

MBA-Agribusiness

Department Information

- **Program Director:**
Derek Lehmborg, Ph.D.
- **Program Adviser:**
Elizabeth Worth, M.Ed.
- **Email:**
elizabeth.worth@ndsu.edu
- **Agribusiness Liaison:**
Edie Nelson
- **Email:**
edie.nelson@ndsu.edu
- **Department Location:**
Richard H. Barry Hall
- **Department Phone:**
(701) 231-6038
- **Department Web Site:**
www.ndsu.edu/business/agmba/ (<http://www.ndsu.edu/business/agmba/>)
- **Application Deadline:**
Applications are reviewed on a rolling admission basis for the intended or next available term.
- **Credential Offered:**
M.B.A.
- **Test Requirement:**
GMAT or GRE**
- **English Proficiency Requirements:**
TOEFL ibt 79; IELTS 6.5; Duolingo 105

The Master of Business Administration (MBA) in Agribusiness program at North Dakota State University is a non-thesis, professional program designed to meet the educational needs of current and future agribusiness leaders. The program carves a niche at the intersection of business and agriculture, drawing on the resources and expertise of both the College of Business and the Department of Agribusiness and Applied Economics. It accommodates full- and part-time students, including working professionals, and focuses on preparing managers of agribusiness firms to make decisions that consider factors unique to agribusiness. Examples may include:

- production volatility caused by weather, pests, and biology
- logistics disruptions
- seasonality in production and consumption
- long investment and production cycles
- linkages with the government, financial institutions, and other organizations

In addition to these industry-specific topics, the program also provides a solid background in business, emphasizing the practicalities of managing agribusiness organizations. Graduates of the program can expect to gain high quality general business management skills along with in-depth knowledge of agribusiness and agricultural industries.

Financial Assistance

The College of Business and the Department of Agribusiness and Applied Economics offer financial assistance through a limited number of graduate assistantships and scholarships. Assistantships include a stipend and graduate base-tuition waiver in return for work within the college. The tuition waiver is limited to eligible graduate course work. Awards are competitive and administered on a case-by-case basis.

GMAT/GRE**

Individuals seeking admission to the MBA in Agribusiness program may request a waiver of the GMAT/GRE requirement if they meet one of the following requirements:

- The applicant has a cumulative post-secondary GPA of 3.5 or higher (on a 4.0 scale) from an accredited or otherwise recognized institution of higher education.
- The applicant has successfully completed two or more post-secondary degrees (bachelor's level or higher).

- The applicant holds a terminal degree (e.g., PhD, EdD, MD, JD, etc.).
- The applicant has substantial post-baccalaureate professional work experience (typically a minimum of five (5) years), including demonstrated leadership ability.

Appropriate documentation (i.e. official transcript(s), resume) is required to be uploaded to the application file. It does not, however, guarantee a waiver. Applicants requesting an exam waiver are reviewed on a case-by-case basis, and waiver approval is determined at the discretion of the MBA program coordinator and/or director.

The program will consist of 26-27 credits of core courses, with two elective courses (4-6 credits) for a total of 30-33 total credits.

| Code | Title | Credits |
|---|---|--------------|
| Core Courses | | 26-27 |
| AGEC 711 | Applied Risk Analysis I | |
| AGEC 744 | Agribusiness I: Agricultural Product Marketing and Agribusiness Strategy | |
| AGEC 797S | Comprehensive Project (Comprehensive Project/Agribusiness Strategy (capstone; integrate learning from previous courses; write a paper/case)) | |
| AGEC 790 | Graduate Seminar | |
| MBA 701 | Strategic Cost Management | |
| MBA 702 | Advanced Financial Management | |
| MBA 703 | Advanced Organizational Behavior | |
| MBA 704 | Supply Chain and Operations Management | |
| MBA 705 | Strategic Marketing Management | |
| MBA 706 | Managing Information Resources | |
| MBA 707 | Microeconomics for Managers | |
| or AGEC 741 | Advanced Microeconomics | |
| MBA 708 | Advanced Strategic Management | |
| Choose at least two courses from the approved elective list. | | 4-6 |
| Finance/Risk | | |
| AGEC 646 | Agribusiness Finance | |
| AGEC 712 | Applied Risk Analysis II | |
| FIN 640 | International Finance | |
| Logistics/Supply Chain Management | | |
| TL 711 | Integrated Supply Chain System | |
| TL 721 | Global Supply Chain Management | |
| TL 723 | Advanced Supply-Chain Planning Across the Enterprise | |
| TL 731 | Supply Chain Decision Analysis | |
| TL 829 | Supply Chain Risk Management | |
| Marketing | | |
| AGEC 644 | Advanced Commodity Trading | |
| MRKT 634 | Sales Management | |
| MBA 721 | Creating and Marketing Innovations | |
| MBA 722 | Marketing Analytics and Customer Intelligence | |
| MBA 723 | Digital Marketing | |
| MBA 724 | Integrated Marketing Communications | |
| Quantitative Methods | | |
| AGEC 739 | Analytical Methods for Applied Economics | |
| ECON 610 | Econometrics | |
| ECON 710 | Advanced Econometrics | |
| MBA 751 | Business Analytics Concepts | |
| MBA 752 | Business Analytics Strategy | |
| MBA 753 | Business Analytics Methods | |
| Other Electives, including those listed above and: | | |
| AGEC 652 | Food Laws & Regulations | |
| AGEC 674 | Cooperatives | |

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| AGEC 720 | Food Safety Costs and Benefits Analysis |
| AGEC 725 | Food Policy |
| AGEC 793 | Individual Study/Tutorial |
| ECON 640 | Game Theory and Strategy |
| ECON 672 | International Trade |
| MBA 731 | Leading and Managing Teams |
| MBA 732 | Managerial Leadership: Essential Competencies |
| MBA 733 | Management Decision Making |
| MBA 734 | Negotiations |
| MBA 736 | Managing Conflict in Organizations |

600- or 700-level College of Business, or related area courses approved by the MBA program director.

Total Credits

30-33

Somnath Banerjee, Ph.D.

University of Central Florida, 2015

Field: Marketing

David W. Bullock, Ph.D.

Iowa State University, 1989

Field: Agricultural Economics

Linlin Chai, Ph.D.

Iowa State University, 2016

Field: Marketing

Rajani Ganesh-Pillai, Ph.D.

University of Central Florida, 2009

Field: Marketing

Robert Hearne, Ph.D.

University of Minnesota, 1995

Field: Agricultural and Applied Economics

Jeremy Jackson, Ph.D.

Washington University in St. Louis, 2008

Field: Economics

Joseph M. Jones, Ph.D.

University of Missouri-Columbia, 1991

Field: Marketing

Derek Lehmborg, Ph.D.

University of Western Ontario, 2010

Field: Strategic Management

Siew Lim, Ph.D.

University of Georgia, 2005

Field: Economics

Joshua Marineau, Ph.D.

University of Kentucky, Lexington, 2012

Field: Organizational Behavior

Frayne Olson, Ph.D.

University of Missouri, 2007

Agricultural Economics

Supavich Pengnate, Ph.D.

Oklahoma State University, 2013

Field: Management Information Systems

Tim O. Peterson, Ph.D.

Texas A&M University at College Station, 1988

Field: Management/Organizational Behavior

Xudong Rao, Ph.D.

University of Minnesota, 2015

Field: Applied Economics

Frederick Riggins, Ph.D.

Carnegie Mellon University, 1994

Field: Management Information Systems

Saleem Shaik, Ph.D.

University of Nebraska, Lincoln, 1998

Field: Agricultural Economics

Tom Wahl, Ph.D.

Iowa State University, 1989

Field: Agricultural Economics

William W. Wilson, Ph.D., *Distinguished Professor*

University of Manitoba, 1980

Field: Agricultural Economics

Lei Zhang, Ph.D.

University of Texas at Dallas, 2011

Field: Economics

Limin Zhang, Ph.D.

University of Arizona, 2005

Field: Management Information Systems

Emeritus

Bahman Bahrami, Ph.D.

University of Nebraska-Lincoln, 1983

Field: Managerial Economics, Management Information Systems, Labor Relations and Negotiation

C. Frederick Eisele, Ph.D.

University of Iowa, 1971

Field: Labor Management and Negotiation

Karen Froelich, Ph.D.

University of Minnesota, 1994

Field: Strategic Management

Terry W. Knoepfle, J.D., CPA

University of North Dakota, 1981

Field: Business Law and Tax Accounting