

# AGRICULTURAL ECONOMICS AND BUSINESS

## What can I do with this degree?

### AREAS

### EMPLOYERS

### STRATEGIES

#### FINANCE/BANKING

Commercial Lending  
Branch Management  
Bank Operations  
Lending  
Commodities (Stocks & Futures)  
Accounting  
Risk Management  
Appraisal  
Real Estate  
Insurance  
Environmental Economics

Commercial banks  
Credit unions  
Savings and loans associations  
Service banks  
Mortgage banks  
Legal firms  
Purchasing/supply firms  
Farm cooperative services

Seek out experience in the banking industry through part-time employment or internships.  
Join a professional organization such as American Agricultural Economics Association or Association of Environmental and Resource Economists.  
Develop skills in decision-making, policy analysis and technical analysis.  
Explore ways to demonstrate competence in managing money and analyzing data.  
Stay up to date on local, national and global economic trends.  
Get involved in campus organizations such as Gamma Sigma Delta and seek leadership roles.  
Research and contact major and/or local financial and banking institutions that specialize in the agricultural market.  
Take additional courses in statistics, finance and accounting.

#### SALES/MARKETING

Agricultural Marketing  
Outside Sales  
Retail Sales  
Customer Relations  
Public Relations  
Policy Analysis  
Agricultural Consultation

Market analysis firms  
Agribusinesses  
Production industries  
Food retailers and wholesalers  
Food processors  
Manufacturers of farm input supplies  
Farm equipment manufacturers  
Insurance firms  
Media companies  
Consulting firms

Join a professional organization such as National Agri-Marketing Association.  
Gain experience with retailers in the agricultural industry and other agribusinesses.  
Develop skills in decision-making, policy analysis and technical analysis.  
Develop excellent verbal and written communication skills.  
Become involved in campus organizations such as Gamma Sigma Delta.  
Build relationships with major and local retail and marketing firms that specialize in agriculture.

## AREAS

## EMPLOYERS

## STRATEGIES

### MANAGEMENT

Agricultural Management  
Agricultural Crop Farm Management  
Farm and Home Management  
Strategic Planning  
Agricultural Programming  
Agricultural Consultation

Agribusinesses  
Farm-input-supply businesses  
Commodity processors  
Landscape design and maintenance firms  
Production industries  
Feedlot operations  
Feed and seed companies

Join a professional organization such as Institute of Food Technologists or International Food and Agribusiness Management Association.  
Pursue experiences with management companies through part-time employment, internships or co-ops.  
Develop your skills in decision-making, policy analysis and technical analysis.  
Develop excellent verbal and written communication skills.  
Stay up to date on local, national and global economic trends.  
Become involved in campus organizations such as Gamma Sigma Delta and seek leadership roles.  
Research and contact management organizations that specialize in agriculture.  
Be prepared to start in entry-level management trainee positions.

### AGRICULTURAL EQUIPMENT SYSTEMS

#### MANAGEMENT

Purchasing/Buying  
Dealership Management  
Customer Relations  
Wholesale and Retail Sales  
Environmental Technology  
Farm Supply Management  
Teaching/Training  
Logistics

Agricultural support companies  
Agricultural machinery manufacturers  
Farm machinery sales and service companies  
Landscape development and maintenance industry  
Farm input supply businesses  
Farm and garden supply stores  
Wholesale distributors  
Logistics firms  
State, Federal and Local Government including:  
USDA  
State, local and national parks  
Army Corps of Engineers  
Environmental Protection Agency  
Bureau of Land Management

Develop awareness and understanding of the farm machinery and equipment market, both nationally and internationally.  
Explore current and past research into the development of basic and advanced farm and agricultural equipment.  
Obtain retail and/or wholesale sales experience, preferably in the field of agriculture or farm supply companies.  
Get involved in related student organizations.  
Develop strong interpersonal and communication skills, especially for sales-related positions.

## AREAS

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### REAL ESTATE

Farmland Portfolio Analysis  
Farm/Estate Sales  
Appraisal

Real estate and appraisal services  
Food retailers/wholesalers  
Farm cooperative services  
Financial institutions  
Self-employment

Gain experience with realty companies and with the National FFA through part-time jobs or internships.  
Develop excellent verbal and written communication skills.  
Become involved in campus organizations such as Gamma Sigma Delta.  
Research and contact real estate firms that handle agrarian properties.

### GOVERNMENT/NONPROFIT

State and Federal Conservation  
Health and Regulatory Inspection  
Agricultural Inspection

State and local government  
Federal government agencies including:  
US Department of Agriculture  
National Parks  
Army Corps of Engineers  
Environmental Protection Agency  
Bureau of Land Management  
Non-profit organizations  
Advocacy groups  
International agencies & non-governmental organizations

Gain exposure and experience by volunteering with agencies such as 4-H.  
Find an internship with a government agency.  
Develop excellent verbal and written communication skills.  
Learn about the federal government application process.  
Maintain a high grade point average.

### EDUCATION

Agricultural Education  
Ag Extension  
Teaching  
Research and Research Analysis

K- 12 schools  
Colleges and universities  
Research institutions  
Extension services  
Farm information services utilizing mass communication

Volunteer to assist a faculty member with his or her research  
Gain certification to teach K-12.  
Earn a PhD for university teaching.  
Learn to work well with all types of people.  
Get involved in relevant activities such as tutoring, peer mentoring, etc.  
Be prepared to live in a rural community for extension positions.

**GENERAL INFORMATION**

- Since the foundation of the degree is business and economics, students may pursue employment opportunities outside of agriculture. Consider Marketing, Communications, Publics Relations and Management.
- Investigate the different opportunities associated with Bachelor's, Master's and PhD degrees.
- A Bachelor's of Science in Agricultural Business and Economics may serve as a pre-professional degree for students interested in pursuing a degree in law or business.
- Earn a graduate degree to pursue university teaching and advanced research positions.
- Developing networking skills and obtaining related experience is essential.
- Build a professional network for exploring career opportunities and job openings.
- Join a campus and/or national club or organization, such as Gamma Sigma Delta.
- Develop transferable skills that most employers value, such as communication skills, leadership ability, creativity, ability to work on a team, and self-motivation.
- Be prepared to live in rural and farming communities for some of the career areas in Agricultural Economics and Business.