Description
The Department of Food and Resource Economics (FRE) in the College of Agricultural and Life Sciences offers this area of specialization to students interested in management, marketing, and sales with a focus in food manufacture and distribution. Students explore topics in technical sales, labor management, and methods to improve organizational teamwork, productivity, performance, and enterprise success. Courses for the minor emphasize oral presentations, written assignments, and group projects. Career opportunities are available in food manufacturing industries, sales, labor management, federal and state agencies. For career information, view: http://www.crc.ufl.edu/.

Requirements
Students are required to have a minimum of four classes totaling 12 hours from any of the 3000-4000 level courses listed below and maintain a minimum 2.0 Area of Specialization GPA. Be sure to check course prerequisite requirements.

- AEB 3341 Selling Strategically or
- AEB 3300 Agricultural and Food Marketing
- AEB 3144 Introduction to Agricultural Finance
- AEB 3122 Financial Planning in Agribusiness
- AEB 3315 Futures Markets and Risk Management
- AEB 4138 Advanced Agribusiness Management
- AEB 4242 International Trade Policy in Agriculture
- AEB 4342 Agricultural and Food Marketing Management
- AEB 4343 International Agribusiness Marketing
- AEB 4424 Human Resources Management in Agribusiness

Contact Information
You are always welcome to meet with an Advisor in the School of Business, however, advising specifically related to Management and Sales in Agribusiness is available through the Food and Resource Economics department in the College of Agricultural & Life Sciences. For registration, scheduling, and area-specific questions, please contact:

Dr. Rick Weldon
rweldon@ufl.edu
352-294-7635
1189 McCarty A Hall

Department Website: http://www.fred.ifas.ufl.edu/

Minor Option
A minor is available in this Area of Specialization. To complete the minor, students must earn 15 credit hours with a minimum 2.0 cumulative GPA. More information about the Management and Sales in Agribusiness minor is available at: https://catalog.ufl.edu/ugrad/current/agriculture/minors/management-and-sales-in-agribusiness.aspx.