



AGRI 311 – Farm Management

Fort Hays State University
Peter Werth College of Science, Technology and Mathematics
Department of Agriculture
Dr. Alan Xu

1. COURSE INFORMATION

Credit Hours	3.0
Semester and Year	Fall 2026
Course Prerequisites	AGRI220 or ACCT203 and ECON201
Location of Class	Albertson Hall 235
Class Time	MW 13:00-14:15

2. INSTRUCTOR INFORMATION

Name: Dr. Alan Xu

Office Location: 216 Albertson Hall

Office Hours: M, T, W, Th 10:30 am -12:00 pm or by appointment

Email: y_xu46@fhsu.edu

Contact Procedure and Policy:

The best way to contact me is by email. You are welcome to reach me to schedule a zoom meeting with me via email. Usually, I respond to e-mails within 24 hours. When you email me, please put Course ID and your name/student ID in the "Subject" line. Please only use your FHSU Gmail to communicate. External email addresses will be ignored.

3. TEXTBOOK AND COURSE MATERIALS

Required Textbook:

Olson, K., & Westra, J. (2022). The Economics of Farm Management: A Global Perspective (2nd ed.). Taylor & Francis. ISBN: 9781032247946

Supplementary Book:

Kay, R. D., Edwards, W. M., & Duffy, P. A. (2024). Farm Management (10th ed.). McGraw-Hill Education. ISBN: 9781266275326, Available at <https://www.prioritytextbook.com>

Computer Requirements:

Please refer to the [TigerTech webpage](#) to check the requirements. If you have any technical issues, contact FHSU TigerTech 785-628-3478.



4. COURSE DESCRIPTION

4.1. Course Description: A study of production planning with budgeting, financial records, and the acquisition and use of resources for the individual farm- ranch business is emphasized.

4.2. Interaction:

Class participation is encouraged and discussion on items of interest may enhance your learning experience.

4.3. Recommendations for Success:

To do well in this course, regular attendance is strongly encouraged. This syllabus is posted on Blackboard for your convenience. Students will need to be prepared and perform satisfactorily on quizzes, mini projects, and case studies. This course requires consistent efforts from students.

4.4. Course Expectation

- **Students to Instructor Expectation:** Faculty are expected to follow the course outline and to notify students of any changes in advance.
- **Instructor to Students' Expectations:** This course outline is a significant document in the student's educational process. It is the student's responsibility to be aware of and be compliant with the course information and requirements. Students are expected to respect the educational environment, including online environments, as established by the faculty member. All members of the campus community are expected to demonstrate respect for the rights and responsibilities of others and to abide by campus policies related to health and safety

5. COURSE OBJECTIVES

- Describe the fundamental principles and concepts of farm management, including the role of financial records, budgeting, and resource management in farm-ranch business operations.
- Analyze financial records to assess the financial health and performance of a farm-ranch business.
- Gain familiarity with production plans that include budgeting and resource allocation to optimize farm-ranch business operations.
- Evaluate different strategies for acquiring and using resources effectively to improve the efficiency and profitability of a farm-ranch business.
- Apply decision-making tools and techniques to address challenges and opportunities in farm management, ensuring sustainable and profitable operations.

6. ASSESSMENT METHODS AND GRADING SCALE

Quizzes:

14 weekly quizzes will be assigned in-class throughout the semester worth 25 points each. Please note that the two lowest-scored quizzes will be dropped from your final grades. Therefore, there are 12 quizzes counted (e.g. 300 points total).

There are no make-up quizzes unless justifiable excuses exist.

Mini Projects:

Four mini projects will be assigned throughout the semester worth 50 points each (e.g. 200 points



total). The expected submissions are about 1–3 pages, may include a spreadsheet/table, calculations, and a short managerial recommendation.

Case Studies:

There will be two cases study exams. Each is worth 250 points (e.g. 500 points total).

Please note that in order to be fair to different styles of calligraphy, all submissions, including mini projects and case studies, have to be TYPED in Word files. Hand-written submissions are NOT accepted.

Late Submissions:

All submissions are via Blackboard by **11:59 PM** on the assigned due date. Unless otherwise agreed, late submissions will be penalized as follows: -10% if between 1 minute and 72 hours late. Submissions later than 72 hours late will not be accepted.

Civility:

Mature and respectful behavior is always expected when participating in course activities and interacting with others.

There are 1000 points for this course. The grade you earn for this course depends on the total number of points you earn throughout the semester. The assessment methods and grading scale are as follows.

Quizzes * 12	30%	25 * 12 = 300
Mini Projects * 4	20%	50 * 4 = 200
Case Study #1	25%	250 * 1 = 250
Case Study #2	25%	250 * 1 = 250
Total	100%	1000

A	100.00% - 90%
B	80.00%–89.99%
C	70.00%–79.99%
D	60.00%–69.99%
U	below 60.00%

7. COURSE SCHEDULE

This schedule is tentative and might change during the semester depending on how the course evolves. The content is subject to change depending on students' interest and progress. Students will be notified of the changes through announcements either in the class or at the Blackboard course site. If time is mentioned in the course, it refers to the Central Time Zone.



Week #	Topics/Modules	Chapter Reading	Assignments
Week 1 Aug. 17-Aug. 23	Introduction	2	
Week 2 Aug. 24-Aug. 30	Microeconomics Foundation	4	Quiz 1
Week 3 Aug. 31-Sep. 6	Macroeconomics Foundation	5	Quiz 2
Week 4 Sep. 7-Sep. 13	No Class on Labor Day Holiday, Sep. 7 Government Policies	6	Quiz 3
Week 5 Sep. 14-Sep. 20	Strategic Management: Planning	7	Quiz 4
Week 6 Sep. 21-Sep. 27	External and Internal Analysis	8	Quiz 5
Week 7 Sep. 28-Oct. 4	Financial Statements	12	Quiz 6 Mini Project 1 Due: Farm Strategic Analysis
Week 8 Oct. 5-Oct. 11	Financial Analysis	13	Quiz 7 Case Study 1 Due Oct. 7
Week 9 Oct. 12-Oct. 18	Financial Management	14	Quiz 8
Week 10 Oct. 19-Oct. 25	Budget Uses and Development	15	Quiz 9 Mini Project 2 Due: Financial Analysis
Week 11 Oct. 26-Nov. 1	Partial Budgets	16	Quiz 10
Week 12 Nov. 2-Nov. 8	Whole-Farm Planning	17	Quiz 11 Mini Project 3 Due: Budgeting Decision
Week 13 Nov. 9-Nov. 15	Land Ownership and Use	21	Quiz 12
Week 14 Nov. 16-Nov. 22	Risk Management	22	Quiz 13 Mini Project 4 Due: Land Decision
Week 15	Thanksgiving Break		
Week 16 Nov. 30-Dec. 6	Case Studies		Quiz 14 Case Study 2
Case Study 2 Due Dec. 9			



8. STUDENT HELP RESOURCES

- [FHSU Blackboard Student Tutorials](https://help.blackboard.com/Learn/Student): <https://help.blackboard.com/Learn/Student>
- [Student Accessibility Services](https://www.fhsu.edu/health-and-wellness/accessibility/): <https://www.fhsu.edu/health-and-wellness/accessibility/>
- [Health and Wellness Services](https://www.fhsu.edu/health-and-wellness/): <https://www.fhsu.edu/health-and-wellness/>
- [Career Services](https://www.fhsu.edu/career/): <https://www.fhsu.edu/career/>
- [Technology Services](https://www.fhsu.edu/technology/): <https://www.fhsu.edu/technology/>
- [Tebo Library Research Help and Tutorials](https://www.fhsu.edu/library/): <https://www.fhsu.edu/library/>
- [Academic Tutoring](https://www.fhsu.edu/retention/asp/free-tutoring/): <https://www.fhsu.edu/retention/asp/free-tutoring/>
- [Writing Center](https://www.fhsu.edu/writingcenter/): <https://www.fhsu.edu/writingcenter/>

Special Learning Conditions/Accommodations:

Fort Hays State University, in accordance with The Americans With Disabilities Act, provides assistance and resources for students with disabilities. The Student Accessibility Services office is located within Health and Wellness Services in the Fischli-Wills Center for Student Success, Room 301, 785-628-4401. This is the appropriate office for students, faculty or staff to contact to verify and notify the University of a student's documented disability. After verification of a documented disability, the Student Accessibility Services office will initiate a request for services. Students should contact the instructor within the first two weeks of class if they require special accommodation for test taking, carrying out assignments, or any other need for assistance.

9. UNIVERSITY POLICIES

- [Academic Honesty](#)
- [Attendance](#)
- [Withdrawal](#)
- [Title IX Policy](#) :

FHSU is committed to fostering a safe and productive learning environment. Title IX makes it clear that violence and harassment based on sex, gender, and gender identity are Civil Rights offenses subject to the same kinds of accountability and the same kinds of support applied to offenses against other protected categories such as race, national origin, etc. This includes all types of gender and relationship violence, sexual harassment, sexual misconduct, domestic and dating violence, and stalking. If you wish to report an incident or have questions about school policies and procedures regarding Title IX issues, please contact Amy Schaffer, University Compliance Officer and the FHSU Title IX Coordinator, at alschaffer@fhsu.edu or (785) 628-4175. The Compliance Officer can help connect you to campus and outside resources, discuss all of your reporting options, and assist with any concerns you may have.

- [Academic Success Statement](#)

The Academic Success Office offers success coaching and peer tutoring programs. Success coaching is designed to help students develop strong study skills, improve time management, provide information and referrals to other support services on campus, and creates an accountability component by meeting one-on-one with



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students weekly, biweekly, or monthly. On-Campus peer tutoring is a free service that supports most general education courses. Schedule your 45 min. session starting the second week of the semester!

For more information about these academic success programs.

Learn more at www.fhsu.edu/success. Schedule Online in FHSU's student success platform: EAB Navigate360 fhsu.navigate.eab.com/, download the Navigate360 Student app, or learn more about [Navigate360](#). Additional ways to schedule include: email success@fhsu.edu, call (785) 628-5050, or visit the Fischli-Wills Center for Student Success First-Floor area #142