

DFM Approved Courses as of 8/15 (to total 15 credits):

**Acct 201 Introduction to Financial Accounting (3 cr):** Overview of the nature and purpose of general purpose financial statements provided to external decision makers; emphasis on use of financial statement information. May include evening exams.

**AgEc 289 Agricultural Markets and Prices (3 cr):** Economics of agricultural markets and pricing institutions; analysis of supply, demand, elasticity, futures markets; institutional arrangements in food marketing. Recommended Preparation: Econ 202.

**AgEc 301 Managerial Economics: Production (3 cr):** Microeconomic principles applied to agricultural production and the management of agribusiness firms with an introduction to spreadsheet based statistical, mathematical and optimization techniques for analyzing and solving real world management problems. Prereq: Econ 202 or Econ 272; and Math 143 with a grade of 'C' or better.

**AgEc 302 Managerial Economics: Consumption & Markets (3 cr):** Microeconomic principles applied to agricultural markets and consumer demand, with an introduction to spreadsheet based statistical and forecasting tools for analyzing associated real world pricing and consumer demand concerns facing managers of agribusiness firms. Prereq: Econ 202 or Econ 272; and Math 143.

**AgEc 333 Introduction to Sales (3 cr):** Introduction to the economic and consumer behavior theory of the sales industry. Fundamentals of professional business-to-business selling, business-to-consumer selling, sales ethics, and career assessment. (Spring only)

**AVS 472 Dairy Cattle Management (3 cr):** Establishing a dairy farm, housing and managing large dairy herds, selection of breeding cattle, and marketing quality milk. One 4-day field trip. Recommended Preparation: AVS 222 or equiv. Cooperative: open to WSU degree-seeking students. Prereq: AVS 109; Coreq: AVS 305

**BLaw 265 Legal Environment of Business (3 cr):** Law and its relationship to society; legal framework of business enterprises; court organization and operation; private property and contracts as basic concepts in a free enterprise system. May involve evening exams.

**Bus 311 Introduction to Management (3 cr):** Organization, planning, leadership, and control; evolution of philosophies of management, decision making, motivation, human relations, and communication; organizational behavior and theory; history and present management practices, showing interrelationships between the needs and expectations of the individual, the organization, and society. May involve evening exams.

**Bus 321 Marketing (3 cr):** Explores marketing as an integrating function of the firm. Includes the study of product, price, place, and promotions in the creation of customer value, international marketing, and the roles of corporate social responsibility and ethics in marketing decision making. May involve evening exams.

**Bus 378 Project Management (3 cr):** Planning, organizing, staffing, controlling, and directing an organization's resources for special projects; topics include matrix organizations, cross

functional teamwork, budgeting, work breakdown structures, critical path method (CPM), program evaluation and review techniques (PERT), capacity planning, and project control. May involve evening exams.

**FS 422 Sensory Evaluation of Food and Wine (3 cr):** Theory, principles and application of sensory evaluation techniques to evaluate appearance, aroma, flavor and texture of foods and wine. Cooperative: open to WSU degree-seeking students. Prereq: FS 110 or FS 113; and Stat 251

**FS 423 Sensory Evaluation of Food and Wine Laboratory (1 cr):** This course will provide a practical application of FS 422, including the theory, principles and applications of sensory evaluation techniques for the evaluation of appearance, aroma, flavor and texture of foods and wine. Recommended for ages 21 or older. Cooperative: open to WSU degree-seeking students.

**FS 462 Food Analysis (3 cr):** Introductory food analysis; methods common to many food commodities. Recommended Preparation: FS 460 and FS 461. Cooperative: open to WSU degree-seeking students. Prereq: FS 302 and FS 303; and Chem 275/Chem 276 or Chem 277/Chem 278; and Senior Standing

**FS 470 Advanced Food Technology (3 cr):** Physical principles of food preservation and recent advances in food technology. Recommended Preparation: FS 432, and FS 460. Additional projects/assignments required for graduate credit. Cooperative: open to degree-seeking students. Prereq: FS 302 and FS 303

**FS 499(s) Directed Study (cr arr)**

**RMat 495 Product Development and Brand Management (3 cr) (Same as Bus 495):** This course examines the development and management of products (goods and service) and brands. Topics will include the product development process, product-life cycle, development of brands, and management of brand portfolios. Specific to services, topics will include service quality, heterogeneity, perishability, and simultaneous production and consumption. (Fall only). Prereq: Econ 201, Econ 202 or Econ 272