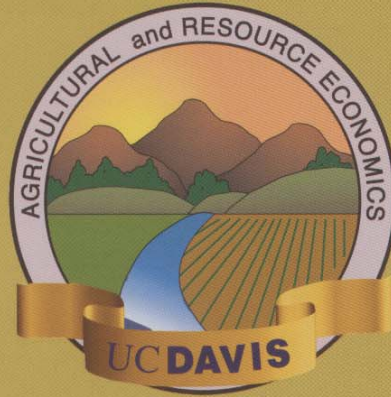
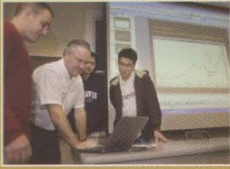


UC DAVIS

UNIVERSITY OF CALIFORNIA



Undergraduate Major in

Managerial Economics

with options in

Managerial Economics

Environmental and Resource Economics

Agricultural Economics

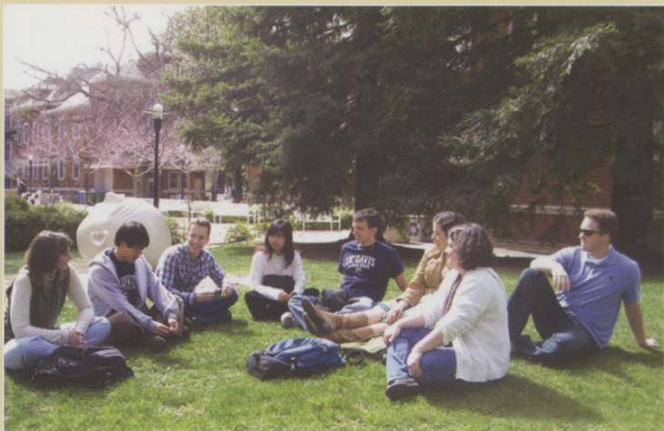
THE MANAGERIAL ECONOMICS MAJOR

The Managerial Economics major at UC Davis is a disciplinary program combining strong preparation in microeconomic theory and quantitative methods. It prepares students for the analysis of management and policy issues in business, finance, production, agriculture, food distribution, natural resources, the environment, resource allocation, and markets in developed and developing economies. Students specialize in one of three options:

- **Managerial Economics** focuses on the economic aspects of managerial decision-making.
- **Environmental and Resource Economics** concentrates on issues related to the use of resources and environmental quality.
- **Agricultural Economics** focuses on the economic and policy aspects of production and marketing of foods and fibers.

Students in the Managerial Economics program develop valuable skills and strengths that lead to promising careers in business. The program provides:

- *Analytical tools* for problem-solving strategies
- *Critical thinking and effective communication skills*
- *In-depth exposure* to economics
- *Internships and career guidance* from faculty and staff
- *Training* in statistics, writing, public speaking, computer science, and the social sciences



What can UC Davis offer you?

Leading University

- Ranked 11th among the nation's top public universities (*U.S. News & World Report*)
- Ranked 12th in research funding among all U.S. universities (National Science Foundation, 2006)
- Most comprehensive of all UC campuses, with four colleges, five professional schools, and more than 100 majors
- Located in one of California's few remaining "college towns," yet close to the state capital, Lake Tahoe, and San Francisco

Scholarships

In addition to the many scholarships available through UC Davis, the Department of Agricultural and Resource Economics offers several scholarships to undergraduate majors. These annual awards include:

- **D. Barton DeLoach Scholarship:** eight awards, \$2,500 each
- **Eric Thor Scholarship:** one award, \$1,000
- **CoBank Scholarship:** one award, \$2,000

Renowned Faculty

The Department of Agricultural and Resource Economics consists of faculty and specialists in Cooperative Extension. Faculty, specialists, and lecturers contribute their expertise to teaching all aspects of the *Managerial Economics* option. Their research and teaching interests include the following areas: marketing, price behavior, production, financial management, futures and options, investments and finance, international trade, industrial organization, demand analysis, and public policy.

Several faculty members and all Extension specialists focus on diverse issues related to *Agricultural Economics*, including agricultural sustainability, consumer behavior, cooperatives, developing countries, globalization, international trade and policy, labor, and management.

Many faculty have active research and teaching interests in *Environmental and Resource Economics*, which include: fisheries, land-use planning, planning and policy, pollution and global warming, water use and allocation, and valuation of non-commercial uses of natural resources.

Option One: Managerial Economics

In today's business world, effective employees must possess knowledge of sound decision-making skills, innovative management strategies, and rigorous analytical methods. These abilities are essential for careers in:

- Banking and finance
- Business management and administration
- Business organization
- Data evaluation
- International trade
- Marketing
- Production scheduling and inventory maintenance
- Quality control

The real-world analytical and problem-solving focus of this option prepares graduates for entry-level managerial and staff positions in agencies, as well as postgraduate training in economics and professional programs in business administration and law. Managerial Economics focuses on economic theory and quantitative methods relevant to analysis of business transactions. It also prepares students with an understanding of the global business and financial world.



The Managerial Economics program prepares students with analytical tools for problem-solving strategies, critical thinking, and effective communication skills.

Career Opportunities

Graduates with an emphasis in Managerial Economics have several career options, including:

- Banks; financial institutions
- Marketing; sales
- International trade
- Production management
- Financial services; accounting; consulting; tax analysis; financial planning
- Brokerage houses
- Management consulting
- Business and industry, as experts in production, scheduling, data evaluation, marketing, and administration

“The UC Davis Managerial Economics program set me apart from other job applicants.”

Ashkun Zaker, 2004
Manager, Relationship Management
Investors Bank & Trust

Internships

UC Davis Managerial Economics (ME) majors are encouraged to include an internship in their course of study. This provides valuable work-study experience, business contacts, degree credit, and may include monetary compensation. Students who choose the Managerial Economics option find internships in diverse business settings:

- Accounting
- Banking
- Financial planning
- Financial services
- Management consulting
- Marketing; sales
- Retail
- Stock/Commodity brokerage



Graduates of the UC Davis Managerial Economics program have several career options, including international trade and financial planning.
Photo by Board of Trade of the City of Chicago, Inc.

“Five years after graduation, I can honestly say that I’ve leaned on almost every course I took as part of the Managerial Economics curriculum.”

Nacem Ishaq, 2001
Senior Strategic Financial Analyst
Intel Corporation

Option Two: Environmental and Resource Economics

Managerial Economics majors who choose the Environmental and Resource Economics option learn to tackle critical issues such as:

- The economic consequences of global warming for California forests, rivers, and fisheries
- The appropriate level of protection for old-growth forests
- How to strike a balance between private property rights and protection of endangered species
- Should the Hetch Hetchy dam be removed
- How cap-and-trade programs for carbon trading work
- Environmental regulations with which businesses in California are required to comply

Natural resource economics studies the optimal balancing of consumptive use and preservation of our natural resources over time, while environmental economics provides tools to analyze the “right” level of externalities, such as pollution. The role played by environmental considerations is increasingly important in our daily personal and business lives.

Whether you want to work in business, government, or the nonprofit sector, you need to know how to think about the environment.

ME graduates who pursue the Environmental and Resource Economics option learn the analytical tools used to consider trade-offs involving the environment. This enables them to compete in a job market where knowledge of the environment is essential.

For those who desire a deeper understanding of the issues in environmental policy or sciences, there are many complementary courses to take at UC Davis in environmental studies, biology, and land, air and water resources.



Resource economics evaluates long-run use of land, water, and forests.

Career Opportunities

Career options for ME program graduates with an emphasis in Environmental and Resource Economics include:

- Environmental consulting firms
- Private firms with interests in reducing pollution
- Nonprofit organizations: domestic and international
- State resource agencies (California Department of Fish and Game, Water and Air Resources Agency, and California EPA)
- Federal resource agencies (U.S. EPA, Forest Service, Fish and Wildlife)
- Business and industry, as experts in environmental planning and policy, serving as an interface between business and regulatory agencies to ensure compliance

“Almost every class I took has affected how I think about and approach everyday problems and situations in my life and work.”

Lena Schwedler, 2006
Business Development Intern,
Arcadia Biosciences

“The quantitative emphasis in the course work, coupled with the extensive list of upper-division elective courses, are what distinguish the ME major. Students really have the freedom to emphasize whatever applications of economics they find most intriguing.”

Alison Sexton, 2004
Analyst, Analysis Group
Washington, D.C.

Internships

Students choosing the Environmental and Resource Economics option within the ME major find internships in the following areas:

- Federal and state resource agencies
- Nonprofit organizations
- Environmental consulting firms
- Private firms with interests in reducing pollution



The interface of production agriculture and natural resources requires careful environmental management strategies.

Option Three: Agricultural Economics

As the number one agricultural state in the nation, California:

- Plays a vital role in the world food economy
- Is unique among the world's major agricultural regions; notable for its high level of efficiency, innovation, size, and diversity
- Is well-positioned to participate in the globalization of agriculture

California's agriculture:

- Employs 7.3% of the state's private sector labor force in related economic activity
- Covers over one-quarter (26.7 million) of the state's 100 million acres of land
- Generates \$32 billion in cash receipts and accounts for about 13% of national receipts from agriculture—the largest for any state in the nation (2004)

Managerial Economics students emphasizing Agricultural Economics are taught to understand consumer behavior, producer behavior, finance, the role of government in trade, marketing and policy, and efficient resource use. Students may complement their studies with a wide range of courses in agronomy, animal science, entomology, environmental studies, pomology, soil sciences, vegetable crops, viticulture, and land, air and water resources.

The rapidly growing agricultural industry needs experts skilled in:

- The cutting edge of management and marketing practices
- Knowledgeable decision-making
- Analysis of the changing economic and policy conditions of the agricultural market
- International trade and marketing issues
- Efficient and effective use of inputs and resources



Wine, raisin, and table grapes are planted on over 861,000 acres in California, with a total crop value of more than \$3 billion.

“Given the wide range of topics covered in the Managerial Economics program, I felt well qualified for a variety of jobs within the business/finance industry.”

Nicole Cochran, 2005
Investment Analyst
Prudential Agricultural Investments

Career Opportunities

Graduates in the ME program with an emphasis in Agricultural Economics have several career options, including:

- Agribusiness firms
- Agricultural processing
- Banking/Farm-lending organizations
- Commodity trading
- Farming enterprises
- Government agencies
- Foreign service
- International agencies
- Produce distributors/Marketing

ME graduates are well prepared for further training at the graduate level in agricultural economics, economics, business, or law.

Internships

Students who choose the Agricultural Economics option within the ME major find internships in the following areas:

- Banking
- Marketing
- Production
- Processing
- Trade
- Policy



Almonds, with a value of \$2.34 billion, are the top export commodity in California.

“Because this program allows students to combine Agricultural Economics with a Managerial Economics major, I have been able to market my management skill-set and design my own career path.”

Devry Boughner, 1996
Director of International Relations
Cargill, Inc.

Why choose the Managerial Economics Program at UC Davis?

- ✓ Internationally recognized faculty
- ✓ Exceptional career placement
- ✓ State-of-the-art departmental library
- ✓ Superb cultural and recreational opportunities
- ✓ Student-alumni career day offered annually for majors

Admission to the Managerial Economics Major

The Managerial Economics (ME) major is one of the most popular undergraduate majors at UC Davis. In an attempt to maintain reasonable class sizes and high academic quality, the Department of Agricultural and Resource Economics has entrance requirements for the ME major. Entering freshmen and transfer students are admitted into Pre-Managerial Economics, while completing major preparatory requirements.

Continuing and Transfer Students are Required to:

- Complete the pre-major course equivalents with a minimum grade-point average (GPA) of 2.8. This coursework must be taken for a letter grade.
- Maintain a continuous 2.0 GPA in all major courses

Before declaring a major in Managerial Economics, a student must complete the following pre-major courses with a GPA of 2.8 or above.

- | | |
|---|-----------|
| • Microeconomics (Economics 1A) | 4 units |
| • Macroeconomics (Economics 1B) | 4 units |
| • Elementary Statistics (Statistics 13) | 4 units |
| • Calculus (Math 16A and B or Math 21A and B) | 6-8 units |



Visit our Web page

<http://www.agecon.ucdavis.edu>

for more information on the Managerial Economics Undergraduate Program at UC Davis

or

contact us

Agricultural and Resource Economics • University of California • One Shields Avenue • Davis, CA 95616
ARE Undergraduate Coordinator • (530)754-9536 • manecon@primal.ucdavis.edu.

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