

MANAGEMENT AND SALES IN AGRIBUSINESS MINOR

This minor provides basic understanding and skills in agribusiness sales and management.

About this Program

- **College:** Agricultural and Life Sciences (<http://catalog.ufl.edu/UGRD/colleges-schools/UGAGL/>)
- **Credits:** 15 | Completed with minimum grades of C

The student's academic advisor and the undergraduate coordinator for Food and Resource Economics must approve courses in the minor at least one semester before graduation. AEB 3103 does not count toward the minor.

Required Courses

Code	Title	Credits
AEB 3122	Financial Planning for Agribusiness	3
or AEB 3144	Introduction to Agricultural Finance	
AEB 3133	Principles of Agribusiness Management	3
AEB 3300	Agricultural and Food Marketing	3
AEB 3341	Selling Strategically	3
Approved elective		3
Total Credits		15

APPROVED ELECTIVES

Code	Title	Credits
AEB 3315	Futures Markets and Risk Management in Agriculture	3
AEB 4138	Advanced Agribusiness Management	3
AEB 4309	Food Wholesaling and Retail Marketing	3
AEB 4342	Agribusiness and Food Marketing Management	3
AEB 4343	International Agribusiness Marketing	3
AEB 4424	Human Resources Management in Agribusiness	3
