SOUTH DAKOTA BOARD OF REGENTS
ACADEMIC AFFAIRS FORMS

New Specialization

Use this form to propose a new specialization within an existing degree program. Specializations provide students with an alternative to the primary format of the major or it may be one of several tracks within a broad major. Specializations contain courses within the discipline(s) of the existing program. Specializations appear in the institutional catalog and on the transcript. Majors that offer specializations typically have one-third to two-thirds of the credits in common with the remaining course work fulfilling the requirements of the specialization(s) offered. The Board of Regents, Executive Director, and/or their designees may request additional information about the proposal. After the university President approves the proposal, submit a signed copy to the Executive Director through the system Chief Academic Officer. Only post the New Specialization Form to the university website for review by other universities after approval by the Executive Director and Chief Academic Officer.

UNIVERSITY:	BHSU
TITLE OF PROPOSED SPECIALIZATION:	Agribusiness/Ranch Management Specialization
NAME OF DEGREE PROGRAM IN WHICH SPECIALIZATION IS OFFERED:	Business Administration
BANNER PROGRAM CODE:	BBS.BSA-
INTENDED DATE OF IMPLEMENTATION:	8/15/2025
PROPOSED CIP CODE:	01.0104
UNIVERSITY DEPARTMENT:	School of Business
BANNER DEPARTMENT CODE:	BSCB
UNIVERSITY DIVISION:	BHSU College of Business
BANNER DIVISION CODE:	**6U**

☒ **Please check this box to confirm that:**

- The individual preparing this request has read AAC Guideline 2.6, which pertains to new specialization requests, and that this request meets the requirements outlined in the guidelines.
- This request will not be posted to the university website for review of the Academic Affairs Committee until it is approved by the Executive Director and Chief Academic Officer.

University Approval

To the Board of Regents and the Executive Director: I certify that I have read this proposal, that I believe it to be accurate, and that it has been evaluated and approved as provided by university policy.

Institutional Approval Signature
President or Chief Academic Officer of the University

Click here to enter a date.
Date

Note: In the responses below, references to external sources, including data sources, should be documented with a footnote (including web addresses where applicable).

1. **Level of the Specialization (*place an "X" in the appropriate box*):**

   Baccalaureate ☒ Master's ☐ Doctoral ☐

2. **What is the nature/purpose of the proposed specialization? Please include a brief (1-2 sentence) description of the academic field in this specialization.**

   A specialization in the field of Agribusiness/Ranch Management will apply the fundamentals of business to agriculture, ranch management and related industries. The Business Core courses include the study of accounting principles and cost estimation, business analytics, finance, human resource management, management of operations and marketing. Students will be able to apply this knowledge in upper-level courses in agribusiness and ranch management. The specialization includes a 3-credit internship which will allow students to apply their knowledge.

3. **Provide a justification for the specialization, including the potential benefits to students and potential workforce demand for those who graduate with the credential.** *For workforce related information, please provide data and examples. Data may include, but are not limited to the South Dakota Department of Labor, the US Bureau of Labor Statistics, Regental system dashboards, etc. Please cite any sources in a footnote.*

   The USDA lists South Dakota in the Top 5 Beef Producing States. In South Dakota, most of this production takes place in the western part of the state. Included in the Top 10 Beef Producing States are neighboring states Nebraska (4th), Montana (7th) and North Dakota (9th). Black Hills State University is the perfect location to provide offerings in Agribusiness/Ranch Management to serve students coming from these states who are seeking a post-secondary education in this field.

   Purdue University's Agricultural Job Market Report, which summarizes Agricultural Job postings in Google Jobs between December 28, 2022, and December 25, 2024 found that on average, there are 2680 new job openings every four weeks. The average salary for jobs in the Midwest is $60,214. Their analysis of agriculture job postings reveals more than 56% of the job postings list lending and finance, 52% of the postings list sales, and 32% of the postings list economics.

   Purdue University. Agricultural Job Market Report. February 2025
   https://ag.purdue.edu/commercialag/home/wp-content/uploads/2025/02/agjobsreport_2024Q4.pdf

4. **List the proposed curriculum for the specialization (including the requirements for completing the major – *highlight courses in the specialization*):**

Prefix	Number	Course Title *(add or delete rows as needed)*	Credit Hours	New (yes, no)
ACCT	210	Principles of Accounting I	3	No
ACCT	211	Principles of Accounting II	3	No
BADM	220	Business Statistics	3	No
BADM	310	Business Finance	3	No
BADM	320	Quantitative Decision Analysis	3	No
BADM	321	Business Statistics II	3	No
BADM	344	Managerial Communications	3	No
BADM	350	Legal Environment of Business	3	No
BADM	369	Organizational Behavior & Theory	3	No
BADM	370	Marketing	3	No
BADM	425	Production / Operations Management	3	No
BADM	459	Analytics	3	No
BADM	482	Business Policy and Strategy	3	No
ECON	201	Principles of Microeconomics	3	No
ECON	202	Principles of Macroeconomics	3	No
MIS	205	Advanced Computer Applications	3	No
MIS	325	Management Information Systems	3	No
		Specialization		
AGEC	271	Farm and Ranch Management	3	Yes*
AGEC	354	Agricultural Marketing and Prices	3	Yes*
AGEC	364	Introduction to Cooperatives	3	Yes*
BADM	457	Business Ethics	3	No
AGEC	371	Agricultural Business Management	3	Yes*
		OR		
AGEC	471	Advanced Farm & Ranch Management	3	Yes*
		Select One from the Following		
AGEC	352	Agricultural Law	3	Yes*
AGEC	462	Environmental Law	3	Yes*
BADM	494	Agribusiness/Ranch Management Internship	3	No

*The courses are "new" to BHSU but are approved to be offered at SDSU.

Total number of hours required for completion of specialization	18
Total number of hours required for completion of major	51
Total number of hours required for completion of degree	69

5. Delivery Location

Note: The accreditation requirements of the Higher Learning Commission (HLC) require Board approval for a university to offer programs off-campus and through distance delivery.

A. Complete the following charts to indicate if the university seeks authorization to deliver the entire program on campus, at any off campus location (e.g., UC Sioux Falls, Capital

University Center, Black Hills State University-Rapid City, etc.) or deliver the entire specialization through distance technology (e.g., as an on-line program)?

	Yes/No	*Intended Start Date*
On campus	Yes	**Fall 2025**

	Yes/No	*If Yes, list location(s)*	*Intended Start Date*
Off campus	Yes	BHSU – Rapid City	**Fall 2025**

	Yes/No	*If Yes, identify delivery methods* *Delivery methods are defined in AAC Guideline 5.5.*	*Intended Start Date*
Distance Delivery (online/other distance delivery methods)	Yes		**Fall 2025**

B. Complete the following chart to indicate if the university seeks authorization to deliver more than 50% but less than 100% of the specialization through distance learning (e.g., as an on-line program)? *This question responds to HLC definitions for distance delivery.*

	Yes/No	*If Yes, identify delivery methods*	*Intended Start Date*
Distance Delivery (online/other distance delivery methods)	Yes		

6. **Additional Information:** *Additional information is optional. Use this space to provide pertinent information not requested above. Limit the number and length of additional attachments. Identify all attachments with capital letters. Letters of support are not necessary and are rarely included with Board materials. The University may include responses to questions from the Board or the Executive Director as appendices to the original proposal where applicable. Delete this item if not used.*

   BHSU will partner with SDSU to offer this specialization. The AGEC courses will be offered online by SDSU.