

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

## Agricultural Business-Farm & Ranch Mgmt Concentration?

**Agricultural Business - Farm & Ranch Management programs**<sup>1</sup> teach individuals how to manage farms, ranches, and similar enterprises. You will study areas of agricultural specialization, business management, accounting, taxation, and capitalization. You will also learn about purchasing, government programs and regulations, operational planning and budgeting, contracts and negotiation, and estate planning. You will learn how to make the best decisions regarding production, management of crops and animals, marketing, finance, and business organization for farm and ranch management.

**Programs at Montana State University**<sup>2</sup> teach students who expects to work in agricultural production and eventually own and operate a farm or ranch a vital set of management skills for success in undertaking the investment and complicated business aspects of farming and ranching. The future farm or ranch manager needs to be familiar with marketing, finance, business management, and the global agribusiness system in which production agriculture operates. Farm and ranch management is a strong academic program designed to provide marketing, management, and finance skills. This curriculum is supplemented with courses that emphasize technical agricultural issues.

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

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

- be interested in agriculture and related businesses
- be skilled in working with numbers and statistical concepts
- be 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
- enjoy working with your hands

**Occupations in this field require ability to**<sup>1</sup>: try new processes and adapt to constantly changing technology, keep up with changes in foreign agricultural trade policies and government regulations and possess technical knowledge about crops, animals, growing conditions, and plant and animal diseases.

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

- Farm/Home Mgmt Advisor
- Farm Manager
- Farmer (Owner)
- Range Manager
- Soil Conservationist
- Livestock Yard Attendant
- Beekeeper

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

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

Rancher– American Title and Escrow of park County  
Regional Farm Representative– The Record Stockman

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

|                                    |  |
|------------------------------------|--|
| <b>2007: MT: Insufficient Data</b> | <b>Out of State: Insufficient Data</b> |
| <b>2006: MT: Insufficient Data</b> | <b>Out of State: Insufficient Data</b> |
| <b>2005: MT: Insufficient Data</b> | <b>Out of State: Insufficient Data</b> |
| <b>2004: MT: Insufficient Data</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:



Montana State University  
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: N/A ; 2005: N/A; 2006: 4/2; 2007: N/A