

## **OBJECTIVE**

The agribusiness academic program is suited for professionals specialized in detecting business opportunities for the creation, management and consolidation of productive projects in the agribusiness sector that are part of the commodities, consumer goods or services originated in the farmland. Graduate students contribute to the design, planning, management, implementation and technical assistance, as well as innovation and sustainable development for local trading with marketing strategies and overseas under an ecological, economic, political, legal and cultural background sustained in an ethical and human oriented education. The purpose of our academic program is to instruct future professionals that can enhance and convert the activities in the farmland into efficient, profitable and competitive businesses that improve the quality of life of the actors involved in the sector and in their communities.

## **APPLICANT PROFILE:**

The candidate student to apply for the degree in agribusiness must have interest in improving the agricultural sector conditions with an entrepreneurial attitude, willing to collaborate in a team work and actively participation by coordinating communities in the farmland.

## **GRADUATE PROFILE:**

The degree in agribusiness is structured under a set of skills, knowledge, attitudes and values that the student will develop through the entire program.

### **Skills**

The professional in agribusiness is dedicated to analyzing economic, social and cultural indicators that condition the markets of goods and services originated in the farmland. Detect and solve problems and opportunities with accurate solutions and anticipating future consequences:

- Develop creativity, organization of mental structures and argue of design of strategies to support alternative solutions and plans for implementation and improvement
- Innovate products and services originated in the farmland, as well as variants of existing products
- Integrate productive chains of supply in the agricultural sector through the organization of its different components to maximize its profits
- Apply the principles of financial analysis, risk assessment, technical studies and internal control systems
- Manage agribusiness effectively and make proposals for improvement that generate greater profitability
- Promote consumption of agricultural products in the different target markets
- Manage agribusiness fundraising projects in investments, infrastructure, equipment and products quality
- Identify and implement policies and regulations of international trade agreements to identify opportunities and make them profitability for an agribusiness.
- Provide technical assistance services in different productive chains of the rural sector, agricultural, agribusiness and services related to the sector.

### **Knowledge:**

- Statistics (statistical methods) for research and market studies
- Scientific method for research and sustainable development in agribusiness with corporate and ecological responsibility (attitude)
- Financial markets in agribusiness for analysis and forecasting
- Marketing strategies for the productive process in agribusiness
- Management
- Financial management
- Investment projects
- Law theory
- Economic theory
- Models of productive chains integration
- Quality systems applied to agribusiness
- Production and transformation systems originated in the farmland
- Internal control systems
- Agribusiness market intelligence
- International trade agreements for the agribusiness
- Agribusiness regulations
- Advanced English skills

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**BUSINESS SCIENCES CENTRE**  
**AGRIBUSINESS ACADEMIC PROGRAM**

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**Attitudes:**

- Entrepreneur
- Professional and personal ethics
- Critical, thoughtful and purposeful
- Work team
- Aperture to change
- Proactive professional performance oriented.
- Creative
- Commitment to social and environmental issues.

**PROFESSIONAL FIELD:**

The graduate profile of an agribusiness professional is structured by a set of skills, knowledge, attitudes and values that the student will develop in the following fields of action:

- Companies of production, processing and trading of agribusiness products.
- Consulting Firms
- Private organizations linked to agricultural services and industry sectors.
- Government offices related to agricultural, services, customs and agribusinesses.
- Entrepreneurship in the agribusiness field with marketing, processing and services.

**PERIOD:**

Nine semesters.

**BUSINESS SCIENCES CENTRE  
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**CURRICULUM**

**PROG 2012  
BACHELOR**

	<b>T</b>	<b>P</b>	<b>C</b>	<b>CENTRE</b>	<b>DEPARTAMENT</b>
<b>FIRST SEMESTER</b>					
AGRIBUSINESS REGULATION	3	0	6	CCE	AGRIBUSINESS
VEGETABLE PRODUCTION PROCESSES	3	2	8	CCA	PHYTOTECHNOLOGY
AGRIBUSINESS MARKETING	5	0	10	CCEA	MARKETING
MANAGEMENT	4	0	8	CCEA	MANAGEMENT
WRITING OF SCIENTIFIC TEXTS	3	0	6	CAC	LITERATURE
ACCOUNTING	3	2	8	CCEA	ACCOUNTING
Institutional Program of Foreign Languages					
Institutional Program of Humanist Education					

	<b>T</b>	<b>P</b>	<b>C</b>	<b>CENTRE</b>	<b>DEPARTAMENT</b>
<b>SECOND SEMESTER</b>					
ANIMAL PRODUCTION PROCESSES	3	2	8	CCA	ZOOTECHNY
HUMAN RESOURCES	2	2	6	CCEA	HUMAN RESOURCE
AGRIBUSINESS MARKETS	3	2	8	CCE	AGRIBUNESS
STRATEGIC PLANNING OF AGRIBUSINESS	2	2	6	CCEA	MANAGEMENT
INFORMATION TECHNOLOGY	3	0	6	CCB	INFO SYSTEMS
MATHEMATICS	3	2	8	CCB	MATHS AND PHYSIC
Institutional Program of Foreign Languages					
Institutional Program of Humanist Education					

	<b>T</b>	<b>P</b>	<b>C</b>	<b>CENTRE</b>	<b>DEPARTAMENT</b>
<b>THIRD SEMESTER</b>					
ECONOMY	3	2	8	CCEA	ECONOMICS
MARKETS STRATEGIES	3	2	8	CCE	AGRIBUSINESS
COSTINGS	3	2	8	CCEA	ACCOUNTING
STATISTICS	2	3	7	CCB	STATISTICS
DERIVATIVES MARKET	3	2	8	CCEA	FINANCE
Institutional Program of Foreign Languages					
Institutional Program of Humanist Education					

	<b>T</b>	<b>P</b>	<b>C</b>	<b>CENTRE</b>	<b>DEPARTAMENT</b>
<b>FOURTH SEMESTER</b>					
SUSTAINABLE DEVELOPMENT OF AGRIBUSINESS	3	2	8	CCE	AGRIBUSINESS
PROCESSING OF AGRICULTURAL PRODUCTS	3	2	8	CCA	FOOD TECH
BUSINESS PLANS	3	2	8	CCEA	MANAGEMENT
FINANCIAL SOURCES	3	2	8	CCEA	FINANCE
STATICAL METHODS	3	2	8	CCB	STATISTICS
Institutional Program of Foreign Languages					
Institutional Program of Humanist Education					

**BUSINESS SCIENCES CENTRE**  
**AGRIBUSINESS ACADEMIC PROGRAM**

	<b>T</b>	<b>P</b>	<b>C</b>	<b>CENTRE</b>	<b>DEPARTAMENT</b>
<b>FIFTH SEMESTER</b>					
EVALUATION OF AGRIBUSINESS I	3	2	8	CCE	AGRIBUSINESS
QUALITY ASSURANCE	3	2	8	CCA	FOOD TECHNOLOGY
SALES IN AGRIBUSINESS	3	2	8	CCE	AGRIBUSINESS
ANALYSIS OF AGRIBUSINESS PROJECTS	3	2	8	CCE	AGRIBUSINESS
FINANCIAL OPERATIONS	3	2	8	CCEA	FINANCE
PROCESSING OF LIVESTOCK PRODUCTS	3	2	8	CCA	FOOD TECHNOLOGY
Institutional Program for Community Service (Course of Induction)					
<b>SIXTH SEMESTER</b>					
	<b>T</b>	<b>P</b>	<b>C</b>	<b>CENTRE</b>	<b>DEPARTAMENT</b>
EVALUATION OF AGRIBUSINESS II	3	2	8	CCE	AGRIBUSINESS
SUSTAINABILITY OF AGRIBUSINESS	3	2	8	CCA	AGRICULTURAL
LOGISTICS FOR AGRIBUSINESS	3	2	8	CCE	AGRIBUSINESS
APPLICATION OF AGRIBUSINESS PROJECTS	1	4	6	CCE	AGRIBUSINESS
OPERATION RESEARCH	3	2	8	CCB	MATHEMATICS
ETHICS	2	2	6	CCSH	PHILOSOPHY
Institutional Program for Community Service					
	<b>T</b>	<b>P</b>	<b>C</b>	<b>CENTRE</b>	<b>DEPARTAMENT</b>
<b>SEVENTH SEMESTER</b>					
SUPPLY CHAIN MANAGEMENT	3	2	8	CCE	AGRIBUSINESS
AGRICULTURA ECONOMY	3	2	8	CCEA	ECONOMICS
MARKET INTELLIGENCE	3	2	8	CCE	AGRIBUSINESS
AGRIBUSINESS MANAGEMENT	3	2	8	CCE	AGRIBUSINESS
LEGAL AND BUSINESS ENVIRONMENT	3	2	8	CCSH	LAW
OPTIONAL SUBJECT	3	2	8	CCE	AGRIBUSINESS
Institutional Program for Community Service					
	<b>T</b>	<b>P</b>	<b>C</b>	<b>CENTRE</b>	<b>DEPARTAMENT</b>
<b>EIGHTH SEMESTER</b>					
CONSULTANCY WORKSHOP	0	5	5	CCE	AGRIBUSINESS
INTERNAL CONTROL FOR AGRIBUSINESS	3	2	8	CCEA	ACCOUNTING
OPTIONAL SUBJECT	3	2	8	CCE	AGRIBUSINESS
OPTIONAL SUBJECT	3	2	8	CCE	AGRIBUSINESS
AGRIBUSINESS DEVELOPMENT WORKSHOP	0	5	5	CCE	AGRIBUSINESS
TAXES	3	2	8	CCEA	ACCOUNTING
Institutional Program for Community Service					
Institutional Program for Professional Practice (Induction Course)					
	<b>T</b>	<b>P</b>	<b>C</b>	<b>CENTRE</b>	<b>DEPARTAMENT</b>
<b>NINETH SEMESTER</b>					
PROFESSIONAL PRACTICE WORKSHOP	0	18	18	CCE	AGRIBUSINESS
Institutional Program for Community Service					
Institutional Program for Professional Practice					

### **INSTITUTIONAL PROGRAMS**

- Professional Practice
- Community Service
- Tutoring
- International mobility and students exchange
- Second Language Promotion Program
- Humanistic Promotion Program

### **DEGREE REQUIREMENTS**

The graduated candidate must adhere to chapter XIV regarding degree in technical and higher education, Art. 158 of the General Teaching Regulations of our university that states the following:

“Once accredited all the subjects and requirements indicated in the curriculum of technical and higher-level courses, the graduate may request the issuance of his degree in the School Control Office after complying with the following elements:

- I.- Have fulfilled the requirements of Community Service, Humanistic Formation, Professional Practice and Foreign Languages Learning defined under the frame of the institutional programs.
- II.- Free from debts of tuition to Autonomous University of Aguascalientes;
- III.- Have fulfilled the quota and requirements to graduate from the academic program.
- IV.- Have submitted and approved the final examination by the Honorable University Council in an ordinary session held on December 15<sup>th</sup>, 2011.