



Adding Value to Your Team

Food is big business. It is Canada's second largest industry, and in Ontario one in every five jobs is food related. In the Agricultural Business program, students acquire the management skills needed to succeed in the multi-million-dollar agribusiness industry. Students explore all areas of management, including accounting, economics, finance, marketing, production, organizational behaviour, policy planning and implementation. The University of Guelph is proud of our long-established history in agriculture.

University of Guelph Advantage

Our students develop a comprehensive management perspective based on an understanding of the complex relationships from input suppliers to producers and through to the eventual consumer. This includes, for example, food safety consultants, financial advisors, packagers, distributors, and marketing and sales agents. Students learn to relate these operations to an industry that is shaped by global issues including free trade, genetically modified foods, sustainable agriculture and the stability of commodities markets.

Our co-op process responds to your needs. Employers can post, hire and interview throughout the semester and our students are available for 4 or 8 month work terms. The **Experience Guelph** hiring tool makes hiring Guelph co-op students easy!

Student Strengths

- Students have the fundamental skills acquired in a Commerce degree with the additional advantage of applied knowledge of the agricultural industry
- Excellent critical thinking, analytical and teamwork skills are developed as students complete extensive research projects
- Leadership and communication skills are further enhanced developed through education, extra-curricular involvement, and experiences both at school and at work

Food & Agricultural Business Course Sequencing

YEAR	FALL (SEPT-DEC)	WINTER (JAN-APRIL)	SUMMER (MAY-AUG)
ONE	<ul style="list-style-type: none"> • INTRODUCTORY MARKETING • INTRODUCTORY MICROECONOMICS • BUSINESS MATHEMATICS • INTRODUCTION TO BUSINESS 	<ul style="list-style-type: none"> • ECONOMICS OF THE AGRI-FOOD SYSTEM • INTRODUCTORY MACROECONOMICS • INTRODUCTORY FINANCIAL ACCOUNTING • 1 ELECTIVE OR RESTRICTED ELECTIVE 	OFF
TWO	<ul style="list-style-type: none"> • INDIVIDUALS AND GROUPS IN ORGANIZATIONS • INTERMEDIATE MICROECONOMICS • ECONOMIC STATISTICS • INTRODUCTION TO CO-OPERATIVE EDUCATION • INFORMATION MANAGEMENT • 1 ELECTIVE OR RESTRICTED ELECTIVE 	<ul style="list-style-type: none"> • AGRI-FOOD MARKETS AND POLICY • MANAGEMENT ACCOUNTING • INTRODUCTORY MATHEMATICAL ECONOMICS • 2 ELECTIVES OR RESTRICTED ELECTIVES 	WORK TERM ONE
THREE	WORK TERM TWO	<ul style="list-style-type: none"> • FINANCIAL MANAGEMENT • OPERATIONS MANAGEMENT • INTRODUCTION TO ECONOMETRICS • INTRODUCTION TO FINANCE • FUTURES & OPTIONS MARKETS 	WORK TERM THREE
FOUR	<ul style="list-style-type: none"> • CORPORATE SOCIAL RESPONSIBILITY • 4 ELECTIVES OR RESTRICTED ELECTIVES 	WORK TERM FOUR	WORK TERM FIVE
FIVE	<ul style="list-style-type: none"> • THE FIRM AND MARKETS • FOOD AND AGRI MARKETING MANAGEMENT • STRATEGIC MANAGEMENT • <u>ONE OF</u>: BUSINESS AND CONSUMER LAW OR HOUSING & REAL ESTATE LAW • 1 ELECTIVE OR RESTRICTED ELECTIVE 	<ul style="list-style-type: none"> • AGRICULTURAL AND FOOD POLICY • ADVANCED AGRIBUSINESS MANAGEMENT • 3 ELECTIVES OR RESTRICTED ELECTIVES 	

A MINIMUM OF 3 COURSES FROM THE FOLLOWING LIST:

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| <ul style="list-style-type: none"> • INDEPENDENT STUDIES I • INDEPENDENT STUDIES II • INTERNATIONAL FOOD SECTOR AND POLICY ANALYSIS • FOOD SECURITY, NUTRITION AND INTERNATIONAL DEVELOPMENT • ADVANCED OPERATIONS MANAGEMENT IN THE AGRI-FOOD SECTOR • POVERTY, FOOD AND HUNGER • FLEXIBLE INTERNSHIP IN AGRI-FOOD | <ul style="list-style-type: none"> • COST-BENEFIT ANALYSIS • RESOURCE ECONOMICS • DECISION SCIENCE • MARKETING RESEARCH • SURVEY OF NATURAL RESOURCE ECONOMICS • SUPPLY AND VALUE CHAIN MANAGEMENT • AGRI-FOOD RETAILING, MERCHANDISING AND SALES • LAND ECONOMICS |
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BASED ON THE 2022/23 UNDERGRADUATE CALENDAR

PLEASE SEE THE CURRENT UNDERGRADUATE CALENDAR FOR MORE INFORMATION