



## **AEC 314.01E: FARM MANAGEMENT**

COURSE SYLLABUS

Spring 2025

### **INSTRUCTOR INFORMATION**

**Instructor:** Dr. Rafael Bakhtavoryan

**Office Location:** Agricultural Science Building, Room 232

**Office Hours:** Tuesdays & Thursdays at 11:00a.m. - 1:30p.m., or by appointment

**Office Phone:** (903) 886-5367

**Office Fax:** (903) 886-5990

**University Email Address:** [Rafael.Bakhtavoryan@tamuc.edu](mailto:Rafael.Bakhtavoryan@tamuc.edu) (please, use only this email address and put "AEC 314" in the subject of the email)

**Preferred Form of Communication:** Email

**Communication Response Time:** Within 24 hours Monday through Friday

### **COURSE INFORMATION**

**Class Meeting:** Tuesdays and Thursdays at 9:30a.m. - 10:45a.m., AGET Room 238

#### ***Readings***

**Required:** PowerPoint Presentations: These will be provided on D2L.

**Recommended Textbook:** *Farm Management* by Ronald D. Kay, William M. Edwards, and Patricia A. Duffy. McGraw-Hill Companies, Inc., New York, 7<sup>th</sup> Ed., 2011. (ISBN 9780073545875 or ISBN 0073545872)

#### ***Course Description***

The purpose of this course is to introduce you to the techniques and procedures used for decision making in the farm business. Also, determination of optimum enterprise choice, resource combination and techniques of financial management, budgeting, and whole farm/ranch planning will be presented and discussed.

*The syllabus/schedule are subject to change.*

## ***Lecture Topics***

### **Part I: Management**

Farm Management in the 21<sup>st</sup> Century  
Management and Decision Making

Chapter 1  
Chapter 2

### **Part II: Measuring Management Performance**

Acquiring & Organizing Management Information  
The Balance Sheet & Its Analysis  
The Income Statement & Its Analysis  
Farm Business Analysis

Chapter 3  
Chapter 4  
Chapter 5  
Chapter 6

### **Part III: Applying Economic Principles**

Economic Principles-Choosing Production Levels  
Economic Principles-Choosing Input and Output Combinations  
Cost Concepts in Economics

Chapter 7  
Chapter 8  
Chapter 9

### **Part IV: Budgeting for Greater Profit**

Enterprise Budgeting

Chapter 10

## ***Student Learning Outcomes***

After studying all materials and resources presented in this course, students will be able to (1) have knowledge of principles of management and decision making that are applicable to farms and ranch firms, and (2) apply knowledge of principles of management, problem solving skills, and critical thinking skills necessary for profitable farm management.

## **COURSE REQUIREMENTS**

### ***Minimal Technical Skills Needed***

Students are expected to know how to use the learning management system (D2L will be used heavily in this class), Microsoft Word and PowerPoint.

### ***Student Responsibilities or Tips for Success in the Course***

1. Come to class in a timely manner and stay for the duration of the class.
2. Prior to lecture, read the assigned readings, print and review the relevant PowerPoint slides.
3. Participate in class discussions sharing your insights through your questions and comments.
4. Form a study group, meet regularly and participate actively.
5. Complete and turn in course assignments and tests at the scheduled time.
6. Work practice problems provided by the instructor.
7. Use the web to actively seek out other farm management sources that fit your learning style and help you better understand the material.

*The syllabus/schedule are subject to change.*

## GRADING

Your grade for the semester will be a weighted average of class participation, daily review quizzes, homework assignments, three in-class exams, and one online comprehensive final exam.

Class participation	2%
Daily review quizzes	3%
Homework assignments	10%
Exam 1	20%
Exam 2	20%
Exam 3	20%
Final Exam	25%
<b>TOTAL</b>	<b>100%</b>

Final grades in this course will be based on the following scale:

A = 90%-100%

B = 80%-89.99%

C = 70%-79.99%

D = 60%-69.99%

F = 59.99% or below

### **Assessments**

**CLASS PARTICIPATION:** The goal of class participation is to provide students with an incentive to come to class prepared and having read the appropriate course material. There is a couple of ways for you to earn class participation points. First, you can earn them by **correctly** answering questions posed by instructor. Second, you can earn participation points by contributing to class discussions through thoughtful, timely, and constructive ideas/comments, as called upon by the instructor, or on a voluntary basis. You will record your own participation points and the associated questions you answered or ideas/comments you voiced to earn the participation points on a piece of paper that you will have to give the instructor at the end of class. Make sure you also write your name, the date, and the course title on the paper. If you fail to give the instructor the paper with the points, associated questions and ideas/comments, your name, the date, and the course title at the end of class, you will not be given any participation points for that class.

I will give full credit for class participation (2%) to a student with maximum points at the end of the semester. The rest of students' class participation will be evaluated relative to the full-credit student's total points. You can email me asking about your total participation points at the moment. I will keep you posted on the maximum points earned at the time throughout the semester so that you can see where you are at as far as class participation.

*The syllabus/schedule are subject to change.*

**DAILY REVIEW QUIZZES (DRQs):** The DRQs will be given almost in every class on material covered in the prior class period (see the course outline at the end of the syllabus). DRQs are intended to: (1) motivate you to come to every class (2) motivate you to study on a regular basis, and (3) give you and your instructor immediate feedback on your progress. No make-up DRQs will be given and a grade of zero will be assessed for the missed DRQ.

**HOMEWORK ASSIGNMENTS (HAs):** Homework assignments are assigned regularly (see the course outline at the end of the syllabus) and must be completed individually. As a form of experiential learning, HAs help students sharpen their analytical skills. Students must turn in their HAs via D2L according to the course outline by 11:30 p.m. (Central Time) on the due date.

**EXAMS:** Other than for university-excused absences or a valid doctor's excuse, no make-up exams will be given. If an exam is missed a grade of zero will be assessed for it. Final exam is **COMPREHENSIVE** and must be taken online via D2L. Students cannot use a programmable calculator for exams. A simple 4-function (addition, subtraction, multiplication, and division) calculator is sufficient for all problems. Also, no use of cell phones as calculators is allowed for exams. You will have to bring a scantron for all in-class exams.

**PRACTICE PROBLEMS:** Practice problems provided by the instructor will be used to reinforce and apply concepts and skills learned in the classroom. After completing each chapter, it is strongly recommended that you try to solve those problems on your own before we solve them in class. **Practice problems are not graded and do not have to be submitted.** However, it is in your best interest to solve them in preparing for exams since you will encounter similar problems on exams.

## TECHNOLOGY REQUIREMENTS

### LMS

All course sections offered by East Texas A&M University have a corresponding course shell in the myLeo Online Learning Management System (LMS). Below are technical requirements

LMS Requirements:

<https://community.brightspace.com/s/article/Brightspace-Platform-Requirements>

LMS Browser Support:

[https://documentation.brightspace.com/EN/brightspace/requirements/all/browser\\_support.htm](https://documentation.brightspace.com/EN/brightspace/requirements/all/browser_support.htm)

*The syllabus/schedule are subject to change.*

## ACCESS AND NAVIGATION

You will need your campus-wide ID (CWID) and password to log into the course. If you do not know your CWID or have forgotten your password, contact the Center for IT Excellence (CITE) at 903.468.6000 or [helpdesk@tamuc.edu](mailto:helpdesk@tamuc.edu).

**Note:** Personal computer and internet connection problems do not excuse the requirement to complete all course work in a timely and satisfactory manner. Each student needs to have a backup method to deal with these inevitable problems. These methods might include the availability of a backup PC at home or work, the temporary use of a computer at a friend's home, the local library, office service companies, Starbucks, an ETAMU campus open computer lab, etc.

## COMMUNICATION AND SUPPORT

### Technical Support

If you are having technical difficulty with any part of Brightspace, please contact Brightspace Technical Support at 1-877-325-7778. Other support options can be found here:

<https://community.brightspace.com/support/s/contactsupport>

### *Interaction with Instructor Statement*

The instructor's communication response is stated clearly (see page 1).

## COURSE AND UNIVERSITY PROCEDURES/POLICIES

### Course Specific Procedures/Policies

Students are expected to attend all classes and stay for the duration of class. No late assignments will be accepted and a grade of zero will be assessed for them.

### Syllabus Change Policy

The syllabus is a guide. Circumstances and events, such as student progress, may make it necessary for the instructor to modify the syllabus during the semester. Any changes made to the syllabus will be announced in advance.

*The syllabus/schedule are subject to change.*

## **University Specific Procedures**

### **Student Conduct**

All students enrolled at the University shall follow the tenets of common decency and acceptable behavior conducive to a positive learning environment. The Code of Student Conduct is described in detail in the [Student Guidebook](#).

<http://www.tamuc.edu/Admissions/oneStopShop/undergraduateAdmissions/studentGuidebook.aspx>

Students should also consult the Rules of Netiquette for more information regarding how to interact with students in an online forum:

<https://www.britannica.com/topic/netiquette>

### **ETAMU Attendance**

For more information about the attendance policy please visit the [Attendance](#) webpage and [Procedure 13.99.99.R0.01](#).

<http://www.tamuc.edu/admissions/registrar/generalInformation/attendance.aspx>

<http://www.tamuc.edu/aboutUs/policiesProceduresStandardsStatements/rulesProcedures/13students/academic/13.99.99.R0.01.pdf>

### **Academic Integrity**

Students at East Texas A&M University are expected to maintain high standards of integrity and honesty in all of their scholastic work. For more details and the definition of academic dishonesty see the following procedures:

[Undergraduate Academic Dishonesty 13.99.99.R0.03](#)

<http://www.tamuc.edu/aboutUs/policiesProceduresStandardsStatements/rulesProcedures/13students/undergraduates/13.99.99.R0.03UndergraduateAcademicDishonesty.pdf>

[Graduate Student Academic Dishonesty 13.99.99.R0.10](#)

<http://www.tamuc.edu/aboutUs/policiesProceduresStandardsStatements/rulesProcedures/13students/graduate/13.99.99.R0.10GraduateStudentAcademicDishonesty.pdf>

*The syllabus/schedule are subject to change.*

## **AI Use in Course**

East Texas A&M University acknowledges that there are legitimate uses of Artificial Intelligence, ChatBots, or other software that has the capacity to generate text, or suggest replacements for text beyond individual words, as determined by the instructor of the course.

Any use of such software must be documented. Any undocumented use of such software constitutes an instance of academic dishonesty (plagiarism).

Individual instructors may disallow entirely the use of such software for individual assignments or for the entire course. Students should be aware of such requirements and follow their instructors' guidelines. If no instructions are provided the student should assume that the use of such software is disallowed.

In any case, students are fully responsible for the content of any assignment they submit, regardless of whether they used an AI, in any way. This specifically includes cases in which the AI plagiarized another text or misrepresented sources.

13.99.99.R0.03 Undergraduate Academic Dishonesty  
13.99.99.R0.10 Graduate Student Academic Dishonesty

## ***Students with Disabilities - ADA Statement***

The Americans with Disabilities Act (ADA) is a federal anti-discrimination statute that provides comprehensive civil rights protection for persons with disabilities. Among other things, this legislation requires that all students with disabilities be guaranteed a learning environment that provides for reasonable accommodation of their disabilities. If you have a disability requiring an accommodation, please contact:

### **Office of Student Disability Resources and Services**

East Texas A&M University

Gee Library - Room 162

Phone (903) 886-5150 or (903) 886-5835

Fax (903) 468-8148

Email: [studentdisabilityservices@tamuc.edu](mailto:studentdisabilityservices@tamuc.edu)

Website: [Office of Student Disability Resources and Services](#)

<http://www.tamuc.edu/campusLife/campusServices/studentDisabilityResourcesAndServices/>

## **Nondiscrimination Notice**

East Texas A&M University will comply in the classroom, and in online courses, with all federal and state laws prohibiting discrimination and related retaliation on the basis of race, color, religion, sex, national origin, disability, age, genetic information or veteran status. Further, an environment free from discrimination on the basis of sexual orientation, gender identity, or gender expression will be maintained.

*The syllabus/schedule are subject to change.*

## ***Campus Concealed Carry Statement***

Texas Senate Bill - 11 (Government Code 411.2031, et al.) authorizes the carrying of a concealed handgun in East Texas A&M University buildings only by persons who have been issued and are in possession of a Texas License to Carry a Handgun. Qualified law enforcement officers or those who are otherwise authorized to carry a concealed handgun in the State of Texas are also permitted to do so. Pursuant to Penal Code (PC) 46.035 and East Texas A&M University Rule 34.06.02.R1, license holders may not carry a concealed handgun in restricted locations.

For a list of locations, please refer to the [Carrying Concealed Handguns On Campus](#) document and/or consult your event organizer.

Web url:

<http://www.tamuc.edu/aboutUs/policiesProceduresStandardsStatements/rulesProcedures/34SafetyOfEmployeesAndStudents/34.06.02.R1.pdf>

Pursuant to PC 46.035, the open carrying of handguns is prohibited on all East Texas A&M University campuses. Report violations to the University Police Department at 903-886-5868 or 9-1-1.

## ***East Texas A&M University Supports Students' Mental Health***

The Counseling Center at East Texas A&M University, located in the Halladay Building, Room 203, offers counseling services, educational programming, and connection to community resources for students. Students have 24/7 access to the Counseling Center's crisis assessment services by calling 903-886-5145. For more information regarding Counseling Center events and confidential services, please visit [www.tamuc.edu/counsel](http://www.tamuc.edu/counsel)

### **COURSE OUTLINE**

**AEC 314.01E: Farm Management**

**Spring 2025**

**TR 9:30a.m. - 10:45a.m.**

<b>Lecture #</b>	<b>Weekday</b>	<b>Date</b>	<b>Topic/Homework assignments (HAs) must be submitted via D2L and are due on specific dates listed below by 11:30 p.m. DRQs, in-class exams, and practice problems are done in class. Final exam has to be taken online on the specified date at the specified time.</b>
1	Tuesday	14-Jan	Syllabus, D2L, Chapter 1. Farm Management in the 21 <sup>st</sup> Century
2	Thursday	16-Jan	Chapter 1. Continued, DRQ 1, HA 1
3	Tuesday	21-Jan	Chapter 2. Management and Decision Making, DRQ 2
4	Thursday	23-Jan	Chapter 2. Continued, DRQ 3, HA 2

*The syllabus/schedule are subject to change.*

5	Tuesday	28-Jan	Chapter 3. Acquiring and Organizing Management Information, DRQ 4
6	Thursday	30-Jan	Chapter 3. Continued, Practice problems_ch3, HA 3, Review for Exam 1
7	Tuesday	4-Feb	<b>No class</b>
8	Thursday	6-Feb	<b>EXAM 1: Chapters 1, 2, 3</b>
9	Tuesday	11-Feb	Chapter 4. The Balance Sheet and Its Analysis
10	Thursday	13-Feb	Chapter 4. Continued, DRQ 5
11	Tuesday	18-Feb	Practice problems_ch4, HA 4
12	Thursday	20-Feb	Chapter 5. The Income Statement and Its Analysis
13	Tuesday	25-Feb	Chapter 5. Continued, DRQ 6
14	Thursday	27-Feb	Practice problems_ch5, HA 5
15	Tuesday	4-Mar	Chapter 6. Farm Business Analysis
16	Thursday	6-Mar	Chapter 6. Continued, DRQ 7
17	Tuesday	11-Mar	<b>No Class: Spring Break</b>
18	Thursday	13-Mar	<b>No Class: Spring Break</b>
19	Tuesday	18-Mar	Practice problems_ch6, HA 6, Review for Exam 2
20	Thursday	20-Mar	<b>EXAM 2: Chapters 4, 5, 6</b>
21	Tuesday	25-Mar	Chapter 7. Economic Principles-Choosing Production Levels
22	Thursday	27-Mar	Chapter 7. Continued, Practice problems_ch7, HA 7
23	Tuesday	1-Apr	Chapter 8. Economic Principles-Choosing Input & Output Combinations
24	Thursday	3-Apr	Chapter 8. Continued, DRQ 8
25	Tuesday	8-Apr	Practice problems_ch8, HA 8
26	Thursday	10-Apr	Chapter 9. Cost Concepts in Economics
27	Tuesday	15-Apr	<b>No class: Career Development Events (CDEs)</b>
28	Thursday	17-Apr	Practice problems_ch9, DRQ 9, HA 9
29	Tuesday	22-Apr	Chapter 10. Enterprise Budgeting
30	Thursday	24-Apr	Chapter 10. Continued, DRQ 10
31	Tuesday	29-Apr	Practice Problems_ch10, HA 10, Review for Exam 3
32	Thursday	1-May	<b>EXAM 3: Chapters 7, 8, 9, 10</b>
33	Tuesday	6-May	<b>No class: Preparing for Final Exam</b>
34	Thursday	8-May	<b>FINAL EXAM</b> (online via D2L), <b>8:00 a.m. - 10:00 a.m., Chapters 1 through 10</b>

*The syllabus/schedule are subject to change.*