APPLICATION FOR CHANGE IN EXISTING COURSE: MAJOR & MINOR

1. Submitted by College of Agriculture Date March 28, 2002
Department/Division offering course Agricultural Economics

2. Changes proposed:
   (a) Present prefix & number AEC 410 Proposed prefix & number AEC 510
   (b) Present Title International Trade in Agricultural Products New Title
   (c) If course title is changed and exceeds 24 characters (including spaces), include a sensible title (not to exceed 24 characters) for use on transcripts:
   (d) Present credits: 3 Proposed credits: 3
   (e) Current lecture: laboratory ratio Proposed:
   (f) Effective Date of Change: (Semester & Year) Spring 2003

3. To be Cross-listed as: Prefix and Number Signature: Department Chair

4. Proposed change in Bulletin description:
   (a) Present description (including prerequisite(s):
      A study of institutional, economic and cultural factors that influence aggregate agricultural exports and individual agribusinesses. Macro issues of agricultural trade policies are examined along with elements of international marketing ...
   (b) New description:
   (c) Prerequisite(s) for course as changed: AEC 305 and ECO 401 (is AEC 305 now)

5. What has prompted this proposal?
   A new text has been adopted that upgrades the level of the material. There is more emphasis on understanding trade concepts using a graphical analysis.

6. If there are to be significant changes in the content or teaching objectives of this course, indicate changes:
   It is used in senior and M.S. level courses throughout the U.S. The theory covered is more encompassing than the past course. The objectives are to provide a comprehensive theoretical coverage of the major issues in contemporary agricultural trade.

7. What other departments could be affected by the proposed change?

8. Will changing this course change the degree requirements in one or more programs?* Yes ☐ No ☑
   If yes, please attach an explanation of the change.*

9. Is this course currently included in the University Studies Program? Yes ☐ No ☑
   If yes, please attach correspondence indicating concurrence of the University Studies Committee.

10. If the course is a 100-200 level course, please submit evidence (e.g., correspondence) that the Community College System has been consulted.

*NOTE: Approval of this change will constitute approval of the program change unless other program modifications are proposed.
11. Is this a minor change? □ Yes ☑ No

(NOTE: See the description on this form of what constitutes a minor change. Minor changes are sent directly from the Dean of the College to the Chair of the Senate Council. If the latter deems the change not to be minor, it will be sent to the appropriate Council for normal processing.)

12. Within the Department, who should be consulted for further information on the proposed course change?

Name: Michael Reed
Phone Extension: 257-7259

Signatures of Approval:

[Signature]
Department Chair

[Signature]
Dean of the College

**Undergraduate Council

**Graduate Council

**Academic Council for the Medical Center

**Senate Council

**If applicable, as provided by the Rules of the University Senate.

ACTION OTHER THAN APPROVAL

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The Minor Change route for courses is provided as a mechanism to make changes in existing courses and is limited to one or more of the following:

a. change in number within the same hundred series;
b. editorial change in description which does not imply change in content or emphasis;
c. editorial change in title which does not imply change in content or emphasis;
d. change in prerequisite which does not imply change in content or emphasis;
e. cross-listing of courses under conditions set forth in item 3.0;
f. correction of typographical errors. [University Senate Rules, Section III - 3.1]

Rev 11/98
AEC 510
International Trade in Agricultural Marketing
Fall, 2002

Instructor:

Michael Reed
308 Agricultural Engineering
257-7259

Prerequisite: AEC 305, ECO 401

Course description: A study of institutional, economic and cultural factors that influence aggregate agricultural trade and exports of individual agribusinesses. Agricultural trade policies are examined along with elements of international marketing for agricultural products.

Learning Outcomes:

--Show and explain how nations gain from trade under alternative market structures.
--Defend the free trade paradigm relative to import and export policies prescribed by countries throughout the world.
--Illustrate principles to use in determining whether the use of technical barriers to trade is justified.
--Clarify the role that the World Trade Organization plays in the current economic system and discuss potentials and problems that the WTO has in the current debate on globalization.
--Demonstrate how exchange rates are determined and the influence they have on agricultural producers through the world.
--Describe major facets of preferential trade agreements using the North American Free Trade Agreement and the European Union as examples.
--Elaborate on the problems of integrating environmental concerns into international trade models. Define and explain principles that might be useful in this debate.

Book: International Trade in Agricultural Products

Grade weights for the class:

<table>
<thead>
<tr>
<th>Component</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>First Exam</td>
<td>20%</td>
</tr>
<tr>
<td>Second Exam</td>
<td>20%</td>
</tr>
<tr>
<td>Discussion/Papers</td>
<td>30%</td>
</tr>
<tr>
<td>Final</td>
<td>30%</td>
</tr>
</tbody>
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Class Policies: Policies related to excused absences, cheating/plagiarism, withdrawal, incompletes, final exams and common exams can be found in Student Rights and Responsibilities. All students and faculty are responsible for adhering to these policies.
Office Hours: I am generally in my office between 8:00 AM and 5:00 PM during the week. You may stop by at any time, but a call might be advised to be assured that I will be in the office at the time.

Discussion: Everyone should come prepared to discuss the material covered in class, which will be made clear at least one lecture ahead. In addition, each student will be assigned a part of the world as a discussion responsibility. The instructor will ask questions during class and all students are expected to show a basic understanding of the country they are assigned. Questions from students are also encouraged.

Papers: Short papers will be assigned throughout the semester to support the material covered in class. These papers will generally be associated with the country assigned to the student. At the end of the semester, the papers will be combined into a portfolio that will serve as a major part of the discussion/papers grade component. Graduate students will have an extra assignment for their portfolio that demands more analysis on their part.
Introduction and Overview of Agricultural Trade
US and World Agricultural Trade Patterns

Gains from Trade
Ricardian case: specialization and gains from trade
Production Possibilities Frontier and gains from trade
Partial equilibrium -- case of opening trade with an importer/exporter
Partial equilibrium -- one good two countries (ED, ES and world equilibrium)

Trade Policies of Importing Countries
Tariffs and Quotas
Variable Levies and Minimum Import Prices
Price Stability and Trade Restrictions

Trade Policies of Exporting Countries
Tariffs and Quotas
Export Subsidies
Price Discrimination/Imperfect Competition
Price Stability and Trade Restrictions

Multilateral Trade Negotiations
General Agreement on Tariffs and Trade
World Trade Organization

Technical Barriers to Trade

Preferential Trade Agreements
Customs Unions/Free Trade Areas
North American Free Trade Agreement
EU Integration and the Common Agricultural Policy

Macroeconomics and Its Influence on International Trade
Consequences of exchange rate changes
Exchange rate determination

Foreign Direct Investment and Processed Food Trade

Competitiveness in the Global Food Economy

Trade and the Environment