

## Animal Science & Management

### *Agricultural & Resource Economics (ARE) Course Options*

Note: Course offerings are subject to change. Please check regularly with the Department of Agriculture & Resource Economics, [manecon@primal.ucdavis.edu](mailto:manecon@primal.ucdavis.edu), for more updated information on ARE courses.

#### *Required course:*

COURSE	COURSE TITLE	DESCRIPTION	UNITS	QTR	Prereqs
ARE 100A	Intermediate Microeconomics: Theory of Production and Consumption	Theory of individual consumer and market demand; theory of production and supply of agricultural products, with particular reference to the individual firm; pricing, output determination, and employment of resources under pure competition. <b>**Pass One open to Animal Science and Management Majors; Not open for credit to students who have completed Economics 100</b>	4	F, W, S, Su I	ECN 1A & B; C- or higher in either MAT 16C, 17C, or 21C

#### *Choose **one** of the following marketing courses:*

COURSE	COURSE TITLE	DESCRIPTION	UNITS	QTR	Prereqs
ARE 112	Fundamentals of Organization Management	Role of organizational design and behavior in business and public agencies. Principles of planning, decision making, individual behavior, management, leadership, informal groups, conflict and change in the organization. <b>**Pass One restricted.</b>	4	F, W, S, Su II	Upper division standing
ARE 113	Fundamentals of Marketing Management	Customer-product relationships, pricing and demand; new product development and marketing strategy; promotion and advertising; product life cycles; the distribution system; manufacturing, wholesaling, retailing. Government regulation and restraints. <b>**Pass One open to Animal Science and Management Majors.</b>	4	W	ECN 1A or 1AV
ARE 132	Cooperative Business Enterprises	Study of cooperative business enterprise in the United States and elsewhere; economic theories of behavior, principles of operation, finance, decision-making, and taxation. <b>** Pass One open to Animal Science and Management Majors.</b>	4	W	ECN 1A or 1AV; UWP 104A or UWP 101
ARE 139*	Futures and Options Markets	History, mechanics, and economic functions of futures and options markets; hedging; theory of inter-temporal price formation and behavior of futures and options prices; price forecasting; futures and options as policy tools. <b>**Pass One restricted.</b>	4	F, S, Su I, Su II	ARE 100A; STA 103

\* ARE 139 requires STA 103 as a prerequisite but ANM students can bypass the prerequisite by having PLS 120 or STA 100. However, students will still need to submit a prerequisite petition.

Choose *one* of the following management courses:

COURSE	COURSE TITLE	DESCRIPTION	UNITS	QTR	Prereqs
ARE 120	Agricultural Policy	Analytical treatment of historical and current economic problems and governmental policies influencing American agriculture. Uses of economic theory to develop historical and conceptual understanding of the economics of agriculture; how public policy influences the nature and performance of American agriculture. <b>** Pass One open to Animal Science and Management Majors.</b>	4	S	ARE 100A
ARE 140	Farm Management	Farm organization and resources; economic and technological principles in decision making; analytical techniques and management control; problems in organizing and managing the farm business. <b>**Pass One restricted.</b>	4	NCO	ECN 1A or 1AV
ARE 145	Farm and Rural Resources Appraisal	Principles, procedures, and practice of the valuation process with specific emphasis placed on farm real estate. Concepts of value, description of land, identification of the major physical and economic determinants of value, the three primary appraisal approaches to valuation, discussion of appraisal activity and practice. <b>**Pass One open to Animal Science and Management Majors.</b>	4	W	None
ARE 157*	Analysis for Operations and Production Management	Application of economic theory and quantitative methods in analyzing production management problems including inventory control, production scheduling, quality control, simulation, systems approach, and work measurement. <b>**Pass One open to Animal Science and Management Majors.</b>	4	S	ARE 155; ARE 100A; STA 103

\* ARE 157 requires ARE 155 and STA 103 as a prerequisite but ANM students can bypass the prerequisite by having ANS 128, and either PLS 120 or STA 100 completed previously. However, students will still need to submit a prerequisite petition.