. Therefore, students are expected to be honest and ethical in their academic work. Academic dishonesty is defined as an intentional act of deception in one of the following areas:

- cheating- use or attempted use of unauthorized materials, information or study aids
- fabrication- falsification or invention of any information
- assisting- helping another commit an act of academic dishonesty
- tampering- altering or interfering with evaluation instruments or documents, or
- plagiarism- representing the words or ideas of another person as one's own

Statement Regarding Students with Disabilities

Accommodations are collaborative efforts between students, faculty and Disability Access Services (DAS). Students with accommodations approved through DAS are responsible for contacting the faculty member in charge of the course prior to or during the first week of the term to discuss accommodations. Students who believe they are eligible for accommodations but who have not yet obtained approval through DAS should contact DAS immediately at 737-4098.

Topic Schedule

Week	Topic	Lectures	Resources
1	Introduction to AgTools™ and Enterprise Budgets	<ul style="list-style-type: none"> • Course Overview • What are budget files • How to zip and unzip files 	<p style="text-align: center;">Training Module 1</p> <p style="text-align: center;">Download the 3 AgTools™ programs from website and obtain a license file</p>
2	<p style="text-align: center;">AgTools™ Budget Files</p> <p style="text-align: center;"><i>Homework 1: Developing a crop budget from an enterprise budget</i></p>	<ul style="list-style-type: none"> • Advanced functions and features of budget files • Modifying an existing budget file 	Training Modules 2 & 3
3	<p style="text-align: center;">AgTools™ Case Study, Introduction to AgProfit™ and</p> <p style="text-align: center;"><i>Homework 2: Crop budget files from AgTools™ Case Study</i></p>	<ul style="list-style-type: none"> • What is AgProfit™ • Functions and features of AgProfit™ 	<p style="text-align: center;">Training Modules 4 & 5</p> <p style="text-align: center;">AgTools™ Case Study</p> <p style="text-align: center;">AgProfit™ documentation</p>
4	<p style="text-align: center;">AgProfit™</p> <p style="text-align: center;"><i>Homework 3 Team Project: AgProfit™ Results for Guest Speaker</i></p>	<ul style="list-style-type: none"> • Interpreting an AgProfit™ scenario • Guest Lecture - Technology 	
5	<p style="text-align: center;">AgProfit™, Approval for Term Project and</p> <p style="text-align: center;"><i>Homework 4: Team Project: AgProfit™ Results for Guest Speaker</i></p>	<ul style="list-style-type: none"> • Guest Lecture – Changing Crops or Cropping Systems 	
6	<p style="text-align: center;">How to Establish an Equitable Crop Share and Cash Rent Lease, Introduction to AgLease™ and</p> <p style="text-align: center;"><i>Homework 5: AgProfit™ Scenario from AgTools™ Case Study</i></p>	<ul style="list-style-type: none"> • Student questions and discussion • What is AgLease™ • Functions and features of AgLease™ 	<p style="text-align: center;">Handout in class on Land Leasing</p> <p style="text-align: center;">Training Modules 6 & 7</p>
7	<p style="text-align: center;">AgLease™</p> <p style="text-align: center;"><i>Homework 6: AgLease™ Scenario from AgTools™ Case Study</i></p>	<ul style="list-style-type: none"> • Interpreting an AgLease™ scenario • Functions and features of AgLease™ • Guest Lecturer - Leases 	

8	Introduction to AgFinance™ and <i>Homework 7: Class Project: AgLease™ Results for Guest Speaker</i>	<ul style="list-style-type: none"> • What is AgFinance™ • Functions and features of AgFinance™ • Interpreting an AgFinance™ scenario 	Training Modules 8 & 9 AREC 465 text: financial management concepts
9	AgFinance™ and <i>Final Due – AgFinance™ Analysis of AgTools™ Case Study</i>	<ul style="list-style-type: none"> • Functions and features of AgFinance™ • Student questions and discussion 	
10	Course Review and Preparation for Term Project	Course Review and Preparation for Term Project: Question/Answer session, revise term paper, etc.	
11	Finals Week	Final Report Due Thursday	