

SYLLABUS
DAIRY PRODUCTION SYSTEMS
ANS 440/540
WINTER 2004

Instructor	Patrick D. French 320 Withycombe Hall 737-1898 Patrick.French@orst.edu
Lecture	1:00 – 2:15 TR, With 217
Office hours	2:15 – 3:15 T and 11:00 – 12:00 R
Course Materials	No required text. Pertinent information will be given out in class and available from website.
Website	http://oregonstate.edu/instruct/ans440
Course vision	Development of attributes desired by a wide range of industries leading to success in the chosen professions in life.
Course mission	Provide instruction in dairy enterprise financial management; leading to a framework that allows future learning and growth, and develop an analytical approach to techniques and strategies leading to profitable dairy management decisions. The focus will be on managerial planning and financial decisions with profit as a goal. Concentration will be on dairy managerial decisions, but the techniques will apply to related careers as well.
Course Objectives	Students will gain in the following areas: <ul style="list-style-type: none">□ Development of decision making processes that influence the viability, profitability, and efficiency of the dairy enterprise;□ Increase ability to assimilate information to make decisions;□ Enhance skills of critical evaluation;□ Knowledge to devise innovative solutions to crucial problems.

Grading: The grading system will consist of the twelve basic grades (A, A-, B+, B, B-, C+, C., C-, D+, D, D- and F).

Tentative Grading Schedule¹

A	≥93
A-	≥90 and <93
B+	≥87 and <90
B	≥83 and <87
B-	≥80 and <83
C+	≥77 and <80
C	≥73 and <77
C-	≥70 and <73
D+	≥67 and <70
D	≥63 and <67
D-	≥60 and <63
F	<60

¹Discretion of Instructor

Grade Components	Problem Sets	8 @ 37.5 Points/PS	300	60%
	Project		100	20%
	Final Exam		100	20%
	Total Points		500	100%

Honesty In Academic Work

The administration of the classroom rests with the instructor. Academic dishonesty is defined as an intentional act of deception in which a student seeks to claim credit for the work or effort of another person or uses unauthorized materials or fabricated information in any academic work. It includes "cheating" (intentional use or attempted use of unauthorized materials, information, or study aid), "fabrication" (intentional falsification or invention of any information), "assisting in dishonesty" (intentionally or knowingly helping or attempting to help another commit an act of dishonesty), "tampering" (altering or interfering with evaluation instruments and documents), and "plagiarism" (intentionally or knowingly representing the words or ideas of another person as one's own). When evidence of academic dishonesty comes to the instructor's attention, the instructor should (a) document the incident, (b) permit the accused student to provide an explanation, (c) advise the student of possible penalties, and (d) take action. The instructor may impose any academic penalty up to and including an "F" grade in the course after consulting with his or her department chair and informing the student of the action taken.

TENTATIVE SCHEDULE
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Week	Date	Topic	PS Out	PS Due
1	1-6	Introduction, Management		
	1-8	Vision and Mission Statements, Decision Charts	I	
2	1-13	Time Value of Money		
	1-15	Loan Terms and Evaluation, Annual Cost	II	I
3	1-20	Starting a Dairy & Establishing a Business		
	1-22	Facilities & Capital Investment	III	II
4	1-27	Cash Flow, Profitability		
	1-29	Net Worth, Financial Ratios, Break Even	IV	III
5	2-3	Cost of Production, Budgeting, Marginal Cost		
	2-5	Tax Minimization I	V	IV
6	2-10	Tax Minimization II		
	2-12	Lease - Buy Decisions, Leasing Cattle and Facilities	VI	V
7	2-17	No Class		
	2-19	Partial Budgeting	VII	VI
8	2-24	Feed Storage and Delivery		
	2-26	Labor Management	VIII	VII
9	3-2	Nutrient Management		
	3-4	Risk Management, Estate Planning	IX	VIII
10	3-9	Presentations		
	3-11	Presentations		IX
	3-19	Final Exam (Friday 7:30 – 9:30 AM, With 217)		