MS-MBA
IN FOOD AND AGribusiness Management
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You’re thinking about attending graduate school online, and you might be a little overwhelmed. Approaching the decision to earn a graduate degree and the search for the right program in an organized fashion can help. Before deciding to attend graduate school, ask yourself:

1. Has going to graduate school always been a personal goal of mine?
2. Will exposure to innovative management concepts allow me to attain a broader perspective of my organization?
3. Will this program help me contribute to my company’s future success?
4. Am I motivated by a challenge?
5. Would the exchange of experiences and ideas among the other students in the program be helpful to me in my job? In my life?
6. Do my company and my family support me in this decision?

Then, if you decide you are ready to make the commitment, identify a program that meets your needs from a personal and professional standpoint. You will want to consider the following when comparing online programs.

- **History**: How long has the university existed? How long has the program existed?
- **Rankings**: Is the school ranked?
- **Accreditation**: Is the program endorsed by a standard accreditation association?
- **Graduation Rate**: How many people who start the program successfully complete it?
- **Salary Increases and Promotions**: Do graduates from the program move up in their company after earning the degree?
- **Faculty**: Are they tenured professors with real-world experience?
- **Curriculum**: Is it watered down for distance education? How does it compare to traditional, on-campus programs?
- **Online Learning Environment**: How does the distance education process work? Are there tests?
- **Companies Represented in the Program**: What companies send people through the program?
- **Administration**: How is the program managed?
- **Application**: How difficult is it to apply? How many people are accepted?
- **Graduation**: Is there a commencement?
- **Diplomas**: What do they say? Do they mention that it is an online program?

This brochure is packed full of information about the MS-MBA in Food and Agribusiness Management, offered in partnership by Purdue University and Indiana University. Our goal is to describe everything you need to know about the program, allowing you to compare it to others, making the most informed decision about your graduate program of choice. I want to make this process as easy for you as possible. If you have any questions, please feel free to contact me at tnance@purdue.edu or (765) 496-2447.

All the best,

Taryn Nance
Program Manager
The dual-degree, distance-delivered MS-MBA in Food and Agribusiness Management is specifically designed for people in the food and agribusiness industry whose lives and schedules aren’t suited for a traditional master’s degree program. Because it is delivered almost exclusively online, you can earn two advanced degrees in 27 months while still working full time. Students who successfully complete the program receive a master’s degree (MS) in agricultural economics from Purdue University and a master of business administration (MBA) from Indiana University.

Offered as a partnership between the Kelley School of Business at Indiana University and Purdue University’s Department of Agricultural Economics, the MS-MBA has met the dynamic needs of people in food and agribusiness since 1999. Purdue’s Center for Food and Agricultural Business manages the program, which many graduates describe as the most challenging and rewarding two years they’ve ever experienced.

**Dual-degree, MS-MBA option**
The dual-degree option allows you to earn both a Master of Science from Purdue University with a concentration in agricultural economics and a Master of Business Administration from the Kelley School of Business at Indiana University. This 57-credit program begins each August and can be completed in 27 months.

**Single-degree, MS-only option**
The program is flexible, allowing you to bypass some of the MBA curriculum and earn only the master’s degree in agricultural economics from Purdue. You will complete the 36-credit program in just 21 months. You can wait until the first spring semester to decide if you would rather pursue this option, as the course curriculum is the same until that point.

Both degree options use asynchronous online delivery, allowing you to “attend class” when it fits your schedule. They also include five one-week residency sessions — four in Indiana and one international residency in South America.

“With a focus on food and agribusiness, the MS-MBA provides vital leadership skills for anyone involved in sustainably feeding a growing planet. Learning and growing in business knowledge from these top-tier universities is second to none. It also offers opportunities to network and connect with current and past students, which was critically important for me as I advance in my career. The program’s flexibility and technology allowed me to change jobs and move across the country while still progressing with my cohort and coursework.”

**Chad Frahm**
Senior Vice President
Innovation Center for U.S. Dairy
The MS-MBA program offers several key advantages over other traditional MBA and master’s degree programs.

- You will complete two graduate degrees while holding down full-time employment
  - Purdue University offers 21 credits of core business courses with a focus on food and agribusiness.
  - Indiana University offers 36 credits of business coursework, which rounds out the MS-MBA experience.
- Complete your coursework anytime, anywhere – no need to leave the program if you relocate.
- Directly benefit your company by solving a practical problem through the capstone project
- Cohort of classmates lets you network with future agribusiness leaders from across the value chain, creates a family atmosphere and leads to lifelong friendships

“...The MS-MBA coursework and faculty provide a challenging opportunity to use the material in business and in life. As a husband, father of five children and business owner, being able to apply what I am learning to business and life experiences as part of the required course assignments makes the best use of my time and offers both immediate and long-term rewards. Participating in this advanced educational program has been enjoyable and has deepened my appreciation for the value of education.”

Scott Beck
President
Beck’s Superior Hybrids
The program curriculum has a leading-edge managerial foundation with a focus on the food and agricultural industries, a balance that will both broaden and deepen your perspectives. Because the program allows you to continue your career while pursuing degrees, you can immediately apply classroom lessons in leadership and agribusiness to situations that arise in the workplace.

No thesis or dissertation is required for the MS-MBA program, although you will complete a “capstone” project. This project focuses on a significant issue or opportunity facing your company or sponsoring organization. Supported by professors, you’ll develop a solution to the problem or issue. Many of these projects have had important financial impacts on the sponsoring organizations and represent the best methods of integrating work and education.

Classes begin each August and are structured into “modules.” Each module takes the place of a traditional semester, but lasts only 12 weeks. During each module, you will take two 3-credit courses. At the end of each module, you will have a break before starting the next set of courses.

The classes offered online through the MS-MBA program are the same as those taught face-to-face at both Purdue and IU; however, they are delivered at a slightly quicker pace to accommodate for the shorter semester. Students follow a predetermined plan of study, and the courses build upon each other.

“I chose the MS-MBA program for its specific focus on business and agriculture. The program gave me the opportunity to broaden my skills and perspective by discussing, debating and learning from professors and classmates who are business professionals from across the industry and globe.”

Brent Madden
Manager, Ag Finance Integration,
John Deere
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<thead>
<tr>
<th>School</th>
<th>Course No.</th>
<th>Course Title</th>
<th>Credits</th>
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<tr>
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<td>Purdue</td>
<td>AGEC 684</td>
<td>Applied Quantitative Methods for Decision Making</td>
<td>3</td>
<td>Online and West Lafayette, Indiana</td>
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<td>3</td>
<td>Online and West Lafayette, Indiana</td>
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<td>C521</td>
<td>Managing Accounting Information for Decision Making</td>
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<td>Kelley</td>
<td>C511</td>
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<td>Purdue</td>
<td>AGEC 685</td>
<td>Advanced Quantitative Methods: Decision Making Under Uncertainty</td>
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<td>Kelley</td>
<td>C522</td>
<td>Information Technology for Managers</td>
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<td>C562</td>
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The Kelley School of Business residency sessions are offered in late summer of the first and second year and are held on the Indiana University campus in Bloomington, Indiana. During the Kelley residencies, you will complete human resources courses worth 1.5 credits each.

The Purdue University residencies, held in West Lafayette, Indiana, are in late fall of the first and second year. These sessions are continuations of the coursework given during that particular model.

The five one-week residency sessions provide a rich environment for interaction and discussion among faculty and students and offer face-to-face educational opportunities that may not be possible via distance.

The last residency session is conducted in partnership with one of Purdue’s international partners, FEARP Business School at the University of São Paulo–Brazil, South America. This residency will expose you to varied international business cultures and help you interact in global business situations. Most of the week is spent in dialogue with Brazilian business managers, allowing you to explore strategy in an international context. To help ensure that you extract as much as possible from the week, each team will have one or two assignments.

“I chose the MS-MBA in Food and Agribusiness Management because it allowed me to shape my learning experience in a way that complemented my specific career goals while working full-time. I am able to think more strategically with the comprehensive knowledge I’ve gained through the program, enabling me to effectively guide public policy in ways that are most beneficial to the future of agriculture.”

Kelsey Swango
Director, Government Affairs and Sustainability
National Council of Farmer Cooperatives
Students in the MS-MBA program are food and agricultural business firm managers or managers-to-be who want to earn a graduate degree while continuing their employment. They are, on average, 29–35 years old and have a minimum of three years work experience in positions of increasing professional responsibility. Three core groups are represented in the program:

**Agribusiness Managers**
Individuals with management responsibilities in firms that provide inputs to production agriculture. This includes companies providing agronomic, animal nutrition, capital and service inputs to the production agriculture sector, among others.

**Food Firm Managers**
Individuals who have management responsibilities with food manufacturing and distribution firms. This includes individuals working at processing organizations, branded-food manufacturers, and food retailers and distributors, among others.

**Commercial Farmers, Growers, Ranchers**
Individuals in growing farms, ranches, or other agricultural production organizations who recognize the need to develop their business management expertise to be viable in a rapidly changing agricultural market.

**COMMON JOB TITLES**

Account Manager  
Agronomist  
Business Development Manager  
Chief Executive Officer  
Chief Financial Officer  
Chief Operating Officer  
Commodity Buyer  
Communications Coordinator  
Credit Analyst  
Dairy Analyst  
Director for Business and Regulatory Affairs  
Director of Procurement  
Director of Research and Development  
Director of Sales and Marketing  
Division Manager  
Farm Loan Officer  
Field Engineer  

Food Technologist  
General Manager  
Global Business Leader Manager  
Marketing Manager  
Merchandiser  
Operations Manager  
Plant Manager  
President  
Process Engineering Manager  
Product Manager  
Quality Assurance Supervisor  
Regulatory Affairs Director  
Research Analyst  
Sales Manager  
Sales Representative  
Strategic Account Manager  
Territory Manager  
U.S. Army Captain  
Veterinarian  
Vice President
COMPANIES REPRESENTED

1st Farm Credit Services • ACM Peru • ADM Corporate • Ag 1 Source • AG Processing, Inc. • AgAlign LLC • Ag Alumni Seed • AGCO Corporation • AgCountry Farm Credit Services • Agora Publishing • AgReserves, Inc. • Agribeef • Agricultural Consulting Services, Inc. • AgriGold • AgStar Financial Services • Allen R. Young Farms • Altria Client Services, Inc. • American Crystal Sugar • Anheuser-Busch • Asociación Azucarera de El Salvador • American Seed Trade Association • Badger Pride Dairy, LLC • Bane Welker • Barclays Capital • BASF • Bayer CropScience • Beck’s Hybrids • Beijing Whiteshire Breeding and Technologies Co. • Biddick, Inc. • Blue Buffalo Dog Food • Boehringer-Ingelheim • Bookmarks • Bose McKinney and Evans • British Petroleum • Brock Associates • BT Loftus Ranches • Bunge • Burrus Seed Farms Inc. • BWP Sales • C.I. Agromonte S.A. • Cargill • Case IH • Caterpillar, Inc. • Ceva Biomune • CF Industries, Inc. • CGB Enterprises, Inc. • Chr. Hansen • CHS Inc. • City of San Antonio • CliftonLarsonAllen LLP • Co-Alliance LLP • Columbia Grain International, Inc. • ConAgra Foods, Inc. • Corn States LLC • Cummins • Dairy Management Inc. • Dairy Marketing Services • Dalley, Inc. • Danisco Animal Nutrition • DeLaval, Inc. • Deloitte Consulting LLC • Dow AgroSciences • DSM • DuPont Pioneer • Elanco Animal Health • Elevance Renewable Sciences • EnzaFruit Products, Inc. • FaegreBD Consulting • Farm Credit • Farmer Mac • Flint Hills Resources • Fremont Co-op Produce • GE Capital • GeoSilos • Gilbert Fruit • Givaudan Flavors • Glacial Lakes Energy, LLC • Glanbia Foods, Inc. • Golden State Farm Credit, ACA • Gorilla Buck • Gowan Company • Green Mountain Coffee Roasters • Greenway Equipment, Inc. • Growmark • GSI Group • Hageman Group • Hamilton Farm Bureau • Harris Moran Seeds • Heartland Global • High Corporate Services LLC • Hong Kong Wai Lung Hong Agribusiness Ltd. • Hormel Foods Corporation • Howell Farms • I&S Furrer Farms, Inc. • ICL Premium Fertilizers NA • Ingredion Incorporated • Innovation Center for U.S. Dairy • Inversiones Los Eucaliptos, S.A • IsoNova Technologies LLC • ITOCHU Corporation • JBS Five Rivers Cattle Feeding L.L.C. • JBT FoodTech • John Deere • JR Simplot • Kaiser-Permanente • Kellogg Co. • Kerry Ingredients & Flavours • KeyBank • Kraft Foods • Kraus Flooring • Lance Woodbury, LLC • Land O’Lakes, Inc. • Latham & Watkins LLP • Lemke Seed Farms • Leprino Foods • LongView Farms • MacDon Industries Ltd. • Maple Leaf Farms, Inc. • Marshall & Ilsley Bank • Merck Animal Health • Millenkamp Cattle, Inc. • MISCO • Monsanto • Moraine Partners LLC • MSI-Coffey • Murphy Hoffman Company • Murray Wise Associates, LLC • National Council of Farmer Cooperatives • National FFA Foundation • National Pork Board • Nestle • New Sweden Dairy • North Peace Applied Research Association • Organically Grown Company • ORigen, Inc. • Ostara Nutrient Recovery Technologiesizer • Pacific Northwest National Laboratory • Peterson Farms Seed • Plant Sciences, Inc. • Plymouth Dairy Farms • Pocatello Idaho Crops • Potandon Produce LLC • Prairie View A & M University • Premier Crop Systems • PricewaterhouseCoopers • Rabo AgriFinance • Rabobank • Rasmussen Farms • Regions Bank • Roll Global • Roman Meal Company • Santo Antonio Beef Cattle Ranch • Seedway, Inc. • Sensient Flavors • SePRO Inc. • Sodexo • Solae LLC • Snyder’s-Lance, Inc. • SSA Consulting • St. Julian Wine Company, Inc. • Stewart-Peterson • Storage Express • Sundquist Fruit & Cold Storage • Syngenta • Tate & Lyle Custom Ingredients • TCI International Group • Telvent DTN • The Hageman Group • The International Food Information Council • The Koeman Group • The Maschhoffs Inc. • The Mosaic Company • The Old Mill-Troy, Inc. • The Scoular Co. • The ServiceMaster Company • Treasure Valley Seed Company • TreeHouse Foods • Tribune Company • Trout Creek Farm Management, LLC • Trupointe Cooperative, Inc. • U.S. Grains Council • U.S. House of Representatives • United Soils • United States Marine Corp • United Suppliers, Inc. • UrbanBound, Inc. • US Senate • USDA Livestock Behavior Research Unit • Vita Plus Corporation • Waes Hail Cider Company • Wayne Farms, LLC • Weaver Popcorn • Western Milling, LLC • Whiteshire Hamroc, LLC • Wray Farms • XIT Feeders • Zoetis

For a complete company listing, visit agribusiness.purdue.edu/careers-in-agribusiness
Since more than 85 percent of course content is delivered via the Internet, you can continue to participate in the program despite travel or work assignments. This “anytime, anywhere” model allows you the flexibility to work at your own pace and in your own environment. Because all Purdue course lectures are downloadable, you can take the classroom with you anywhere. During the duration of the program, course material remains available online, so you can continually access and replay lectures, unlike in a traditional classroom.

“The technology used to disseminate information, lectures, and coursework is top notch. It allows students to learn by the method that best suits them. I find hearing a professor’s voice on a recorded lecture greatly enhances the reading assignments.”

Mark Sloneker
Food Scientist
Weaver Popcorn
As a student, you will access course information (course outlines, syllabi, discussion forums, etc.) through a password-protected course management system located on the Kelley School of Business website. When a new class starts, you are required to review the syllabus, which is much like you had as an undergraduate.

The course outline provides information that you will need to complete the class requirements. The below example shows a course outline for the first few weeks of AGEC 686—Strategic Food and Agribusiness Management. Professors use the course outline section to announce weekly topics, upload lectures, assign text readings, and explain weekly homework assignments. Purdue professors provide voice-over PowerPoint lectures and ask students to listen and respond to them by way of a discussion forum. The lectures are typically available as a QuickTime movie file, an audio-only mp3, and a video iPod file, which comes in handy for students traveling by airplane.

As you work through the program, you will become more creative in your communication between faculty, fellow students and study groups. Also, since some of the students live abroad, you will adopt a flexible attitude toward different time zones and cultures.
Founded in 1869 as part of the Morrill Land Grant Act, Purdue is located in West Lafayette, Indiana. The university began classes on September 16, 1874 with six instructors and 39 students. Currently, Purdue University has an enrollment of over 41,000 undergraduate (75%) and graduate students (23%). The Purdue College of Agriculture is one of the world’s leading colleges of agriculture, food, life, and natural resource sciences.

Since 1920, the Department of Agricultural Economics at Purdue University has been working to acquire and transmit new economic knowledge to the citizens of Indiana, the nation, and the world. Its faculty members are world-renowned for their research in all areas of economics. Starting as the Department of Farm Management, in the early 1940s the name was changed to Department of Agricultural Economics to be more descriptive of the evolving mission.

Since 1986, Purdue’s Center for Food and Agricultural Business has developed and delivered management education programs to more than 11,000 food and agribusiness managers from around the world. The center’s industry contacts expressed a need for a graduate degree program in management that focused on the food and agriculture industry, in addition to offering a global perspective that would develop effective leaders in an increasingly complex food and agricultural marketplace. As a result, the center created the MS-MBA in Food and Agribusiness Management.
Indiana’s state government founded Indiana University in 1820 as the State Seminary, and officially changed the name to “Indiana University” in 1838. It is a major multi-campus public research institution, grounded in the liberal arts and sciences, and a world leader in professional, medical and technological education.

The Kelley School of Business was founded in 1920 as the Indiana University School of Commerce and Finance. It has grown into one of the most respected business schools in the world. With campuses in Bloomington and Indianapolis, Indiana, there are more than 6,500 students in the school’s various programs.

Students in the MS-MBA program attend online classes through the Kelley School of Business’ Kelley Direct program, which was established in 1999. It is the only graduate management program offered by a Top 20 business school that is delivered almost exclusively over the Web. Students in Kelley Direct have the opportunity to earn the world-renowned Kelley School of Business MBA while making connections with other high-caliber working professionals from across the globe.
The MS-MBA program has been challenging, engaging and rewarding. The challenge comes in the classroom, where I have learned skills that I could immediately apply to my career. The engagement comes from networking with classmates. This was a major bonus that I did not expect from the program. The reward comes from career advancement. I was promoted to a management position early in the second year of the program. There are many demands on my time as a husband and father of four, but the flexibility to work through the curriculum while still spending time with my family made this program a home run for me.”

Doug Donovan
Senior Vice President and Commercial Banking Team Leader
Wells Fargo

MS-MBA graduates continue to cite their degrees as the reason for salary increases and promotions. The program’s practical education philosophy causes almost immediate positive change in the students. Employers notice how the difference is adding value to their companies and reward students with promotions. For example, 94 percent of the graduates who work for John Deere have been promoted.

Fees and Financial Aid
Fees for students starting the dual-degree program in 2018 were approximately $65,500. The Purdue MS-only option is approximately $41,000. Fees include Purdue and Indiana University tuition, hotel accommodations, and most meals during the residency sessions. Textbooks and travel to residency sessions is not included. The MS-MBA program is self-supporting and does not receive help in the form of tax funds from the state. Therefore, there are no “in-state” or “out-of-state” fees. Financial aid, excluding scholarships, is available.
A WIN-WIN FOR EVERYONE

When organizations sponsor employees in the MS-MBA program, they are making a major commitment to high-potential individuals in their firms. Such a commitment is a cost-effective way to reward, retain, and educate superior middle- and upper-middle managers. Benefits for companies include:

- Sponsorship of a high-potential manager is a powerful investment in the company’s future and a fundamental statement to that individual about the company’s interest and commitment to his or her career development.
- Participants learn to develop efficient and effective processes that positively affect the company’s bottom line.
- Promising managers develop analytical skills and are exposed to innovative management concepts that can immediately influence the organization’s investments in new products, cost-reduction programs, and overall performance.
- Participants’ exposure to the varied functional areas of an organization and to the many facets of the food system helps them attain a broader perspective of the organization, which enhances their contribution to its success.
- The program’s food and agricultural focus allows managerial concepts and ideas to be explored and applied in the context of the company’s marketplace.
- The exchange of experiences and ideas among the students brings fresh ideas to the company.
- The use of distance education technology allows participants to complete their degrees with minimal disruption of their ongoing job responsibilities.

“There is an instantaneous return on investment in the program through the direct application of coursework to real-world situations. As a result of the MS-MBA, I was able to pursue a new career opportunity with the confidence that I was the most qualified and knowledgeable candidate in a very talent-saturated pool.”

**Sara Kinsell**
Demand Manager, US Crop Protection
Dow AgroSciences
An Important Plus

As an MS-MBA student, you’ll have the opportunity to network with other food and agribusiness professionals from around the world. You will complete Purdue classes as a cohort—starting together, taking the same lineup of courses, and ultimately graduating as a group. The cohort model allows students to exchange experiences and ideas, resulting in broader perspectives across industries, and in many cases, strong friendships. In addition to your cohort, you can establish connections with MS-MBA alumni who are located across the globe. Purdue intentionally limits the cohort to 30 students. This ensures more personal interaction between faculty, staff, and students and also allows the students to form a stronger bond and support system. The Purdue cohort will stay together while taking Kelley School of Business courses; however, other public MBA students are also mixed in, which provides an even richer learning environment. In Kelley classes, a study group may consist of some of your Purdue friends, but may also include an engineer from a West Coast airplane manufacturer, an East Coast software developer, or a captain in the U.S. army.
Purdue University is ranked 5th among the nation’s public universities. Purdue’s College of Agriculture was ranked ninth, and the Department of Agricultural Economics was ranked fourth in the world by Quacquarelli Symonds.

The Kelley School of Business is ranked 10th in the nation by the US News & World Report. Its top-ranked MBA program for fulltime residential students has been cited in Business Week as one of the favorites of corporate recruiters looking for general managers, marketing talent, and finance graduates. U.S. News & World Report ranked Kelley Direct Programs the #1 best online MBA program in 2018.

Quacquarelli Symonds named Kelley the best online/distance MBA in the U.S. and third in the world in 2018. In the same year, Financial Times ranked Kelley #1 for research, #2 for program delivery, #1 among U.S. schools and #4 worldwide. The Princeton Review also ranked Kelley the #1 overall MBA in 2018.

Purdue University has been accredited by the national North Central Association of Colleges and Schools (NCA) since 1913. The Kelley School of Business is accredited by the Association to Advance Collegiate Schools of Business (AACSB), which is the gold standard in MBA accreditation.

“The MS-MBA program’s capstone project was one of the most challenging, yet rewarding projects that I have pursued. The capstone project allowed me the unique opportunity to apply new concepts and approaches to a very complex and strategically important issue facing the business that I managed. The benefits of the project will be long-lasting, not only for me personally, but for the company, as well.”

**Eric Steinbach**
Director of Marketing - Fresh Pork and Legacy Brands
Hormel Foods Corporation
Upon completing course requirements, students are invited to walk in commencement ceremonies at both universities. Students will finish Purdue classes first and are eligible to attend Purdue’s commencement. The graduation ceremony for Indiana University is held the following May. Although it is highly recommended, students are not required to attend these events.

Students will receive a diploma from both universities. Online or distance education is not mentioned on the diploma. Purdue University’s diploma states: “Purdue University Awards a Master of Science Degree.”

Indiana University’s diploma states: “Indiana University Kelley School of Business Awards Master of Business Administration.”

**Graduation Rates**
The MS-MBA program has a 97 percent graduation rate. The Kelley School of Business has a 99.7 percent graduation rate. For their recent graduates, the median salary is up 12 percent over the last two years and rose 4 percent last year.
Admission Information

Application materials for this program flow through Purdue. The Purdue University and Indiana University admission requirements are:

- A bachelor’s degree
- Transcripts
- Three years of work experience (paid internships usually apply; positions of increasing responsibility are recommended)
- Three recommendations (submitted electronically; no letters required)
- A résumé
- A statement of purpose as to why you want to enter the program
- Scores from the Graduate Management Admissions Test (GMAT) or Graduate Record Examination (GRE)
- Scores from the TOEFL exam (for international applicants)

Applications are carefully evaluated; your strengths in one area may offset weaknesses in another.

There is no application deadline; however, applications are accepted on a rolling basis until the cohort is considered full (30 students). We recommend you submit your application by late spring. International students should submit their application material by April 1.

To Learn More Or Apply Online:

- Visit agribusiness.purdue.edu/apply
- Contact Taryn Nance, Program Manager
  - Phone: (765) 496-2447
  - E-mail: tnance@purdue.edu