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# Master of Agribusiness

## Dear Food and Agribusiness Professional,

K-State's Master of Agribusiness distance-education program combines today's technology with a hands-on approach to instruction to provide an outstanding educational experience.

The Master of Agribusiness (MAB) at Kansas State University is an internet-based degree designed specifically for food, animal health and agribusiness professionals. With more than two decades building agribusiness leaders, we are recruiting our 24th MAB cohort for Manhattan, KS, and our 8th Animal Health (Olathe, KS) cohort.

Currently, the MAB program consists of individuals located in 40 states within the U.S. and more than 30 countries. 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 and agribusiness sectors while continuing their career.

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,

*Allen M Teatherstone*

Agricultural Economics Department Head,  
Professor and MAB Program Director

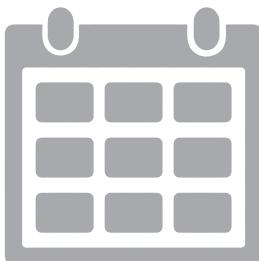


# What is an MAB?



## 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.



**The MAB program has two start dates and campus session location options each year:**

- August 2, 2020\* for the Animal Health cohort in Olathe, KS
- January 3, 2021\* for the cohort at K-State in Manhattan, KS
- August 8, 2021\* for the Animal Health cohort in Olathe, KS

\*all dates are tentative

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 accompany 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 the 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, much like a campus-based class. 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



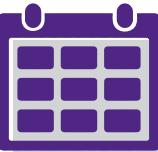
## Distance Education with a Twist

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*	
<b>Manhattan cohort</b>	
<b>2021</b>	<b>2022</b>
January 3-8	January 2-7
March 14-18	March 13-18
<b>Animal Health cohort</b>	
<b>2020</b>	<b>2021</b>
August 2-6	August 8-12
October 18-22	October 24-28

\* all dates are tentative



# Master of Agribusiness Faculty

## 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

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.



### **Andy Barkley**

Applied Agribusiness Economics

This course examines market forces, demand, supply, individual consumer and firm behavior, and market structure. Basic market structure models covered include perfect competition, monopolistic competition, oligopoly, and monopoly. Game theory provides a useful tool to understand both business and personal relationships. Economic tools and models are related to business strategies and real-world decision making throughout the course.



### **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.



### **Allen Featherstone**

Agribusiness Financial Management  
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.



### **Keith Harris**

Applied Agribusiness Logistics

Dr. Harris' course 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. Harris has 20 years of supply chain management experience that includes agricultural commodity trading, supply chain strategy and global purchasing with Fortune 500 companies in the food industry.



### **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.

# Master of Agribusiness Faculty



## 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 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.



### **Christine Wilson**

#### Agribusiness Risk Management

Dr. Wilson's course, Risk Management, develops a decision-making framework while considering risk. Students use a strategic risk management process to evaluate risk management strategies.



### **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.



### **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, Dr. Yu's course will show you how to use (or not use!) econometric analysis in business decision making.



# Master of Agribusiness Cohort (Manhattan)

## MAB Coursework at a glance (Manhattan cohort)

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

■ Denotes one week on-campus session

## 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 AGEC 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.



## Animal Health MAB Coursework at a glance (Olathe cohort)

	Aug	Oct	Jan	March	June
Yr.1	Computer Decision Tools Finance Applied Logistics	Economics	Optimization		Marketing
Yr.2	Econometrics Int'l Policy Analysis	Elective	Risk Management	Behavioral Management Advanced Food & Agbus. Mgmt (capstone)	
Yr.3	Ag Econ Analysis Professional Thesis				

■ Denotes 1 week on campus session  
■ Courses overlap with Manhattan cohort

## 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 August 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 October. 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 August (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 October.

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, AGEC 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.

# Year One Courses

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

Development of decision tools for agribusiness using spreadsheets. Topics include 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.

## Year Three Courses

### **AGEC 740: Seminar in Agricultural Economics Analysis** cont. (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 course work is completed with the students' 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.

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*"I chose the K-State Master of Agribusiness program because it was one of the only distance learning master's programs that truly seemed to accommodate the working agricultural professional. The program has lived up to the expectation. The MAB staff and professors understand the working professional, and structure the program accordingly. I had no idea the deep level of relationships I would build with professors and life-long friendships with the people in my class."*

**Erin Stickel**

Agent, New York Life Insurance  
Bowling Green, Ohio





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



# 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 August-October)
- **AGEC 713: Agribusiness Financial Management\*** (January-March or August-October)
- **AGEC 730: Applied Agribusiness Logistics\*** (January-March or August-October)
- **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 August and October*

## 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 – MERCOSUR, 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 \$2,475 for three credit hours of graduate work. They are open to anyone with a bachelor's degree and two years of professional experience.



## 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 opportunity to use skills learned throughout the first two years of the program, and to apply them to their work place.



*"The Comparative Food and Agriculture Systems course was particularly helpful to me because of the diversity of people in our organization here in the Houston office, and the increasing complexity of our global sourcing. The MAB program has increased the quality of all of my work products, including broader and deeper analysis sections in the reports I prepare for senior management."*

**Randy Hobert**  
Ingredient Sales Manager  
Riviana Foods  
Houston, Texas

# Student Demographics

## 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.

# Industry Focus



## Designed for the Food, Animal Health & Agriculture Industry

When the program began more than 20 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	General Mills
AGCO	Hoogwelt U.S., Inc.
AgReliant Genetics - AgriGold	Hormel Foods
American Soybean Association	Hostess
Batory Foods	JBS 5 Rivers
Bayer Animal Health	Johnsonville Sausage
Bimbo Bakeries	Koch Nitrogen Company, LLC
Boehringer Ingelheim Vetmedica	Land O'Lakes
Bunge	Midwest Vet Supply
Cargill	Monsanto Company
Caterpillar Work Tools	National Milk Producers Federation
CNH	New Holland Agriculture
CHS	Perdue Agribusiness
ConAgra Foods	Pfizer Animal Health
Dairy Farmers of America	Pioneer, a DuPont Company
Deere & Company	Safeway
Dole Fresh Fruit	SaraLee
Elanco Animal Health	Schwan's Global Food
Farm Bureau	Sensient Colors
Farm Credit	The Andersons Inc.
Farmland Foods	USDA
Feedlots & Farming	U.S. Grains Council
Frito Lay/PepsiCo	Zoetis



# Industry Advisory Board

## 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.

### **Steve Brody**

Global Director, Regulatory Affairs  
Genus plc

### **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**

Associate Professor  
Agricultural Economics  
Department  
Kansas State University

### **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

### **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 \$32,175 and includes:

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

The payment schedule is \$12,375, \$13,800, and \$6,000 due each respective year.

### **Costs not covered in the \$32,175 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.

#### **Internet Access**

A student must have local Internet access and needs access to a computer that meets minimum specifications.

#### **Elective Course**

The tuition and text for the three credit hour graduate-level business elective will cost from \$1,500 to \$2,500 depending on the university selected.

## **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.

Applications for scholarships may be requested at: mab@ksu.edu or found online at <https://mab.k-state.edu/admission/financialassistance.html>.

Other scholarships may be found at <https://global.k-state.edu/students/scholarships/>.

#### **Federal Financial Aid**

*Many MAB students are eligible for federal student loans. See [ksu.edu/sfa](http://ksu.edu/sfa).*

Prospective students may fill out the application prior to being admitted, and are encouraged to apply by September 1 for Manhattan cohort and by June 1 for the Animal Health cohort to avoid funding delays. K-State's federal school code is 001928.

# 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 in the last two years from a United States college or university is exempt from this requirement.

## English Score Requirements

IBT TOEFL (Internet Based) .....	79
TOEFL (PBT .....	Writing 24, Listening 22, Reading 22
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 October 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](http://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.** Request three professional letters of reference to be uploaded to the online application system (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 course work 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](mailto: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](mailto:mab@ksu.edu). Transcripts should be mailed to:

Master of Agribusiness  
Kansas State University  
306 Waters Hall  
1603 Old Claflin Road  
Manhattan, KS 66506  
[mab@ksu.edu](mailto:mab@ksu.edu)

# Application Process - International Students

## 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.** Request three professional letters of reference to be uploaded to the online application system (do not need to be from former instructors).
- **Transcripts.** Request each college or university where you received your bachelor's degree or completed advanced course work 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 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 22 for minimum scores)
- **Financial Documentation.** All international students need a Form I-20 to apply for an F-1 visa, 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.



## 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](http://www.fmjfee.com). The \$350 fee is assessed each time an I-20 is issued.

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 \$80 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.

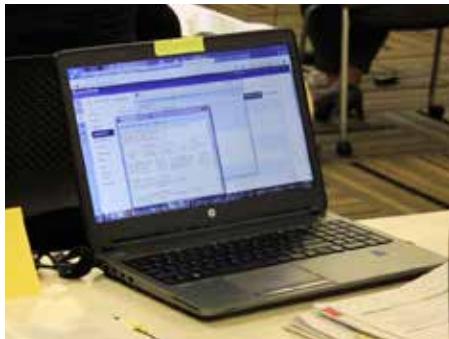
## Health insurance

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 condition, 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 \$6,350 per member (\$12,700 per family) with preferred providers.
- A minimum of 80% coinsurance payable by the insurance plan to network providers.
- 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 U.S. or has a U.S. based claims payer.
- At least \$100,000 in coverage for repatriation and medical evacuation.
- 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.

# 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 8 or 10
- Microsoft® Office 2013, 2016 or 2019 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 (sound, 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 22,000 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 implementing an aggressive plan to become a top 50 public research university by 2025.

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](http://k-state.edu).



## Want to see if the MAB is right for you?

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.

# Agricultural Economics Department

## Agricultural Economics Department Faculty



### Vincent Amanor-Boadu

Professor

Ph.D. University of Guelph, 1992

[vincent@ksu.edu](mailto: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 emphasis on inter-organizational relationships and governance. He is currently conducting research in business development and human capability enhancement agri-food organizations. Vincent's research area covers North America, West Africa, East Africa and Southern Africa. Vincent teaches Economics and Management of Food Manufacturing Distribution and Retailing at the undergraduate level, Advanced Food and Agribusiness Management for the MAB program and Research Methods at the PhD level. He also teaches an issues course in the economic issues in the global animal health industry at the graduate level. Vincent frequently conducts seminars and workshops for businesses and organizations on strategic thinking, strategy making and execution as well as governance. Balancing academics with service to industry helps him to bring real-world situations to his classroom to illuminate economics and management concepts for his students. It also helps him bring research-informed solutions to board rooms to address complex organizational challenges.



### Chatura Ariyaratne

Research Assistant Professor

Ph.D. Kansas State University, 2001

Production Economics, Environmental and Natural Resource Economics

[chatura@ksu.edu](mailto:chatura@ksu.edu) • 785-532-3679

Dr. Ariyaratne's research focuses on explaining productivity and financial differences in agricultural cooperatives and farms in the USA. He has extensive knowledge on international agricultural and Agribusiness development. He has done research on plantation agriculture in Sri Lanka. He has done research relevant to Australian horticulture and irrigation technologies. He is an expert on use of quantitative techniques in agricultural economics and agribusiness research. Currently, he is working on policy implications of reduced availability of irrigation water and rising pumping costs due to groundwater depletion and the role of changing prices, technology, and climate on aquifer depletion, and the performance and impacts of different water management policies.



### **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

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.



### **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.

# Agricultural Economics Department



## Brian Coffey

Assistant Professor

Ph.D. Kansas State University, 2005

Consumer Demand, Livestock and Meat Economics, Risk Management, Farm and Agribusiness Management, 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 international agricultural development in lower income countries. He studies how new crop varieties affect food productivity and production risk management and the impact of natural resource degradation on agricultural development. Dr. Dalton has worked throughout Africa and currently leads the Feed the Future Innovation Lab for Collaborative Research on Sorghum and Millet. Research in the Sorghum and Millet lab is conducted in West Africa, Ethiopia and Haiti and spans the value chain from the development of new seed varieties to value-added food products.



## Allen Featherstone

Professor, MAB Program Director 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 140 articles published in peer-reviewed journals. As a leading agriculture finance scholar, Dr. Featherstone has assisted the industry on mergers, loan loss severity, the influence of taxes on farm land, and alternative federal tax systems.



## **Barry Flinchbaugh**

Emeritus Professor

Ph.D. Purdue University, 1971

Food and Agricultural Policy

[flinchba@ksu.edu](mailto:flinchba@ksu.edu) • 785-532-1505

Dr. Flinchbaugh represents the agricultural community through his active participation in the development of U.S. agricultural policy. His service on numerous national task forces, boards of directors, and advisory groups has allowed him to provide input on domestic food and agriculture policy. He has served as Chairman of the Commission on 21st Century Production Agriculture authorized in the 1996 FAIR ACT and Chairman of the board of the Farm Foundation.



## **Bill Golden**

Research Assistant Professor

Ph.D. Kansas State University, 2005

Natural Resources, Farm Management

[bgolden@ksu.edu](mailto: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**

Associate Professor

Ph.D. Purdue University, 2006

Cropping Systems, Farm Management, and Agricultural Technology including Digital Ag, Precision Ag, and Big Data

[twgriffin@ksu.edu](mailto:twgriffin@ksu.edu) • 501-249-6360

Dr. Griffin's research and extension programs are focus on cropping systems, precision agriculture, and farm management. His work on precision agriculture has evolved into big data implications for agriculturalists. In addition to academic faculty positions at University of Illinois, University of Arkansas, and most recently Kansas State University, Griffin's private sector experience influences a substantial portion of his research and Extension program. His current research includes adoption and profitability of precision agricultural technologies, ownership and valuation of 'big data' with respect to farm data, optimizing farm machinery decisions given weather probabilities, and analyzing temporal-spatial trends in agricultural systems. Terry is a charter member and the current treasurer of the International Society of Precision Agriculture. He received the 2014 Pierre C. Robert International Precision Agriculture Young Scientist Award for his work in data utilization, the 2012 Conservation Systems Precision Ag Researcher of the Year, and the 2010 PrecisionAg Award of Excellence for Researchers/Educators.

# Agricultural Economics Department



## **Cesar Guvele**

Adjunct Assistant Professor

Ph.D. Kansas State University, 1998

International Development, Resource Management

caguvele@ksu.edu

Dr. Guvele has worked in South Sudan on USAID/USDA programs before the signing of a Comprehensive Peace Agreement (CPA) to end the civil war to enable war affected communities to try to fend for themselves with minimum external hand out relief; and after the CPA to rebuild intergovernmental and nongovernmental actions on reducing poverty. He has served as a Senior Advisor on the main USAID's Agricultural Program (Farming, Agribusiness and Rural Markets (FARM)) in South Sudan through Management Systems International (MSI). Dr. Guvele also took the position of a Senior Associate with Abt Associates assigned to build the farm level agricultural information/data base for USAID's funded agricultural projects in South Sudan. He is currently on the Monitoring, Evaluation and Technical Support Service program at Kansas State University. He also works on the Capacity Building program of the Department of Agribusiness and Natural Resource Economics of Makerere University in Uganda led by the Department of Agricultural Economics at Kansas State University.



## **Gregg Hadley**

Director for Extension

Ph.D. Michigan State University, 2003

Agriculture and Natural Resources

ghadley@ksu.edu • 785-532-5838

Dr. Hadley is K-State Research and Extension's Associate 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.



## **Keith Harris**

Associate Professor

Ph.D. University of Missouri-Columbia, 2012

Economics and Agribusiness Strategy

kdharris@ksu.edu • 785-532-3918

Keith D. Harris is an Associate Professor of Agricultural Economics in the Department of Agricultural Economics at Kansas State University. His work analyzes of agrifood supply chains within the context of a complex network of differing chain partners and relationships. As such, the organizational transactions depend on the outcome of other relationships within the chains and networks. His research area includes agrifood chains for fresh agricultural products (vegetables and fruits) and processed food products (meats and snacks) and it is comprised of growers, auctions, processors, wholesalers, retailers and specialty shops. Dr. Harris' research ultimately explores how different companies, who may compete in other chains, collaborate strategically in one or more areas while preserving their own identity and autonomy. Dr. Harris' academic and industry careers have been dedicated to the food and agriculture industries. He is a food supply chain professional with 20 years of success in global purchasing, and risk management strategies for agricultural commodities. As a practitioner, Dr. Harris held key management responsibilities with companies such as General Mills Inc., Sara Lee Foods Inc., and Smithfield/Farmland Foods before beginning an academic career at Kansas State University.



## **Nathan Hendricks**

Associate Professor

Ph.D. University of California-Davis, 2011

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

nph@ksu.edu • 785-532-3740

The overall goal of Nathan's research program is to better understand how economic incentives affect the supply of agricultural products and the interaction between agricultural production and the environment and natural resources. This often leads him to focus within four areas: production economics, agricultural policy, land use and water. He teaches an undergraduate course on contemporary issues in the global food system, a graduate course in agricultural policy, and a graduate team-taught course in quantitative methods.

# Agricultural Economics Department



## **Gregory Ibendahl**

Associate Professor, 1998

Ph.D. University of Illinois

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.



## **Joseph Janzen**

Assistant Professor

Ph.D. University of California

jjanzen@ksu.edu • 785-532-6702

Joseph Janzen is an assistant professor in the Department of Agricultural Economics at Kansas State University. His research addresses price and trading dynamics in commodity markets, especially grain futures markets. He also conducts research on agricultural finance and policy. His work has been featured in leading academic journals in agricultural economics and in popular press including the *Financial Times*, the *Associated Press*, and *Bloomberg*. He teaches classes in commodity futures, farm management, and microeconomics. Before coming to Kansas State, Dr. Janzen was an assistant professor at Montana State University and received his Ph.D. in Agricultural and Resource Economics from the University of California, Davis. Prior to his doctoral studies, he farmed with his father and brother, growing wheat, canola, oats, and soybeans at St. Francois Xavier, Manitoba, Canada.



## **Sarah Janzen**

Assistant Professor

Ph.D. University of California, Davis, 2013

sajanzen@ksu.edu • 785-532-6702

Sarah Janzen's research focuses on global poverty and international agricultural development. Her research spans three areas: theoretical modeling of poverty and asset dynamics, risk and agricultural finance in developing countries, and impact evaluation of anti-poverty programs. She currently has ongoing research projects in both Kenya and Nepal. Janzen earned a Ph.D. in Agricultural and Resource Economics from the University of California, Davis in 2013.



### Rodney Jones

Adjunct Professor

Ph.D. Virginia Tech, 1995

Agricultural Finance and General Farm Management

[rodney.jones@okstate.edu](mailto: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 the overall economic risk facing farmers and ranchers. Dr. Jones assists rural business managers in the development of strategic business plans, transition plans, and human resource management plans.



### Siny Joseph

Associate Professor

Ph.D. University of Massachusetts Amherst, 2009

Food Policy and Industrial Organization

[siny@ksu.edu](mailto:siny@ksu.edu) • 785-826-2902

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 technologies, sustainable mobile computing, and bulk solids handling.



### John Leatherman

Professor

Ph.D. University of Wisconsin, 1995

Local Government

[jleather@ksu.edu](mailto:jleather@ksu.edu) • 785-532-4492

Dr. Leatherman delivers outreach education programs and conducts applied research related to local economic development policy and practice; public finance; rural health and mental health; and environmental resource management. His research interests include state and local public finance; state, regional and local economic development policy; the use of analytical tools (e.g., economic and fiscal impact analysis) to improve local decision-making; and improving access to health care.

# Agricultural Economics Department



## **David Lehman**

Instructor

M.B.A. University of Missouri - Columbia, Missouri, 2000

lehman@ksu.edu

David teaches courses in Agricultural Sales and Food and Agribusiness Marketing. He has taught at K-State for 14 years, including previous roles as an Instructor in the Department of Marketing and Associate Director of the National Strategic Selling Institute. His areas of specialization include agricultural sales, professional selling, new products marketing and agricultural marketing. He received his B.S. degree in Agricultural Economics from K-State in 1989. David's previous work experience includes UMB Bank as a commercial lending and business development officer, 13 years of teaching in the Department of Agricultural Economics at the University of Missouri and the Dow Chemical Company where he started his career in sales.



## **Xianghong Li**

Adjunct Professor

Ph.D. University of California, Davis, 2005

International Trade and Development, Econometrics, Consumer Demand

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. Another aspect of her current research focuses on consumer demand for differentiated products and consumer preferences for various product attributes.



## **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" class for undergraduates.



## **Daniel O'Brien**

Extension Agricultural Economist - Associate Professor

Ph.D. Iowa State University, 1993

Grain Market Supply-Demand & Price Analysis, Grain Based & Biomass

Bioenergy Economics, Grain Industry Transportation

dobrien@ksu.edu • 785-462-6281

Dr. O'Brien's research interests include analysis of feed grain, wheat and oilseed markets, the economics of biofuels production, the structure and performance of the grain and oilseed marketing system, risk management in grain marketing, and irrigated and dryland cropping systems in western Kansas. In his Extension responsibilities he provides analysis of grain market supply and demand factors and prices, as well as grain market price risk management strategies. He also provides analysis of western Kansas irrigated and dryland crop enterprise profitability and cropland leasing arrangements.



## **Dustin Pendell**

Professor and Graduate Program Director

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. Prior to joining K-State, he was on faculty at Colorado State University where he conducted research on livestock issues and taught courses in farm management, agricultural marketing and production economics at both the undergraduate and graduate levels.

# Agricultural Economics Department



## **Ed Perry**

Assistant Professor

Ph.D. Iowa State University, 2016

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

[edperry@ksu.edu](mailto: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.



## **Gabriel Sampson**

Assistant Professor

Ph.D. University of California, Davis, 2016

Natural Resource and Environmental Economics

[g sampson@ksu.edu](mailto:g sampson@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 and Director, Center for Risk Management Education and Research

Ph.D. Iowa State University, 1986

Livestock Marketing, Price Analysis

[tcs@ksu.edu](mailto: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 directs the Center for Risk Management Education and Research.



## **Ben Schwab**

Assistant Professor

Ph.D. University of Wisconsin, 2011

International Development, Health and Nutrition

[benschwab@ksu.edu](mailto:benschwab@ksu.edu) • 785-532-2113

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. He received his PhD in Agricultural and Applied Economics.



## **Aleksan Shanoyan**

Associate Professor

Ph.D. Michigan State University, 2011

Agribusiness Strategy and Management, Business Development and Applied Econometrics

[shanoyan@ksu.edu](mailto:shanoyan@ksu.edu) • 785-532-4449

Dr. Shanoyan's research is in the area of agribusiness economics and management with the focus on supply chain coordination, strategic management, and business development. His research projects have addressed issues across number of industries ranging from dairy, meat, and vegetables to grain and biofuel in local, regional, and international contexts. His most recent research projects examine contracting and vertical coordination strategies in beef and biofuel supply chains, resilience of agri-food systems, big data applications in agriculture, and facilitation of agri-food supply chains in developing economies. He teaches courses in food and agribusiness management strategies at the undergraduate and graduate levels.



## **Mykel Taylor**

Associate Professor

Ph.D. North Carolina State University, 2008

Crop Marketing and Farm Management

[mtaylor@ksu.edu](mailto:mtaylor@ksu.edu) • 785-532-3033

Dr. Taylor's research and extension programs are focused in the areas of crop marketing and farm management. She grew up on a cattle ranch in Montana and attended Montana State University majoring in Agribusiness Management. She has worked in extension positions at both Kansas State University and Washington State University. Some of her current research areas include measuring basis risk for commodity grains, understanding the implications of 2014 Farm Bill for producers, and analyzing trends in Kansas agricultural land values, rental rates, and leasing arrangements.

# Agricultural Economics Department



## **Jesse Tack**

Associate Professor

Ph.D. University of California, Berkeley, 2009

Agricultural Production, Risk Management, Climate Change and Crop Insurance

[jtack@ksu.edu](mailto:jtack@ksu.edu) • 785-532-4443

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.



## **Glynn Tonsor**

Professor and State Extension Leader

Ph.D. Kansas State University, 2006

Livestock Marketing

[gtonstor@ksu.edu](mailto:gtonstor@ksu.edu) • 785-532-1518

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.**

Director, Land Use Survey Center

Ph.D. Kansas State University, 2005

Land Use

[ltsoodle@ksu.edu](mailto:ltsoodle@ksu.edu) • 785-532-1517

Dr. Leah J. Tsoodle is the director of the Land Use Survey Center in the Department of Agricultural Economics, 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, and rural development. Leah also maintains a varied outreach program designed to deliver her research information to various stakeholders in Kansas land markets and economic development groups for rural communities.



### **Nelson Villoria**

Assistant Professor

Ph.D. Purdue University, 2009

International Trade, Agricultural Policy Analysis, and Global Land Use

[nvilloria@k-state.edu](mailto:nvilloria@k-state.edu) • 785-532-6702

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**

Professor

Ph.D. University of California, Davis, 2004

Industrial Organization, Applied Econometrics, & International Trade  
[tianxia@ksu.edu](mailto:tianxia@ksu.edu) • 785-532-1512

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**

Associate Professor and Undergraduate Program Director

Ph.D. Kansas State University, 2011

Production, Finance and Farm Management

[eyeager@ksu.edu](mailto:eyeager@ksu.edu) • 785-532-4935

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, commodity futures and options, 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. She grew up in rural Kansas and outside of work enjoys running and hunting with her husband.

# Agricultural Economics Department



## Jisang Yu

Assistant Professor

Ph.D. University of California, Davis, 2016

Risk Management, Economics of Risk and Uncertainty, Farm Policy

Analysis and Applied Econometrics

[jisangyu@ksu.edu](mailto:jisangyu@ksu.edu) • 785-532-3357

Jisang Yu is an assistant professor in the Department of Agricultural Economics at Kansas State University. His research focuses on analyzing economic consequences of risk management related farm policies 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.



## **Mary Bowen**

Communications and Marketing Specialist

M.P.S. University of Denver, 2013

Organizational and Professional Communication (Public Relations and Marketing)

mjbowen@ksu.edu • 785-532-4435

As Communications and Marketing Specialist, Mary Bowen, assists in coordination of and manages activities of the Master of Agribusiness program including communication with applicants, enrolled students, alumni and faculty of the program. Bowen also manages the program's marketing, special events and international agribusiness tours. She completed a Master's of Professional Studies in Organizational and Professional Communication from the University of Denver.



## **Deborah Kohl**

Program Coordinator

M.S. Kansas State University, 2002

Secondary Education

dkohl@ksu.edu • 785-532-4495

Deborah Kohl is the Program Coordinator for the MAB program. She manages the day-to-day activities of the program including student recruitment, budget management, Industry Advisory Board interaction and communication with enrolled students. Kohl also assists with the course "Seminar in Agricultural Economics Analysis," a thesis completion course in the MAB program, taught by Dr. Allen Featherstone. She completed an M.S. in 2002 at Kansas State University in Secondary Education.

# Application Checklist

## Please Contact Us or Apply Today

When you are ready to apply, please use this application checklist to make sure we receive all of your materials:



- Complete an online application.** Log on to mab.ksu.edu and click on "Apply Now" to apply online. Paper applications are not accepted.
- Professional letters of reference.** Request three professional letters of reference to be uploaded to the online application system (letters 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 course work send an official transcript to the MAB Program. **Transcripts submitted by students are not considered official by the University. Official transcripts must be mailed directly to the MAB office or emailed from the university to mab@ksu.edu 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.
- Application fee.** U.S. students, \$65 application fee paid online. International students, \$75 application fee paid online.

### International Applicants:

In addition to the materials listed above, international applicants must submit:

- TOEFL, IELTS or Pearson Test scores.
- Financial Documentation.
- Official transcripts and certificate showing degree earned in native language.
- Certified English translations of official transcripts and certificate showing degree earned.