

# What Can I Do With a Major In...

## Agricultural Business-Agribusiness Mgmt Concentration?

**Agribusiness Management programs**<sup>1,2</sup> teach individuals to apply economic and business principles to the organization, operation, and management of agricultural enterprises. You will learn about the production, processing, marketing, and distribution of agricultural products. You will also study accounting, finance, management, and public policy, as well as technical agriculture, mathematics, life and natural sciences, social sciences, international studies, communications, and humanities. You will learn how to make the best decisions regarding production, management of crops and animals, marketing, finance, and business organization for agribusiness firms.

Agricultural businesses are those involved in producing, transporting, processing and distributing food and fiber products. Almost 20 percent of the U.S. economy's output involves the food and fiber sector—90 percent of which occurs beyond the farm gate. Agribusiness is a dynamic industry with a high degree of global and technological sophistication. The agribusiness sector includes companies that are on the cutting edge in the use of: Biotechnology; Strategy; Information systems; Risk management; Logistics; and International trade.

**Programs at Montana State University**<sup>2</sup> teach the application of business and economic principles to farming and ranching and related sectors of the general economy. Training in agricultural business includes courses in agricultural firm management, marketing farm products, farm credit and finance, agricultural prices and outlook, agricultural policy, management science, agricultural law, technical agriculture and the business aspects of industries serving agriculture. Surveys indicate that employers seek out graduates with expertise in communication, critical thinking, business management and quantitative analyses. This program specifically develops each of these skills.

Many employment possibilities are open to students with training in agricultural business. Positions are available with businesses which process and market agricultural products, and with the large number of businesses that sell products and services to farmers and ranchers, such as fertilizer companies, farm machinery companies, banks, and farm credit institutions. Also, opportunities exist to operate and manage farms and ranches. In addition, federal and state governments employ persons with training in agricultural business. Many graduates of this program work for regional, national, and even international agribusiness firms that market, process, and transport agricultural products. Other graduates work for companies that service agriculture by supplying inputs to producers. Agricultural credit institutions employ many of our graduates. Some graduates continue their education by pursuing graduate degrees or attending law school.

The MSU agribusiness management curriculum has established an excellent reputation with employers and is specifically designed for management training with emphasis on finance, accounting, and managerial economics in agriculture-related businesses and industries.

**Characteristics associated with success**<sup>1</sup> in this major include a strong interest in areas of agriculture and related businesses, and the ability to make good, logical decisions.

### You should<sup>1</sup>:

- be skilled in working with numbers and statistical concepts
- have a keen observer and an objective listener
- be a leader who can take initiative and who enjoys working with other people
- be capable of communicating ideas effectively both orally and in writing

### Related occupations include<sup>1</sup>:

- Farm/Home Management Advisor
- Farm Manager
- Farmer (Owner)
- Banker
- Foreign Services Officer
- Purchaser
- Aquaculturist
- Agricultural Business Technology
- Nursery/Greenhouse Manager
- Food Production Manager
- Lender
- Appraiser
- Insurance Agent
- Agriculture/Farm Supplies Retail/Wholesale
- Extension Agent

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*MSU graduates (Bachelor's degree) were hired in the following selected fields<sup>3</sup>:*

Accountant/Financial Analyst– Press Telegram	Manager– Kenyon Noble Lumber
Administration– Don Kelly Construction	Management Trainee– CHS Incorporated
Agriculture Loan Officer– Bank of the Rockies; First Bank of Montana;	Market Management– Rodeo Production Company
Northwest Farm Credit Services	Marketing Director– Rodeo Production Company
Ag Loan Officer Trainee– First State Bank of Forsyth	Noxious Weed Coordinator– Resource Conservation
Assistant Investment Advisor– Sharp Financial	and Development
Construction Worker– Barnard Construction	Owner– Montana Records Management
Credit Officer– Northwest Farm Credit Services	Product Specialist– John Deere Harvester Works
Entry Level Supervisory Trainee – ConAgra Foods	Production Supervisor– ConAgra Lamb Weston
Farmer– Self Employed; Wolf Corp Farms	Program Coordinator– Montana Stock Growers
Farm Hand– Steve Leck Farm Inc.; Haynie Brothers Farm	Association
Farm Loan Officer– Montana Farm Service Agency	Purchasing and Training Assistant– Murdoch's
Farm Manager– Inbody Farms Inc.; Brady Farms	Ranch and Home Supply
Field Scout– CENTROL, INC.	Ranch Manager– Ranch Resources
General Manager– S and S Sports	Range Management Specialist– Natural Resources
Implement Salesman– Moodie Implement Co.	Conservation Service
Insurance Producer– First West Insurance Agency LLC	Vice President– ABM Ranch
Loan Officer Trainee– Independence Bank	Western Montana Regional Manager - Montana
	Farm Bureau

**Salary averages of survey respondents: (# of respondents in parentheses)<sup>3</sup>**

<b>2007: MT: \$32,636 (11)</b>	<b>Out of State: \$45,500 (2)</b>
<b>2006: MT: \$21,833 (3)</b>	<b>Out of State: Insufficient Data</b>
<b>2005: MT: \$28,708 (8)</b>	<b>Out of State: \$39,667 (6)</b>
<b>2004: MT: \$34,800 (4)</b>	<b>Out of State: Insufficient Data</b>

**Graduates from this program entered programs of further education at these institutions:**

None available at this time

### **Other Sources of Information:**

Center for Rural Affairs: [www.cfra.org](http://www.cfra.org)

National FFA Organization: [www.ffa.org](http://www.ffa.org)

American Society of Farm Managers and Rural Appraisers: [www.asfmra.org](http://www.asfmra.org)

Department of Agriculture Economics & Economics - Montana State University: <http://www.montana.edu/econ/>

For more information contact:



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177 Strand Union Building  
Bozeman, MT 59717  
(406) 994-4353  
[www.montana.edu/careers](http://www.montana.edu/careers)

<sup>1</sup>University of Oregon. 2007. Created by intoCareers, a unit of the University of Oregon. Montana information Montana Career Information System. Discover: 2008 by ACT, Inc.

<sup>2</sup>Montana State University College of Agriculture

<sup>3</sup>Montana State University Career & Internship Services

Number of graduates/number of respondents: 2004: 12/9 ; 2005: 22/18; 2006: 11/8; 2007: 19/15