

AGRIBUSINESS MANAGEMENT, B.S.

Begin Campus: Any Penn State Campus

End Campus: University Park, World Campus

Program Description

Graduates can be found working in the food production, processing, financial services, wholesaling and retailing industries, both in the United States and abroad. A substantial number are employed by agricultural supply firms. Typically, B.S. degree holders begin their careers in sales or as management trainees, and then progress to management as they develop higher levels of expertise and experience. Penn State Agribusiness Management graduates chose careers in many other places. They also are employed in banking and the investment and mutual funds industries, and others have gone to law school, graduate school, or into rural development. The quality and diversity of the program enables Agribusiness majors to undertake a variety of jobs.

This major, which is offered jointly with The Mary Jean and Frank P. Smeal College of Business, includes a core of courses required of all business students. Combining the required specialization area with a minor or electives also allows a student to focus on a particular area of interest. Students complete course work in marketing, management, finance, and accounting at the Penn State Smeal College of Business and then roll up their sleeves and apply those concepts to the multibillion-dollar world food system. This is learning by doing. While focused on agriculture, this degree is an excellent preparation for business of every kind. More specifically they will exit the program with the following skills and attributes:

- **Marketing and Finance:** Students will have the capacity to apply agricultural and business marketing and finance principles to both domestic and international issues.
- **Interactions:** Students will have the capacity to describe key concepts in agricultural and business management, and explain how business management concepts can be applied to manage interactions with other parts of the food system and achieve a competitive advantage in the agricultural business world.
- **Communication:** Students will be able to explain solutions to challenges in agribusiness through both oral and written communication.
- **Teamwork:** Students will be able to work effectively to solve agricultural business problems as individuals and as members of teams.

What is Agribusiness Management?

Agribusiness Management is the branch of business management focusing on food and agriculture. It includes all the people and businesses that are part of value chains for food and agricultural products, and all the public and private institutions that influence the global food system.

You Might Like this Program If...

- You want to learn how to apply business principles to real-world issues, in which you have an opportunity to work closely with faculty and your fellow students

- You are interested in how the global food system works, and how to manage interactions among stakeholders in the food system
- You are a “people person” and you have a passion for food and agriculture
- You want to pursue a career in finance, management, sales/marketing, or commodity trading