

Instructor:	W. Marshall Frasier	Alex Maas, Teaching Asst.
Office:	B-331 Clark Bldg.	B-309 Clark
Phone:	491-6071 (office)	Tues. 12-1, 4-5; Wed. 12-1
	495-1726 (home – voicemail only)	491-7071
E-mail:	Marshall.Frasier@ColoState.Edu	Alexander.Maas@ColoState.Edu

Office Hours: 10:00-12:00 Tuesday & Wednesday; 2:00-4:00 Thursday or by appointment.

Textbooks: Farm Management
 Ronald Kay, William Edwards, and Patricia Duffy
 McGraw Hill, 6th Edition, 2011. (previous editions acceptable)

Description: Utilization of records in business management; analytical methods, budgets, and planning techniques for improved decision making.

Prerequisites: AREC/ECON 202 (Principles of Microeconomics)
 AGRI 140 (Ag Technology) or equivalent

Objective: Virtually every facet of your life will be affected by economic decisions of some kind. Like it or not, economics will be relevant to you. This course seeks to provide you with analytical tools and practice in using them to enhance your ability to evaluate economic decisions as they unfold throughout your lifetime.

Grading Policy: Course grades will be based on examinations, quizzes, and problem sets. One one-hour exam and one comprehensive two-hour final exam will be given. The components will be weighted as follows:

Lab Sets	150	points	(12 @ 10-50 pts. each)
Quizzes	100	points	(Best 3 of 4 @ 33 pts. each)
Mid-term Exam	100	points	
Final Exam	<u>150</u>	points	
Total	<u>500</u>	points	

Exams will be announced at least two weeks prior to being held. Quizzes may or may not be announced. Failure to attend exams or quizzes without prior permission of an instructor will result in a score of zero. Problem sets will be considered late at the beginning of the class period prescribed due and will not be graded if not received after the solutions are posted unless arranged.

Absences will be excused **ONLY** when (1) you initiate a conversation regarding an up-coming absence, (2) you send me an email stating the particulars of your absence, summarizing our prior oral agreement, and (3) you receive my email reply confirming that the absence will be excused. All exceptions will be handled at the instructor's discretion.

Final grades will be assigned based on total point accumulations as follows:
 A = 90-100%; B = 80-89%; C = 70-79%; D = 60-69%; F = <60%.
 Requirements for each grade category may be adjusted downward but will not be raised. Pluses and minuses will be awarded at the instructors' discretion.

Course Outline

<u>Week</u>	<u>Topic</u>
	<i>I. Introduction</i>
1	Farm Management in the Twenty-First (Ch 1) Management and Decision Making (Ch 2) Acquiring and Organizing Management Information (Ch 3)
	<i>II. Coordinated Financial Statements</i>
2	The Balance Sheet and Its Analysis (Ch 5)
3	The Income Statement and Its Analysis (Ch 6)
4	Depreciation (Ch 4)
5	Structured Loans (Ch 19)
6	Operationalizing a Records System (Ch 3)
7	Farm (Firm) Business Analysis (Ch 18)
8	Exam I, Tuesday, October 11, 1:00-1:50p (tentative)
	<i>(Note: Last day to withdraw from the course: Monday, October 17)</i>
	<i>III. Planning</i>
9	Cash Flow Budgeting (Ch 13)
10	Partial Budgeting (Ch 11)
11	Enterprise Budgeting (Ch 10)
12	Whole Farm (Firm) Planning (Ch 12)
13	Investment Analysis (Ch 17)
14	Managing Income Taxes (Ch 16)
15	Forms of Farm Business Organization (Ch 14)
16	Final Exam, Tuesday, December 13, 4:10-6:10 pm

I have an "open door" policy for visitors in my office. You are always welcome to drop by if you have an issue that you wish to discuss with me. However, please realize that I have many other responsibilities beyond teaching this class, so I may be forced to schedule to meet with you later. I do schedule office hours each week that are set aside for meeting with students from this class. If at all possible, I prefer that you try to use this time to meet with me. I will make every attempt to be in the office during these hours and will try to announce in class the days that I will not be available during this time, but there will be times that conflicts will arise.

I welcome you to this course and look forward to sharing the next 16 weeks with you. I hope for you a fruitful and prosperous semester. Good luck to you!