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Dear Food, Animal Health, and Agribusiness Professional,

K-State's Master of Agribusiness (MAB) executive education program is an executive distance program that allows you to reach your professional goals and is designed specifically for food, animal health and agribusiness professionals.

Whether you are looking to advance in your current field or you are exploring new horizons, the MAB equips you to navigate the complex business challenges the agricultural value chain will encounter now and in the future. With more than two decades of building agribusiness leaders, we are recruiting our 29th MAB cohort for Manhattan, KS, and our 12th Animal Health (Olathe, KS) cohort.

Currently, the MAB program consists of individuals across the United States and globe. In addition to the two years of professional experience, students have one thing in common - a passion to obtain graduate level business and economics training in the food, animal health, companion animal and agribusiness sectors while continuing their career. Our MAB students bring a broad range of experience from a variety of roles across the agricultural value chain. You will get the opportunity to network, and learn, from these peers as part of your MAB experience.

The American Distance Education Consortium, Peterson's, the Association of Continuing Higher Education, and the University Professional and Continuing Education Association have all recognized the Master of Agribusiness nationally for its quality and innovation. That quality and innovation is derived from the interaction of students with a passion for the food and agribusiness industry, a curriculum designed entirely for working professionals, and a faculty committed to excellence in scholarship.

I invite you to see for yourself how this proven program can fit your schedule, provide you with a career competitive advantage, and allow you to network with food, animal health and agribusiness professionals from around the globe.

I look forward to seeing you in one of our next classes.

Sincerely,

Dr. Brady Brewer,

Agricultural Economics Associate Professor
and MAB Program Director



WHAT IS AN MAB?

We're not your average MBA...

The Master of Agribusiness at Kansas State University is an award-winning, industry-centered, online degree program focused on the food, animal health and agribusiness industries delivered executive-style to working professionals. Not an MBA, and not an M.S. in Agricultural Economics, but a professional degree program aimed at training managers for peak performance in one of the most rapidly changing industries today.

Students who have earned a Master of Agribusiness degree from Kansas State University will have developed a portfolio of skills to:

- Approach problem solving using a combination of analytical and quantitative tools and implement solutions to firm-level problems,
- Understand how to effectively apply computer and information technologies to increase efficiency in the workplace,
- Refine verbal and written communication skills to effectively guide organizational change and manage a diverse workforce and clientele,
- Identify opportunities for competitive advantage through strategic value chain analysis.

The program was developed to teach food, animal health and agribusiness professionals strategies for making informed decisions based upon a thorough understanding of current issues.



WHAT IS DISTANCE LEARNING?

Like any campus-based course, your first task is to read the text and go to class...



The conveniences of distance education make going back to school without career interruption possible, even for those in jobs requiring travel.

The Master of Agribusiness was designed to take advantage of the latest technology to meet a variety of learning styles. Most students find that the MAB program provides a learning environment superior to anything they have experienced before. The best way

to understand how it works is to compare distance and resident learning.

Course lectures are delivered via a customized thumb drive provided for each course. Lecture material may also be accessed via the Internet or downloaded to an iPod/MP4 player at any time. A textbook, along with a binder of notes accompanies each course. Each lecture is 20-30 minutes long and is delivered in short modules, using PowerPoint presentations or Excel spreadsheets with voice overs. Unlike a campus-based course, the student chooses when and where he or she "goes to class" each day.

Another component of the course is weekly recitation. Along with faculty, class members decide on an evening, morning, or weekend time to meet in the course audio/video recitation portal.

Occasionally, students are not able to attend all of the recitation sessions during a course. Unlike a campus-based course, each session is recorded and archived so that students may review what was discussed during the recitation. In addition, the online classroom platform is available 24/7, so students can use it to communicate with each other or hold study groups.

Each course includes homework assignments and exams. Many courses include individual presentations, research papers, and case study work. In each course, students are encouraged to use their company as a laboratory and apply the concepts learned in class to address company-related issues. Unlike a campus-based course, a special trip to campus is not required to meet with group members or turn in assignments. During the distance portion of the program, all homework is accomplished through email and interactive, online recitations.

ON-CAMPUS SESSIONS

Distance Education with Networking Interaction

Students visit one of two locations (Manhattan or Olathe, Kansas) for four one-week campus sessions during the first two years, and a week during the third year of the program.

During the first campus session, students spend time meeting each other, getting acquainted with faculty, attending class and receiving training on distance education technology. The second session focuses on students' group project presentations and final examinations.

Days during the on-campus sessions are filled with coursework and guest lectures from members of the food, animal health and agriculture industry, while evenings are used for working on assignments and group projects.

Although the on-campus sessions can be intense for students, they enjoy the camaraderie built with their classmates during that time.



Campus Session Dates^{*}

Manhattan cohort

2026

January 4-9

March 15-20

2027

January 3-8

March 14-19

Animal Health cohort

2025

September 7-11

November 16-20

2026

Aug. 30 - Sept. 3

November 15-19

** all dates are tentative*

The Faculty

The Master of Agribusiness program faculty are internationally recognized educators at Kansas State University who have strong industry ties and have numerous national, regional and university teaching awards to their names. Each brings their own experience and background to the classroom.



Vincent Amanor-Boadu
Advanced Food and Agribusiness Management
Global Economic Issues in the Animal Health Industry

Dr. Amanor-Boadu uses his experience from industry and expertise in strategic management to help students understand the concepts and tools he presents. He encourages students to apply these concepts and tools to their daily business challenges to enhance their relevance and personalize the learning experience.



Jason Bergtold
Optimization Techniques for Agribusiness

Dr. Bergtold demonstrates the power of today's software packages to students, allowing them to solve complex problems in the workplace. Student project work from the course has been implemented widely by MAB students and their companies.



Brady Brewer
Applied Agribusiness Economics

This course applies economic principles to firm strategy. Economic concepts that are covered include market forces, demand, supply, individual consumer and firm behavior, and market structure. Economic tools and models are related to business strategies and real-world decision making throughout the course. Firm strategies that economic concepts are applied to include firm boundaries and cost structure, market and firm competition, strategic positioning, and internal organization.



Logan Britton
Applied Agribusiness Logistics

Dr. Britton co-teaches AGE 730 along with MAB alumna Leah Suellentrop. The two blend industry and academic experience to provide a course that examines the management of the flow of goods between the point of origin and the point of consumption with the objective of creating net value and building a competitive infrastructure for food and agribusiness firms.



Allen Featherstone
Agribusiness Financial Management
Comparative Food and Agriculture Systems
Seminar in Agricultural Economics Analysis

Dr. Featherstone uses his expertise in finance to aid students in understanding the tools of finance and applying them to the firm. His experience lecturing internationally helps him address financial issues under various political and economic systems. He has received the American Agricultural Economics Association's most prestigious graduate teaching award and its Quality of Communication Award.



Joe Parcell
Agribusiness Risk Management

Dr. Parcell uses his 25 years of experience with risk management and policy solutions to help students identify strategic opportunities for businesses and individuals to become innovative, resilient, and profitable. His teaching style focuses on using systems design to model decision processes, providing solutions for agency-level questions.



Ed Perry
International Agribusiness and Policy Analysis

Dr. Perry's course is designed to provide an economic analytical framework useful for examining current issues involving agricultural policies, fiscal and monetary policies, international trade of agricultural commodities and products, and environmental and natural resources. Case studies are used to see the influences of trade, macroeconomics, and natural resource policy on agribusiness firms.



Aleksan Shanoyan
Sales and Marketing in the Animal Health Industry

Dr. Shanoyan uses a combination of theory and real-world examples to help students understand marketing and sales principles and practices in the complex world of the animal health industry. The emphasis is placed on learning through applied problem-solving activities



Esther Swilley
Marketing Concepts and Research

Dr. Swilley utilizes a variety of experiential and reflective exercises to make the link between theoretical concepts discussed in the course and the application of that material in the student's organization. An emphasis is placed on managerial relevancy through readings and class discussions involving the latest in marketing strategy. Her course examines issues associated with buyer behavior, customer satisfaction and value, product positioning, advertising and promotion, branding and competitive analysis.



Bill Turnley
Managing Organizational Behavior

Many business courses focus on specific technical functions, such as accounting or marketing, which can be critical to organizational success. However, a lot of organizations fail even when their employees possess adequate technical skills. What is missing is often the ability to deal effectively with other people. In Managing Organizational Behavior, students will learn about the people side of organizations. Specifically, this course will focus on gaining a better understanding of the behavior of individuals and groups within organizations. A great deal of emphasis will be placed on improving the skills needed to help manage others and your own career.



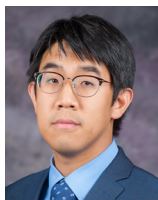
Elizabeth Yeager
Intro to Computer Decision Tools for Agribusiness

Computer Decision Tools for Agribusiness teaches you to create commonly used business spreadsheets using Microsoft Excel. The course is a collection of problem sets to create spreadsheets that solve real-life business problems. In the course, the most useful features and commands that have the potential to transform data into information with value for decision-making are discussed.

Want to see if the MAB is right for you?

Schedule an advising appointment at mab.ksu.edu or call 785-532-4495

Our program coordinator will help assess your situation and can put you in contact with current students, alumni, advisory board members, and faculty to provide their perspective of the program.



Jisang Yu

Econometrics in Agribusiness

Econometrics involves the application of statistical analysis to economic and business data in an effort to describe and predict market behavior. With an emphasis on real-world applications, This course will show you how to use (or not use!) econometric analysis in business decision making.



Agribusiness Coursework (Manhattan, KS)

Year one: The program begins with an on-campus session in January at K-State in Manhattan, Kansas, where students start three classes and learn the distance education technology. Assignments and projects are completed via distance and the courses conclude with a second campus session at K-State in March. At the second campus session, students take final exams and present individual and group project work. The rest of the first year, students take courses at a distance.

Year two: The second year starts with a campus session in January (Manhattan) with courses in applied econometrics and policy analysis. Similar to the first year, these courses are conducted via distance and end with an on-campus session in March. The rest of the year, students take organizational behavioral management, marketing and agribusiness management via distance.

A required business elective may be taken either at K-State or at a university of the student's choice during the program. K-State offers an international elective AGECEC 710, "Comparative Food and Agriculture Systems," that is team-taught by faculty at K-State Partner Universities in Russia, Brazil, France, Thailand, India, New Zealand and Uganda. For more information, see page 16.

Year three: Year three of the program is spent researching and writing a thesis on a company-related issue. The project takes about six months to complete.

The MAB program consists of 39 hours plus three elective hours for a total of 42 hours.



MAB Coursework at a glance
(Manhattan cohort)

	Jan	March	June	Sept	Dec
Year 1	<div>Computer Decision Tools</div> <div>Finance</div> <div>Applied Logistics</div>	Economics	Optimization	Risk Management	
Year 2	<div>Econometrics</div> <div>Int'l Policy Analysis</div>	<div>Elective course</div> <div>Behavioral Management</div>	Marketing	<div>Ag Econ Analysis</div> <div>Advanced Food & Agribusiness</div>	
Year 3	<div>Ag Econ Analysis</div>	Professional Thesis			

Denotes one week on-campus session

Animal Health Coursework (Olathe, KS)

The MAB program offers a cohort tailored to individuals working in the animal health and companion animal industry. The structure and coursework are similar to the traditional MAB cohort.

Year one: The program begins with an on-campus session in September at the K-State Olathe campus, where students start three classes and learn the distance education technology. Assignments and projects are completed via distance and the courses conclude with a second campus session at K-State in November. At the second campus session, students take final exams and present individual and group project work. The rest of the first year, students take courses at a distance.

Year two: The second year starts with a campus session in September (Olathe) with courses in applied econometrics and policy analysis. Similar to the first year, these courses are conducted via distance and end with an on-campus session in November.

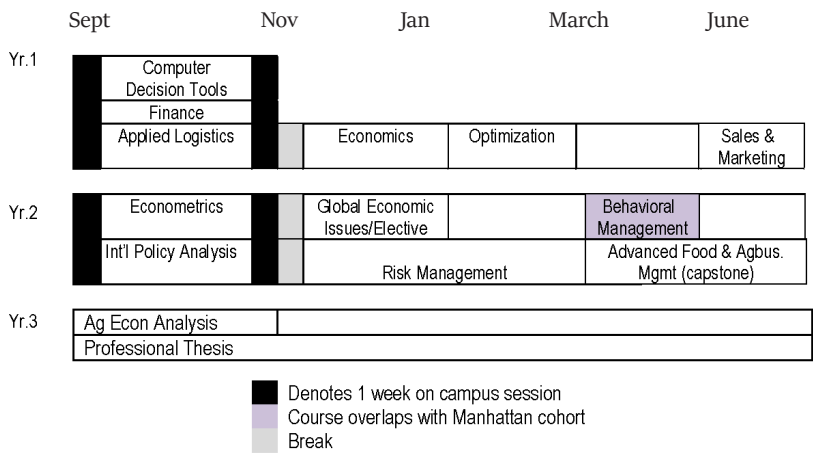
A required business elective may be taken either at K-State or at a university of the student’s choice during the program. K-State offers an elective, AGECE 780, “Economic Issues of the Global Animal Health Industry.” For more information, see page 16.

Year three: Year three of the program is spent researching and writing a thesis on a company-related issue. The project takes about six months to complete.

The MAB animal health cohort consists of 39 hours plus three elective hours for a total of 42 hours.



Animal Health MAB Coursework at a glance
(Olathe cohort)



AGEC 701: Intro to Computer Decision Tools for Agribusiness (1 credit)

Development of decision tools for agribusiness using spreadsheets. Topics include the internet as a data source, budget development and analysis, financial calculations, regression, search techniques, and optimization.

AGEC 713: Agribusiness Financial Management (3 credits)

This course covers financial management, long-term investment analysis, the performance of alternative investments, and the theory of efficient markets. Topics covered include comparative financial analysis, short-term budgeting, and capital budgeting. Applications include agribusiness decision-making and project analysis.

AGEC 730: Applied Agribusiness Logistics (3 credits)

Applied study of agribusiness logistics combining case study analysis and the study of principles and concepts that structure agribusiness decisions concerning logistics. Studies will show the role and scope of logistics in agribusiness, develop the connection between economic developments and logistics, explore the role of transaction costs and the principal-agent problems associated with outsourcing and strategic alliances, explore emerging technologies and tools for logistics planning--such as information technology and ECR, outsourcing, just-in-time inventory systems, total quality management, least cost arrangements, and forecasting demand for logistic services.

AGEC 700: Applied Agribusiness Economics (3 credits)

This course applies basic economic tools and models to problems involving supply, demand, individual consumer and firm behavior, and market structure. Basic market structure models covered include perfect competition, monopolistic competition, oligopoly, and monopoly. Economic tools and models are related to business strategies throughout the course.

AGEC 761: Optimization Techniques for Agribusiness (2 credits)

This course is an introduction to optimization techniques designed to provide quantitative support for agribusiness decision-making. Upon completion of this course, students will be able to construct and evaluate optimization models useful for evaluating linear problems, integer problems, and nonlinear problems.

AGEC 720: Agribusiness Risk Management (3 credits)

Various forms of risk inherent to firms operating in agricultural and food product markets are explored. Risk management techniques including diversification, insurance, forward contracting, hedging and options are examined through applied problems with the use of simulation. Emphasis is placed on managing risk associated with input prices, output prices, enterprise organization, and financial instruments. (Year 2 for Animal Health cohort).

YEAR TWO COURSES

AGEC 760: Econometrics in Agribusiness (3 credits)

Use of econometrics to enhance agribusiness decision making is the focus. Concepts of simple and multiple regression and limited dependent variable models are presented. Econometric issues of functional form, relevant variables, predictive performance, and model diagnostics will be examined. Numerous applications of techniques to agribusiness problems are used.

AGEC 770: International Agribusiness Policy Analysis (3 credits)

International Agribusiness Policy Analysis is designed to provide an economic analytical framework useful for examining current issues involving agricultural policies, fiscal and monetary policies, international trade of agricultural commodities and products, and environmental and natural resources.

Students will gain a working knowledge of global trade, macroeconomic policies, agricultural policies, and trade agreements that affect the international marketing of agricultural commodities and products, develop an economic analytical framework for examining policy and trade-related issues, and learn to use the analytical framework to examine current policy issues.

MANGT 820: Managing Organizational Behavior (3 credits)

This course analyzes individual and group behavior in organizations. Topics include: theories of individual learning and perception, attitude change, job motivation, group dynamics, conflict management, and leadership.

MKTG 810: Marketing Concepts and Research (3 credits)

Students integrate marketing skills in strategic situations that are highly unstructured. Topics include: creation of customer value, strategies for assessing market segments, product positioning, price as a strategic weapon, and market growth.

AGEC 735: Sales and Marketing in the Animal Health Industry (3 credits)

This course is designed to introduce students to marketing and sales principles and practices in the context of the animal health industry. It draws on knowledge from multiple sources including academic literature, real-world case studies, and interviews with industry executives. (Year 1 for Animal Health cohort, replaces MKTG 810)

AGEC 890: Advanced Food and Agribusiness Management (3 credits)

This course uses strategic management frameworks to develop an advanced understanding and appreciation of the challenges and opportunities involved with managing food and agribusiness organizations in a dynamic environment. Students will be exposed to both conceptual and analytical tools to enhance their decision-making abilities under uncertainty.

AGEC 740: Seminar in Agricultural Economics Analysis (3 credits)

This course begins at the end of the second year and continues into the third year. It is designed to give an overview of the thesis research process. It's designed to help a student progress from the topic selection through the research process. The class is facilitated by an Agricultural Economics Faculty member; however, the majority of the coursework is completed with the student's respective major professor.

AGEC 899: Master's Thesis Research (6 credits)

Students in the third year of study identify a firm-related problem that they will solve through the development of a professional thesis. The professional thesis is somewhat different than a traditional research-based thesis, and requires about six months to complete. Students choose a major professor and committee with similar research interests to guide them in the development of the thesis topic. Students typically return to campus to defend their thesis.



Dual Degree

The Master of Agribusiness (MAB) and Professional Master of Business Administration (PMBA) dual degree program allows students to earn both the MAB and PMBA degrees concurrently.

The dual degree program provides skills for entry into a career in food, agriculture or animal health, regardless of the industry in which a student currently serves. Advanced business skills provide graduates with broad marketability and career flexibility, enhancing mobility.

Most students complete one year of MAB coursework before entering the dual program, but there are flexible start dates to consider.

MAB/PMBA Courses

Year One MAB Courses

- AGEC 701 Introduction to Computer Decision Tools for Agribusiness*
- AGEC 713 Agribusiness Financial Management*
- AGEC 730 Applied Agribusiness Logistics*
- AGEC 700 Applied Agribusiness Economics
- AGEC 761 Optimization Techniques for Agribusiness
- AGEC 720 Agribusiness Risk Management

Year Two MAB Courses

- AGEC 760 Applied Econometric Analysis*
- AGEC 770 International Agribusiness Policy Analysis*
- MANGT 820 Managing Organizational Behavior (MAB Section)
- MKTG 810 Marketing Concepts and Research
- AGEC 890 Advanced Food and Agribusiness Management

Year Three MAB Courses

- AGEC 740 Seminar in Agricultural Economics Analysis
- AGEC 899 Master's Thesis Research (6 Credits)
- PMBA Courses
- MANGT 830 Information Tech Strategy and Application
- MANGT 860 Managing the Triple Bottom Line Business
- MANGT 880 Business Strategy
- GENBA 875 International Travel Experience
- MANGT 810 Operations and Supply Chain Management
- ACCTG 810 Foundations of Accounting and Finance
- Elective (3 Credits) from Business Administration



K-State's College of Business Administration is among the less than 5 percent of institutions worldwide to hold the prestigious AACSB accreditation.

Animal Health Management Certificate

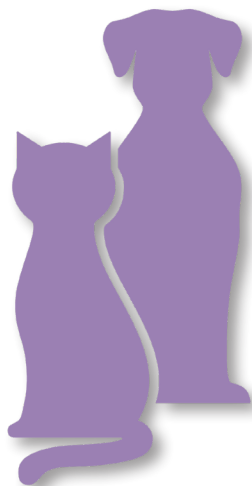
This 20-hour certificate program provides a series of courses and experiences that will help equip animal health professionals to make better economic decisions for their companies and practices. Food and companion animal specific management and economic tools, enable students to lead and manage organizations in the animal health sector more efficiently

The increasing complexity of the global animal health industry has created the need for additional training for employees and management. Critical issues addressed in the certificate curriculum include:

- the redefinition of animal health and the breadth of species included in the industry
- pharmaceutical impact in food supplies
- veterinary epidemics
- industry volatility
- increasing regulation
- “downstream customer” influence
- workforce diversification
- competition for resources in human and animal markets

Certificate Courses

- AGEC 700 Applied Agribusiness Economics
- AGEC 713 Agribusiness Financial Management
- AGEC 735 Sales and Marketing in the Animal Health Industry
- AGEC 780 Economic Issues in the Global Animal Health Industry
- AGEC 890 Advanced Food and Agribusiness Strategy
- AAI 840 Regulatory Aspects of Drug and Vaccine Development in the Animal Health Industry
- MANGT 820 Managing Organizational Behavior



INDIVIDUAL COURSE OPTIONS AND ELECTIVES

Individual Course Options

Interested in taking courses to test drive the program? We offer a number of courses that may be taken without admission to the program.

AGEC 701: Intro to Computer Decision Tools for Agribusiness* (January-March or September-November)

AGEC 713: Agribusiness Financial Management* (January-March or September-November)

AGEC 730: Applied Agribusiness Logistics* (January-March or September-November)

AGEC 700: Applied Agribusiness Economics (March-June or November-February)

MANGT 820: Managing Organizational Behavior (March-May)

MKTG 810: Marketing Concepts and Research (June-July)

AGEC 735: Sales and Marketing in the Animal Health Industry (June-August)

*Requires on-campus participation in January and March or September and November

Electives

AGEC 710: Comparative Food and Agriculture Systems (April-August) - For food and agribusiness professionals interested in getting an in-depth view of the global food system. The course is team-taught by faculty at K-State's partner institutions in Brazil, France, Russia, Thailand, New Zealand, India and Uganda to give students a first-hand account of the history and economic conditions of each of the regions studied – South America, European Union, Russia and the Former Soviet Union, East Asia, South Asia, Oceania and sub-Saharan Africa.

AGEC 780: Economic Issues of the Global Animal Health Industry (January-April) - AGEC 780 explores the different health and policy issues in the various animal sectors to provide practitioners with the tools to develop the appropriate responses to these issues to ensure sustainable superior performance. Guest lectures from professionals will provide first-hand perspective and insight into current issues and regulations.

AGEC 750: MAB International Agriculture Tour (TBA) - Students participating in the MAB International Agriculture Tour may earn elective credit for the trip. Trips take place every other year.

Students should plan to spend an average of five to seven hours per week on each class. This includes lectures, readings, recitations and homework.

The courses are \$2,700 for three credit hours of graduate work. They are open to anyone with a bachelor's degree and two years of professional experience.

MAB Worldwide

One of the most pleasant surprises to MAB students is the network of food, animal health and agribusiness professionals they find as their classmates. Imagine “going to class” in a classroom about global logistics with participants from Argentina, Brazil, China, Hong Kong, India, Italy, Mexico, Morocco, Senegal, Singapore, and those who live across the U.S. and North America! This is just one example of how distance learning enhances the classroom experience of MAB students.

MAB students have degrees from engineering to milling, business to agricultural economics and history to political science. MAB students have attended Land Grant Universities, as well as UCLA, Harvard, and Northwestern—just to name a few.

MAB students and alumni around the globe



Students have a variety of reasons for entering the program, but usually fit one of the following categories:

- They have a technical background in a food, animal health or agriculture discipline and want to gain business skills.
- They have a business or liberal arts background and have entered a career in food or agribusiness, and need to better understand the nuances of the industry.
- They have entered or are preparing to enter a management role and need to broaden their managerial skill set.
- They wish to update their technology skills.

Designed for the Food, Animal Health & Agriculture Industry

When the program began more than 25 years ago, the Master of Agribusiness degree was designed specifically for working professionals.

Industry leaders continue to provide key input to the Master of Agribusiness program on the skills and abilities their employees need to be successful. This input is a critical step in laying the groundwork for course development.

MAB students are employed in all phases of the food, animal health and agribusiness sector. This diversity creates an ideal environment for learning and keeps classroom discussion focused on industry challenges.

Many of the best learning opportunities in MAB courses are unscripted, unannounced, and unexpected.

MAB students and alumni are employed worldwide by:

ADM
AGCO
AgReliant Genetics - AgriGold
American Soybean Association
Batory Foods
Bayer Animal Health
Bay State Milling
Bimbo Bakeries
Boehringer Ingelheim Vetmedica
Bunge
Cargill
Caterpillar Work Tools
CNH
CHS
CoBank
ConAgra Foods
Corteva Agriscience
Dairy Farmers of America
Dole Fresh Fruit
Elanco Animal Health
Farm Bureau
Farm Credit
Farmland Foods
Feedlots & Farming
Frito Lay/PepsiCo
General Mills
Hoogwegt U.S., Inc.
Hormel Foods

Hostess
Indigo Agriculture
JBS 5 Rivers
John Deere
Johnsonville Sausage
Koch Nitrogen Company, LLC
Land O'Lakes
Merck Animal Health
Midwest Vet Supply
Monsanto Company
National Milk Producers Federation
New Holland Agriculture
Perdue Agribusiness
Pfizer Animal Health
Pioneer
Safeway
SaraLee
Schwan's Global Food
Sensient Colors
Syngenta
The Andersons Inc.
USDA
U.S. Grains Council
Zoetis
and more!



Immediately Apply Skills Learned

The Master of Agribusiness program provides food, animal health and agribusiness professionals strategies for making informed decisions based on an understanding of current issues and a combination of analytical and problem-solving skills to implement solutions to firm-level problems. Information is presented so that students integrate key concepts while immediately applying what they have learned. The applied focus of the degree is enhanced by the interaction of students employed in all segments of the food and agribusiness sector.

In the third year of the Master of Agribusiness program, students identify a firm-related problem they will solve through the development of a professional thesis. The professional thesis is different than a traditional research-based thesis because it provides students further opportunities to use skills learned throughout the first two years of the program, and to apply them to their workplace.



"The biggest benefit is understanding what the industry is doing now, and gauging if we as a company or department are behind or in front of the trend. Furthermore, I have been able to use the tools and skills I have learned to do assessments in my current role to demonstrate if we are buying better or worse compared to markets or understanding how we can leverage some of these industry advancements for our own company."

Carmen Daszczuk
Procurement Manager
Nestle USA
Twinsburg, Ohio

Industry Input

The Master of Agribusiness Industry Advisory Board meets regularly to counsel the Department on the ongoing development of the program. The board provides valuable input on focusing the program strategically, and stays abreast of emerging issues that should be addressed in the program. The broad industry representation of the board ensures that the program appeals to a wide range of food and agribusiness professionals.

Industry Advisory Board Members

Barry Brant

President
DASCO, Inc.

Dana Brooks

President and CEO
Pet Food Institute

Steve Brody

President and CEO
BioConnect Iowa

Raymond Cesca

Chairman
Aslan Group
Retired, McDonald's

Tanner Ehmke

Manager, Knowledge Exchange Division
CoBank

Brandon Garrett

Area Business Manager - Cattle/Equine
Division
Zoetis

Terry J. Garvert

Retired, Grain & Oilseed Supply Chain
Cargill, Incorporated

Keith Harris

National Program Leader
Division of Family & Consumer Sciences
NIFA, USDA

Jeana Hines

Vice President Sales & Marketing
Imperial Sugar Company

Bill Helming

Founder, Chairman and CEO
Rolling Plains Companies

Dave Rock

Retired, Manager, Channel
Development
John Deere Company

Aleksan Shanoyan

Associate Professor
Agricultural Economics Department
Kansas State University

Larry Whipple

U.S. Pricing & Formulation Manager
Cargill Feed & Nutrition

Sara Wyant

President
Agri-Pulse Communications, Inc.



Program Cost

The cost of the program is \$35,100 and includes:

- 12 courses as outlined in this information booklet (39 credit hrs)
- Distance education software
- Thesis work under the supervision of a faculty member
- Textbooks and course notes

The payment schedule is \$13,500, \$15,300 and \$6,300 due each respective year.

Costs not covered in the \$35,100 are:

Housing & Travel

Cost ranges from \$2,000 - \$2,500 for the four weeks depending on the selected plan. Local area hotels have blocks of rooms set aside for the four weeks. Per diem is extra.

Elective Course

The tuition and text for the three credit hour graduate-level business elective will cost from \$2,000 to \$3,000 depending on the university selected.

Dual MAB/PMBA Costs

The estimated cost for the Dual MAB (\$35,100)/PMBA (\$17,850) is \$52,950 + International travel expenses for GENBA 875.

Scholarships & Financial Aid

Various scholarships are available to MAB students and include:

Master of Agribusiness Scholarship

At least one departmental scholarship is awarded annually to a student based on scholarship and financial need.

Alumni Scholarship

At least one scholarship is awarded annually to a student in production agriculture. Applicants are evaluated on scholarship and financial need.

MAB & Alumni Scholarship Applications are online at mab.k-state.edu/admission/financialassistance.html

K-State Online Scholarships

K-State Online is proud to offer a number of scholarships specifically for distance students earning their graduate degree online.
www.k-state.edu/sfa/scholarships-aid/scholarships/online/scholarship-application.html

Federal Financial Aid/Student Loans

Students enrolled in the MAB program are not eligible for federal financial assistance such as the Federal Direct Unsubsidized and/or the Federal Graduate PLUS Loan program. Students are eligible for other, non-federal forms of aid such as private/commercial educational loans and scholarship opportunities. Contact the Office of Student Financial Assistance at: <https://www.k-state.edu/sfa/scholarships-aid/loans/private/> for assistance.

ADMISSION REQUIREMENTS

Getting Started

Admission into the program requires:

- Bachelor’s degree with at least a 3.0 GPA
- Two years of professional work experience
- Personal computer proficiency
- Undergraduate courses in
 - Accounting
 - Statistics or Genetics
 - Macroeconomics, Microeconomics or Agricultural Economics

Applicants who have a lower than required grade point average may be required to take the GMAT or GRE. Applicants without all the required courses may be admitted on a provisional basis with the understanding that deficiencies will be made up in appropriate undergraduate courses. See mab.ksu.edu and go to the “Admissions” tab.

Recommendations for admission are made by the department to the Graduate School. The decision to admit a student is made by the Graduate School. On the “Admission” tab, select “Application Process” for application details and to apply online.

International Applicants whose primary language is not English
The Graduate School requires each applicant whose native language is not English to demonstrate competence in the English language by achieving a satisfactory score (defined below) on the Test of English as a Foreign Language (TOEFL), the International English Language Testing System (IELTS) and Pearson Test of English (PTE). The TOEFL, IELTS or PTE is required to ensure that the student’s progress toward a degree is not jeopardized by language barriers. The TOEFL (K-State TOEFL school code 6334) is offered several times a year throughout the world by the Educational Testing Service, Princeton, New Jersey. International applicants are advised to take the TOEFL as early as possible to avoid delays in the processing of their applications. However, the test date should be no older than eighteen months from the application deadline.

An applicant who has received a degree from an accredited United States college or university is exempt from this requirement.

English Score Requirements:

IBT TOEFL (Internet Based)	79
IELTS	6.5
Pearson Test of English (PTE)	58

How to Apply for U.S. Students

Applications are screened upon receipt and will be accepted until November 15 for the Manhattan, KS cohort and June 1 for the Animal Health (K-State Olathe) cohort or until each class is filled. Earlier submissions are strongly encouraged due to limited spaces available. Waiting lists may be established for students accepted into the program after classes are full.

- **Complete an application.** Log on to mab.ksu.edu and click on “Apply Now” to apply online. U.S. students must pay the \$65 application fee online.
- **Professional letters of reference.** Choose three references to evaluate you and provide a letter of recommendation through the application systems. You will enter their email and they will upload material. These do not need to be from former instructors.
- **Transcripts.** Request that each college or university where you received your bachelor’s degree or completed advanced coursework send an official transcript to the MAB Program. Transcripts submitted by students are not considered official by the University. Official transcripts must be mailed or emailed directly from the university to the MAB program to be official. You may upload unofficial transcripts to the online application system, and request official versions be sent to the MAB program later in the process.
- **Statement of Objectives.** State your objectives explaining your reasons for entering the MAB, professional plans, and research interests. Upload to the online application system.
- **Letter of Support from your Employer.** Request that your employer email a letter to mab@ksu.edu or upload a letter to the online application system if doubling as a letter of reference indicating support of your entrance into the program – financial support is not required.
- **Resume.** Upload to the online application system.

Letters of reference and employer support, personal statement of objectives and resume should be uploaded to the online application system or emailed to mab@ksu.edu. Official transcripts should be mailed to:



Master of Agribusiness
Kansas State University
306 Waters Hall
1603 Old Claflin Place
Manhattan, KS 66506

How to Apply for International Students

Applications are screened upon receipt and will be accepted until September 15 for the Manhattan, KS cohort and April 1 for the Animal Health (K-State Olathe) cohort. Earlier submissions are strongly encouraged due to processing of I-20s.

- **Complete an application.** Log on to mab.ksu.edu and click on “Apply Now” to apply online. International students must also pay a \$75 application fee online.
- **Professional letters of reference.** Choose three references to evaluate you and provide a letter of recommendation through the application systems. You will enter their email and they will upload material. These do not need to be from former instructors.
- **Transcripts and Certificates showing degree earned.** Request each college or university where you received your bachelor’s degree or completed advanced coursework to send an official transcript and certificate showing the degree earned to the MAB office. Students whose transcripts are not in English must also furnish a translation by an appropriate authority. Unofficial copies of your transcripts, certificates and translations may be uploaded to the online application system.
- **Statement of Objectives.** State your objectives explaining your reasons for entering the MAB, professional plans, and research interests. Upload to the online application system.
- **Letter of Support from your Employer.** Request that your employer email a letter to mab@ksu.edu or upload a letter to the online application system if doubling as a letter of reference indicating support of your entrance into the program – financial support is not required.
- **Resume.** Upload to the online application system.
- **TOEFL, IELTS or Pearson Test scores** are required for applicants whose primary language is not English. (see page 23 for minimum scores)
- **Financial Documentation.** All international students need a Form I-20 to apply for an F-1 visa, and must provide financial documentation (dated within 1 year) to prove sufficient funding is available to cover the estimated expenses. An I-20 cannot be issued until the affidavit has been completed, signed, and returned with the appropriate supporting documentation. Acceptable documentation includes: Bank statement from checking, savings, stock holdings, and/or certificate of deposit; Bank letter, on letterhead, stating the date the account opened, average balance and current balance, or a scholarship or sponsorship letter verifying amount, source, dates of award and acceptable program of study.

Letters of reference and employer support, personal statement of objectives and resume should be uploaded to the online application system or emailed to mab@ksu.edu.

100% Online Option for International Students

International students have the opportunity to join the MAB program and participate in campus sessions virtually. Students still attend the campus sessions in September and November, but would join through Zoom -- you can fully participate in the MAB program from anywhere in the world without the extra expenses for visas and travel.

Immigration and Visa Information

Since the on-campus sections earn academic credit towards the completion of the MAB program, you are required to obtain an F-1 visa prior to your arrival to the U.S. Once you have been accepted into the program, you will be issued a Form I-20. After you receive the original I-20, you will need to pay the \$350* SEVIS I-901 fee. You can do so online at www.fmjfee.com. The \$350 fee is assessed each time an I-20 is issued. *Fee is subject to change.

There is a separate visa application fee that is paid to the Department of State (U.S. embassy/consulate) for the F-1 visa. Additionally, each semester you are on-campus you will be assessed an \$200 fee by Kansas State University.

After you have paid the I-901 fee, you are eligible to schedule your visa appointment for the F-1 visa. Please take your original I-20, passport, receipt of I-901 payment, financial support documentation and program materials with you to the visa appointment. You will use the I-20 and F-1 visa to enter the U.S.

Health insurance

As an F-1 student at Kansas State University, you will be required to carry health insurance for the duration of your time on-campus. The health insurance coverage must meet or exceed the requirements listed below. You will need to either request to be enrolled for the university endorsed plan through United Healthcare Student Resources or find a plan to meet the requirements and provide proof of the alternative plan when you arrive in the U.S.

Coverage for essential benefits (with no dollar limits), as defined under the Patient Protection and Affordable Care Act. Stand-alone travel and/or emergency/urgent care coverage is not acceptable. The policy must include: pharmacy, mental health services, maternity benefits, preventive care, coverage for pre-existing conditions, pediatric dental and vision coverage.

- Unlimited Maximum Benefit for covered medical expenses.
- A policy year deductible of \$500 or less.
- Maximum total out-of-pocket expenses cannot exceed \$8,200 per member (\$16,400 per family) with preferred providers.
- A minimum of 75% coinsurance payable by the insurance plan to network providers.
- Policy is not a Travel plan or Emergency/Urgent care only plan.
- At least \$100,000 in coverage for repatriation and medical evacuation.
- Coverage includes effective dates spanning the entire period for which the waiver is requested.
- Plan document(s) are written in English, with currency amounts converted to U.S. dollars, and the insurance company contact phone number is located in the U.S.
- Insurer has a base of operations in the US or has a US-based claims payer.
- Insurer is authorized to do business in Kansas and is providing coverage under a policy that has been filed and approved by the Kansas Department of Insurance.
- Coverage is provided by an employer's group plan which is compliant with items above or is backed by the full faith and credit of the student's home government.

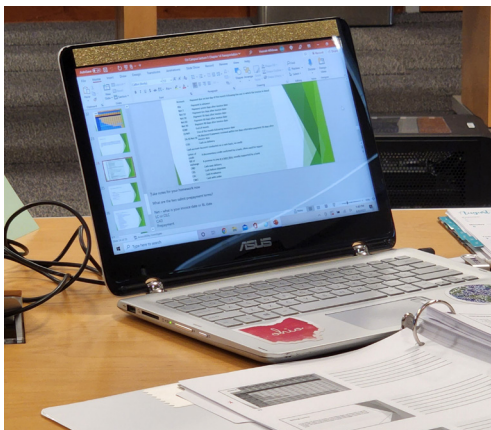
COMPUTER REQUIREMENTS

Computer Requirements

All students must have access to a computer, printer, and the Internet. Students are required to bring a laptop computer to the campus sessions. In addition, we help you install the distance education software on your laptop while you are on campus.

A PC is the best option for the MAB program, but if you prefer to use a Mac for the program, you **MUST** have Windows Office software installed and have a partitioned hard drive with the Windows Operating System.

The K-State Computer Store in the KSU Union offers educational discounts for many products, including software, accessories and Dell and Apple machines at <http://www.k-state.edu/computerstore/>.



Minimum computer specifications:

- Microsoft® Windows 11
- Microsoft® Office 365 Professional Version
- Dual-core processor or better
- 40 GB hard drive or higher
- 1 GB of RAM or higher
- Internet access free from corporate firewall
- Broadband internet access (Wireless/DSL/Cable)
- At least two USB ports
- External mouse for laptops
- Multimedia capable (audio, mic, webcam)

Kansas State University

Founded in February 1863 as the first land-grant institution under the Morrill Act, Kansas State University has evolved into an internationally-recognized comprehensive university that offers excellent academic programs, a lively intellectual and cultural atmosphere, and a friendly campus to its community of approximately 20,000 students from all 50 states and more than 100 countries. Kansas State University is recognized as the No. 12 university in the nation for improving students' critical thinking skills the most by the Wall Street Journal. Princeton Review named K-State one of America's best colleges in 15 different categories, and U.S. News & World Report lists the university among the top 75 public universities in the U.S.



Kansas State University is a national leader among public universities in the total number of Rhodes, Marshall, Truman, Goldwater and Udall prestigious scholarship winners. The university is home to more national CASE/Carnegie Professors of the Year than any other public research university in America.

Kansas State University offers 74 master's programs, 39 doctoral programs, 4 educational doctoral programs, and 44 graduate certificates.

Kansas State University has been continuously accredited by the Higher Learning Commission (HLC) of the North Central Association (NCA) of Colleges and Schools since 1916. To learn more about Kansas State University, see k-state.edu.



Vincent Amanor-Boadu

Professor

Ph.D. University of Guelph, 1992

vincent@ksu.edu • 785-532-3520

Vincent Amanor-Boadu's research and outreach efforts encompass business development and entrepreneurship, technology and innovation, and strategic management, with an emphasis on inter-organizational relationships and governance. He is currently conducting research on innovation commercialization in agri-food organizations. Dr. Vincent's research is global, with current activities in North America and several African countries. In addition to his research and outreach activities, Vincent also teaches Economics and Management of Food Manufacturing, Distribution and Retailing (AGEC 570), Advanced Food and Agribusiness Management (AGEC 890) in our MAB program, and Research Methods in Applied Economics (AGEC 901) for our PhD students. Dr. Vincent frequently conducts seminars and workshops for agri-food organizations on strategic thinking, strategy making and execution, and governance excellence. Balancing academics with service to industry helps Dr. Vincent to bring real-world situations to his classroom and bring research-informed solutions to board rooms.



Andrew Barkley

Professor

Ph.D. University of Chicago, 1988

Agricultural and Public Policy

barkley@ksu.edu • 785-341-6333

Dr. Barkley teaches intermediate microeconomics and applied agribusiness economics in the Master of Agribusiness program. Dr. Barkley's research interests are in agriculture and related public policy issues. He received a B.A. from Whitman College in Walla Walla, Washington, and a M.A. and Ph.D. from the University of Chicago. He has taught courses in economics at the University of Chicago, Kansas State University, Quaid-I-Azam University in Islamabad, Pakistan, the University of Arizona, and the University of Cambridge in Cambridge, England.

**Jason Bergtold**

Professor and Coffman University Distinguished Teaching Scholar
Ph.D. Virginia Tech, 2004
Production Economics, Resource Economics, Applied Econometrics
bergtold@ksu.edu • 785-532-0984

Dr. Bergtold's research includes: production economics; technology adoption; bioenergy from farm to refinery; conservation economics; agricultural land-use and land cover change; operations research; and applied econometrics. His research is both domestic (Kansas and the western U.S.) and international (Brazil and Africa). Dr. Bergtold teaches optimization techniques and econometric methods at the graduate level, as well as introductory agricultural economics and optimization/data analysis at the undergraduate level.

**Brady Brewer**

Associate Professor & Director of Master of Agribusiness
Ph.D. Kansas State University,
bebrewer@ksu.edu • 785-532-4502

Brady Brewer's research agenda includes the broader topics of agribusiness and profitability, agricultural finance, and production/supply chain issues. His extension program includes education on credit and lending to both farmers and bankers as well as working with agribusinesses on a variety of financial management topics. The primary goal of Dr. Brewer's research, extension, and teaching programming is to create and disseminate knowledge that will impact and improve the functioning of the food and agribusiness value chain. Dr. Brewer teaches the undergraduate agribusiness management course (AGEC 318) as well as the MAB course on Applied Agribusiness Economics (AGEC 700).

**Brian Briggeman**

Professor & Arthur Capper Cooperative Center, Director
Ph.D. Purdue University, 2006
Finance, Agribusiness and Cooperative Management, Marketing
bbrigg@ksu.edu • 785-532-2573

Brian Briggeman joined the faculty in Fall 2011. Briggeman earned his bachelor's degree in agribusiness from K-State in 2000. He received his master's degree in agricultural economics in 2002 from Texas A&M University. In 2006, he completed his Ph.D. in agricultural economics at Purdue University. Prior to K-State, Briggeman worked as an economist for the Federal Reserve Bank of Kansas City - Omaha Branch. His research interests include agricultural finance, cooperative and agribusiness management, farm household decision making and macroeconomics.

**Logan Britton**

Associate Professor

Ph.D. Oklahoma State University, 2020

Agribusiness, Consumer Demand and Supply Chains

lbritton@ksu.edu • 785-532-4489

Logan Britton's research focuses on agribusiness, consumer demand, and supply chain economics, with applications in livestock marketing, supply chain disruptions, and the economic impacts of emerging technologies. He also examines artificial intelligence and teaching effectiveness in higher education. Dr. Britton teaches courses in agricultural finance, agribusiness logistics, contemporary issues in global food systems, and decision tools for agribusiness. Before joining K-State, he was a graduate fellow in economics and policy analysis at the U.S. Grains Council in Washington, D.C. He holds a Ph.D. in agricultural economics from Oklahoma State University and M.S. and B.S. degrees in agricultural economics from K-State.

**Antonina Broyaka**

Extension Assistant Professor

Ph.D. National Research Center "Institute of Agrarian Economics" of the National Academy of Agrarian Sciences of Ukraine, 2011

broyaka@ksu.edu • 785-532-6704

Antonina Broyaka joined the faculty in June 2022. She holds a Ph.D. in economics from the National Research Center "Institute of Agrarian Economics" (Kyiv, Ukraine), M.B.A. in agri-food business from Warsaw University of Life Science (Poland), and master's degree in agricultural management from Vinnytsia State Agricultural Institute (Ukraine). From 1998 to 2022, she held various academic positions at the Vinnytsia National Agrarian University (Ukraine), before serving as Dean of the Faculty of Economics and Entrepreneurship. Dr. Broyaka's research and teaching focuses on food security, grain markets and agricultural foreign trade, agricultural international development, and agricultural extension services. She is involved in several development projects in Ukraine, Georgia and Armenia aimed at improving grain production and supply chains in these countries to enhance food security.

**Brian Coffey**

Professor

Ph.D. Kansas State University, 2005

Livestock and Meat Economics, Risk Management, Consumer Demand, Teaching and Learning

bcoffey@k-state.edu • 785-532-5033

Brian Coffey teaches undergraduate courses in production economics and futures markets. His research is focused on livestock economics, risk management, futures markets and the scholarship of teaching and learning. Before joining the K-State faculty, Coffey taught for several years in Central Asia and consulted for a variety of small, private agribusinesses in the region.

**Tim Dalton**

Professor

Ph.D. Purdue University, 1996

International Economic Development; Agricultural Production

tdalton@ksu.edu • 785-532-6941

Dr. Dalton's research and teaching focuses on production economics and international agricultural development in low-income countries. He studies how new crop varieties affect food productivity and production risk management and the impact of technological change in the development process. Dr. Dalton has worked throughout Africa and currently focuses activities in Madagascar, where he is working on the development of the sorghum and millet value chain with the Global Collaboration on Sorghum and Millet.

**Allen Featherstone**

Professor and Agricultural Economics Department Head

Ph.D. Purdue University, 1986

Finance, Land Markets, Production Economics

afeather@ksu.edu • 785-532-4441

The department's graduate program experienced strong growth under the direction of Dr. Featherstone. He guided the development of the Master in Agribusiness degree. His research program has resulted in more than 150 articles published in peer-reviewed journals. As a leading agriculture finance scholar, Dr. Featherstone has assisted the industry with mergers, loan loss severity, the influence of taxes on farmland, and alternative federal tax systems.

**Bill Golden**

Research Assistant Professor

Ph.D. Kansas State University, 2005

Natural Resources, Farm Management

bgolden@ksu.edu • 254-968-8010

Dr. Golden's general interests include research in natural resources and farm management issues related to irrigation and the production of agricultural commodities. Specifically focusing on evaluating water policy and usage, and the impacts these have on the environment, producers and the regional economy.

**Terry Griffin**

Professor

Ph.D. Purdue University, 2006

Cropping Systems, Farm Management, and Agricultural Technology including Precision Agriculture and Farm Data

twgriffin@ksu.edu • 501-249-6360

Dr. Griffin's research and extension programs focus on cropping systems, agriculture technology, farm management, and digitalization of agriculture. In addition to academic faculty positions at the University of Illinois, University of Arkansas, and most recently Kansas State University, Griffin's private sector experience influences his applied research programs, including the adoption and profitability of precision agricultural technologies, valuation of farm data, optimizing farm machinery decisions, analyzing temporal-spatial trends in agricultural systems, and how space weather impacts agricultural productivity.

**Gregg Hadley**

Associate Professor and Kansas State University's Assistant Vice President
Director for Extension

Ph.D. Michigan State University, 2003

Agriculture and Natural Resources

ghadley@ksu.edu • 785-532-5820

Dr. Hadley is K-State Research and Extension's Director for Extension. In this capacity, he provides leadership, direction and management for the cooperative extension endeavors of Kansas State University. He earned his bachelor's degree in agricultural economics at Purdue University in 1989. He earned his master's degree in 2001 and Ph.D. in 2003, both in agricultural economics from Michigan State University. Prior to coming to K-State, Hadley worked as an associate professor and extension farm management specialist at the University of Wisconsin - River Falls. His areas of focus include agricultural financial management, human resource management, and farm, ranch, and agribusiness succession.

**Nathan Hendricks**

Professor and Graduate Program Director

Ph.D. University of California-Davis, 2011

Production Economics, Agricultural Policy, Water Economics and Policy, and Land Use

nph@ksu.edu • 785-532-3740

Nathan's research program focuses on production economics, agricultural policy, and the interaction between agriculture and the environment. A significant portion of his work is related to the economics of land and water. He teaches an undergraduate course on contemporary issues in the global food system and a graduate course in agricultural policy.



Lonnie Hobbs, Jr.

Assistant Professor

Ph.D. Kansas State University, 2023

Agribusiness, Pet Food Economics, Marketing

lhobbs@ksu.edu • 785-915-1915

Dr. Lonnie Hobbs, Jr. is interested in research related to agribusiness, marketing, pet food economics, teaching and learning, and assessing program efforts. His research focuses on analyzing current marketing strategies, customer behavior, and product demand to inform product design and marketing decisions in the food and agriculture industry, and particularly the pet food sector. In addition to his work in agribusiness management, he also aims to enhance student, faculty, and employee experiences through research to improve programming, recruitment, and teaching. His current research areas include identifying relevant and interesting research problems, examining factors contributing to pet obesity, estimating pet food demand structure, and utilizing online customer review data to evaluate the effectiveness of product attribute differentiation.



Megan Hughes

Assistant Professor

Ph.D. Purdue University, 2024

mnhughes@ksu.edu • 785-532-3033

Megan Hughes joined Kansas State University in the fall of 2024 after completing both her master's and Ph.D. in agricultural economics at Purdue University. She grew up on an independent seed farm in Northern Illinois. Her research and extension program focuses on farm management and agricultural finance. Recent work evaluates FSA farm loan programs and producer sentiment.



Gregory Ibendahl

Associate Professor

Ph.D. University of Illinois, 1998

Farm Management and Agricultural Finance

ibendahl@ksu.edu • 785-477-2071

Prior to joining the K-State faculty, Dr. Ibendahl served as an associate extension professor at Mississippi State University. His specialty areas are farm management and agricultural finance. Ibendahl earned his Ph.D. from the University of Illinois in agricultural economics. He also has an MBA from Northern Illinois University. His major focus is working with the Kansas Farm Management Association.

**Jennifer Ifft**

Professor, Flinchbaugh Agricultural Policy Chair

Ph.D. University of California Berkeley, 2011

Agricultural Policy, Crop Insurance, Agricultural Finance and Farmland Markets

jiff@ksu.edu • 785-532-4486

Jennifer Ifft is a Professor and Extension Specialist in Agricultural Policy. Additionally, she holds the position of Flinchbaugh Agricultural Policy Chair. She has an integrated research and extension program that covers policy and regulatory issues that affect the viability of U.S. and Kansas agriculture. Her current projects are in the areas of crop insurance; nontraditional finance; weather, conservation, and farm profitability; farmland markets; and farm labor. Her current extension education projects include education on insurance products relevant to livestock producers and farm bill and agricultural policy updates. She has published on how farm programs and regulations are capitalized into farmland values, farmland value determinants and measurement, farm labor and management, the countercyclical role of nontraditional finance, and crop insurance and farm lending.

**Aaron Johnson**

Associate Professor

Ph.D., Purdue University, 2001

Entrepreneurship, Strategic Management, Marketing/Marketing Management and Sales/Sales Management

ajjohnson@ksu.edu • 785-532-5002

Aaron Johnson's area of focus is agribusiness management. He specifically works in strategic management, marketing, sales management, and entrepreneurship. He conducts research in the areas of new venture creation, business management, strategic management and strategic marketing. Currently, he teaches Small Business Operations (AGEC 202), Food and Agribusiness Management (AGEC 318), and Food and Agribusiness Management Strategy (AGEC 599). Dr. Johnson has a passion helping prepare future professionals who can deliver value to the agribusiness industry. He values industry engagement both in consulting roles and through connecting industry and students.

**Rodney Jones**

Adjunct Professor

Ph.D. Virginia Tech, 1995

Agricultural Finance and General Farm Management

rodney.jones@okstate.edu • 405-744-6173

Dr. Jones now has a heavy teaching responsibility at Oklahoma State University, holding the Oklahoma Farm Credit Endowed Chair in agricultural finance. He also conducts research and educational programs in the areas of agricultural finance, farm management, and risk. A primary interest is the continuous economic evaluation of various crop and livestock production, marketing, insurance, and policy alternatives as conditions evolve. He studies the relative profitability and efficiency associated with alternative production systems and management strategies, and evaluates factors that contribute to the overall economic risk facing farmers and ranchers.

**Siny Joseph**

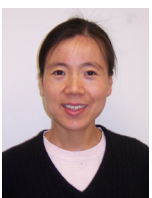
Professor

Ph.D. University of Massachusetts Amherst, 2009

Food Policy and Industrial Organization

siny@ksu.edu

Dr. Joseph's research interests include product differentiation and policy implications on markets and trade. She has a multidisciplinary background in engineering, business administration and resource economics. Her current research areas include evaluating implications of country-of-origin labeling policy on seafood and shrimp trade. Her inter-disciplinary research areas include economic evaluation of assistive and accessible technologies, and application of circular economic principles in space technologies.

**Xianghong Li**

Extension Assistant Professor

Ph.D. University of California, Davis, 2005

International Trade and Development, Econometrics, Consumer Demand, Land Use Value

xhli@ksu.edu

Dr. Li's research interests include international trade and development, consumer demand, and applied econometrics. She has conducted research on evaluating trade patterns in various sectors, examining prevailing trade theories, assessing comparative advantage and international competitiveness, and analyzing the impacts of agricultural trade policies on trade flows. Other aspects of her research focus on consumer demand for differentiated products, consumer preferences for various product attributes, and land use value.

**Nina Lilja**

Professor and Associate Dean, International Agricultural Programs, College of Agriculture and K-State Research and Extension
Ph.D. Purdue University, 1996
nlilja@ksu.edu • 785-532-5627

As Associate Dean of International Agricultural Programs (IAP) in the College of Agriculture at K-State, Dr. Lilja is responsible for the activities related to international scholars, faculty exchanges and coordination of research partnerships for the COA. Prior to joining K-State, she spent 12 years in working for the Consultative Group on International Agricultural research (CGIAR). She was stationed in West Africa and Latin America, and she has lead and evaluated global agricultural research projects aimed at poverty alleviation.

**Rich Llewelyn**

Extension Assistant
Ph.D. Kansas State University, 1995
Crop Production and Cropping Systems, Farm Management and Risk
rvl@ksu.edu • 785-532-1504

Dr. Llewelyn's research interests include risk analysis of cropping and tillage systems, production efficiency, production function analysis, and international development. Raised on a farm near Riley, KS, he is a graduate of K-State with a B.S. in Agronomy and an M.S. and Ph.D. in Agricultural Economics. Following the completion of his Ph.D. in 1995, he spent 10 years teaching economics and working in rural and urban community development in East Java, Indonesia before returning to Kansas in 2006 to work with the AgManager.info website and departmental extensions conferences and outreach. He also teaches the "Price Analysis and Forecasting" and "Returning to the Farm" classes for undergraduates.

**Daniel O'Brien**

Professor
Ph.D. Iowa State University, 1993
Grain Market Supply-Demand & Price Analysis, Grain Based & Biomass Bioenergy Economics and Grain Industry Logistics
dobrien@ksu.edu • 785-462-6281

Dr. Daniel O'Brien's extension and applied research interests include analysis of feed grain, wheat, oilseed and biofuel markets; the structure of the grain and oilseed marketing system in Kansas and the U.S., price risk management strategies in grain marketing for Kansas farmers, international grain market trends and spillover impacts on U.S. markets, and processes and procedures related to USDA WASDE and Crop Outlook reports. He also focuses on the economics of irrigated and dryland cropping systems across Kansas. He works with farm management-related crop enterprise profitability, farm management, and cropland leasing arrangements-related issues across the state.

**Joe Parcell**

Professor and Director, Risk Management Center

Ph.D., Kansas State University, 1998

Risk Management, Supply Chain, Policy, and Management (focus on agribusiness)

jparcell@ksu.edu • 573-864-2481

Joe's focus is on risk management and policy solutions leading to strategic opportunities for businesses and individuals to be innovative, resilient, and profitable. Recognizing that no solution is found in isolation, Joe's approach is to use systems design in modeling decision processes. This allows for robust solutions to agency-level questions. He is a dedicated leader, teacher, mentor, and researcher with over 25 years of academic and consulting experience.

**Dustin Pendell**

Professor and Director, WOAHA Collaborating Center for the Economics of Animal Health - Americas Region

Ph.D. Kansas State University, 2006

Animal Identification and Traceability, Animal Health Economics, and Livestock and Meat Economics

dpendell@k-state.edu • 785-532-3525

Dustin Pendell's research interests include livestock and animal health issues that span from the producer through the meat supply chain to the final consumer. Pendell's interdisciplinary research has been funded by federal agencies and commodity organizations and appears in various academic and outreach publications.

He was named head of the Americas region of the Collaborating Center for the Economics of Animal Health. The project is supported by the World Organisation for Animal Health. WOAHA will develop decision-making tools and improve communication on the economic impacts of animal disease, ultimately improving the health of those animals.

**Ed Perry**

Associate Professor

Ph.D. Iowa State University, 2016

Industrial Organization, Food and Agricultural Supply Chain, Production Economics and Genetically Engineered Crops

edperry@ksu.edu • 785-532-4436

Dr. Perry's broad research interests include industrial organization in the food and agricultural supply chain, production economics, and environmental economics. His current research focuses on the economic, environmental, and behavioral effects associated with the use of genetically engineered crops and pesticides. Other current research includes studying the factors that drive irrigation technology adoption and estimating the impacts of weather on crop insurance.

**Kara Ross**

Research Assistant Professor
Ph.D. Kansas State University, 2010
Agribusiness
kross02@k-state.edu • 785-532-3526

Kara Ross conducts short-term technical analyses for the METSS program, and works closely with the METSS staff at K-State and in Ghana. To date, her primary focus has been on the Population Baseline Survey for Northern Ghana. In addition to this role with METSS, she is a Research Assistant Professor for the Department of Agricultural Economics and is the Program Leader for the Animal Health Supply Chain Program, which is housed in the Department of Agricultural Economics.

**Gabriel Sampson**

Associate Professor
Ph.D. University of California, Davis, 2016
Natural Resource and Environmental Economics
gsampson@ksu.edu • 785-532-3453

Gabe Sampson is a resource economist whose research combines theoretical and empirical methods to study various aspects of natural resource management. Gabe earned his PhD in Agricultural and Resource Economics at UC Davis. His research broadly focuses on modeling and evaluating systems of property rights to natural resources, technology adoption, and resource use sustainability. Some examples of his most recent work include investigating the role of social interaction in the adoption of irrigation technologies in Kansas and how access to groundwater for irrigation impacts farmland values in the High Plains Aquifer.

**Ted Schroeder**

Professor
Ph.D. Iowa State University, 1986
Livestock Marketing, Price Analysis
tcs@ksu.edu • 785-532-4488

Dr. Schroeder's research on livestock marketing and price analysis provides information and direction for the livestock industry. His research focuses on improving commodity market efficiency by investigating price discovery methods, market information, improving market coordinating mechanisms, and forecasting. Ted also teaches agricultural marketing and advanced futures markets.

**Ben Schwab**

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Dr. Schwab's research focuses on international development, health and nutrition. Prior to joining the faculty at Kansas State, he was an Associate Research Fellow at the International Food Policy Research Institute (IFPRI). Dr. Schwab has collaborated on large-scale impact evaluations and research projects with the World Food Programme, UNICEF, Millennium Challenge Corporation, USAID and the World Bank. Current research topics include agricultural mechanization and postharvest technology adoption, food safety in small animal processing, and regulation of legalized cannabis production.

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Dr. Shanoyan's research program encompasses agribusiness economics and management, agri-food marketing, and international development, with a particular focus on issues such as supply chain resilience, food security, evolving consumer behavior, and the integration of cutting-edge technologies in agriculture in local, regional, and international contexts. His current research projects examine the resilience of agri-food systems; the economics and marketing of pet food; big data and ICT applications in the agricultural sector; and the facilitation of agri-food supply chains in developing economies. Dr. Shanoyan teaches courses in food and agribusiness management, marketing, and strategy to both undergraduate and graduate students.

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Dr. Tack's research focuses on issues related to agricultural production and risk management, with applications to climate change and crop insurance. He has presented research results to academics, policy makers, and agribusiness industry professionals, and is interested in interdisciplinary collaborations on current issues impacting both domestic and international agriculture. He is currently serving as co-editor at the American Journal of Agricultural Economics.



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Dr. Tonsor joined the KSU Agricultural Economics faculty in 2010. He obtained his Ph.D. from KSU in 2006 and was previously employed at Michigan State University. Glynn's current efforts are primarily devoted to a range of integrated research and extension activities with particular focus on the cattle/beef and swine/pork industries. His broader interests cover aspects throughout the meat supply chain ranging from production level supply issues to end-user consumer demand issues.



Leah Tsoodle, C.P.A.

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Dr. Leah J. Tsoodle is the director of the Land Use Survey Office and an extension associate in the Department of Agricultural Economics at Kansas State University. Leah received her PhD from Kansas State in 2005. She works with both undergraduate and graduate students and conducts research in the areas of land values, land rental rates, economic development, rural food security, and the SNAP-gap in higher education/. Leah also maintains a varied outreach program designed to disseminate her research to various stakeholders in Kansas land markets and economic development groups.



Nelson Villoria

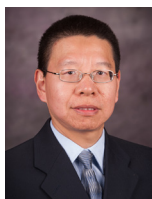
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Nelson Villoria conducts research at the intersection of international trade, development, and the environment. His research seeks to understand how future climates might shape world food markets as well as the interactions between international trade and stockholding as a means of managing price risks as climate variations become more global. He also investigates the competition between agricultural land and forest resources as global agriculture faces mounting pressures to satisfy growing demands for food and biofuels.

**Tian Xia**

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Dr. Xia's research interests include industrial organization in food and agricultural industries, applied econometrics, and international trade and policy. His current research focuses on industrial organization issues such as contracts and vertical coordination, product differentiation, market structure, and competition in food and agricultural industries. His teaching interests are market structure and organization, econometrics, demand and price analysis, and international trade. He teaches a Ph.D. course in agricultural demand and commodity markets and an undergraduate course in international agricultural trade.

**Elizabeth Yeager**

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Dr. Yeager's teaching and research programs are focused in the areas of farm management, finance, and production. She currently teaches farm and ranch management, optimization methods for agricultural economics, and computer decision tools for agribusiness. Some of her current research areas include examining firm efficiency and productivity, specifically examining the way risk is managed or considered in efficiency analysis, impacts of technology adoption, and risk management.

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Jisang Yu is an associate professor in the Department of Agricultural Economics at Kansas State University. His research focuses on analyzing economic consequences of farm policies and risk management programs, both in developed and developing countries. He is interested in investigating how farmers respond to different risk management programs. His current research projects investigate how crop insurance programs and embedded subsidies affect crop choices and farm resource allocation. He is originally from South Korea.

**Janelle Perryman**

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In her role as Program Coordinator for the MAB program, Perryman manages the day-to-day activities of the program including student recruitment, budget management, Industry Advisory Board interaction and communication with enrolled students. She completed an M.B.A. in Management from the University of Phoenix in 2007.

**Mary Sullivan**

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As Communications and Marketing Specialist, Sullivan manages the program's advertising and marketing, communications with students and alumni, plans special events and coordinates international agribusiness tours. She also assists in program recruiting. Sullivan completed a Master of Professional Studies in Organizational and Professional Communication from the University of Denver in 2013 and a Certificate in Digital Marketing Analytics from MIT Sloan School of Management in 2020.

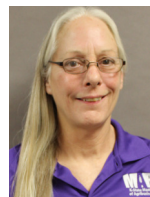
**Courtney Ukens**

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Recruitment Coordinator, Ukens plays a crucial role in attracting and guiding potential graduate students through the application and admission process. He earned his B.S. in Education from Kansas State University in 1997, where he was also a member of the Pi Kappa Alpha fraternity. With years of experience in business development and account management across industries such as healthcare, manufacturing, education, and technology, Ukens excels at fostering client success. He is passionate about helping adult learners advance their careers.

**Carla Woodyard**

Office Specialist II

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Carla serves as an office assistant in the department. Her primary duties are to support several faculty on a daily basis and provide curriculum management assistance for the Master of Agribusiness program. She also assists agricultural economics graduate students, does research for manuscripts, posters, other projects, and classes.

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