

# **POULTRY ENTERPRISE MANAGEMENT**

**JUNE 16-27, 2025**

## **COURSE SYLLABUS**

**Lecture/Discussion:** Monday-Friday: 8:30 a.m. – 12:00 Noon; 1:00 – 5:00 p.m. 203 Kildee Hall (Animal Science).

### **COURSE INSTRUCTORS:**

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**Course Description:** Poultry Enterprise Management is, designed to compile various aspects of previous poultry classes, and is, designed to expose students to the business and management aspects of the poultry industry. It is also designed to teach students how to interact and communicate effectively within the poultry industry and train them to make business decisions that impact the economic welfare of various poultry industry sectors. Students will learn how to develop a poultry operation business plan that includes everything from building design to an overall economic analysis of their operation.

**Student Outcomes:** At the completion of this course, students should be able to:

1. Demonstrate a systematic approach to decision making within the poultry industry.
2. Develop a fundamental understanding of business aspects for many segments of the poultry industry.
3. Demonstrate and apply basic knowledge of the poultry industry to help them in solving problems.
4. Demonstrate proper interviewing skills relevant to securing a career in the poultry industry.
5. Understand key areas of emotional intelligence and personality traits, and how they can impact personal and people management.
6. Develop a basic poultry, operation business plan.

**Grading:** Your final grade for this course is calculated from a total of 525 points:

Quiz 1:	50 points
Exam 1:	100 points
Quiz 2:	50 points
Case Studies:	50 points
Exam 2:	100 points
Business Plan Oral:	50 points
Business Plan Written:	100 points
Participation:	25 points

**Final grades are assigned as follows:**

A	489-525 points
A-	459-488 points
B+	441-458 points
B	423-440 points
B-	407-422 points
C+	391-406 points
C	376-390 points
C-	360-375 points
D+	345-359 points
D	329-344 points
D-	313-328 points
F	312 points or less

**Expectations:** Class participation is an important aspect of active learning and is directly beneficial to the student and their peers. The best way to get the most out of this class is participation by asking questions, and networking with your peers and guest speakers. The poultry industry is small and offers many job opportunities. As Poultry Science Departments and classes are disappearing across the country, this class is an excellent way to get your foot in the door to discover an interest you didn't know you had, or also help you find what you do not want to do for a career. When Canvas or any online/ email option is used to submit class work, it is the sole responsibility of the student to ensure documents are submitted on time and in a readable format. Any malfunction is the responsibility of the student and students must clearly communicate that the final form has been submitted when submitting over email.

**The nitty gritty:** Missed in-class evaluation (quizzes and exams) cannot be made up and students will receive a zero. If you have an emergency, you must email the instructor before class. Early departure from class is disrespectful to the instructor and peers and will not be tolerated. Late work is not accepted and will receive a zero. Syllabus is subject to change.

**Academic Honesty:** All students are expected to practice academic honesty in every aspect of this course, including homework, quizzes, projects, and exams. Students who engage in academic misconduct are subject to university disciplinary procedures, as well as consequences with regard to this course. Forms of academic dishonesty include but are not limited to copying course work (or allowing others to do so), paying or, being paid, for course work, or plagiarism.

**Respect and Professionalism:** You are expected to treat your instructor and all other participants in the course with courtesy and respect. Your comments to others should be factual,

constructive, and free from harassing statements. You are encouraged to disagree with other students, but such disagreements need to be based upon facts and documentation (rather than prejudices and personalities). It is the instructor's goal to promote an atmosphere of mutual respect in the classroom. Please contact the instructor or MPC staff if you have suggestions for improving the classroom environment. It is preferable if students discuss issues directly with the instructor or MPC staff.

**Discrimination and Harassment:** Iowa State University strives to maintain the campus as a place of work and study for faculty, staff, and students that is free of all forms of prohibited discrimination and harassment, based upon race, color, age, ethnicity, religion, national origin, pregnancy, sexual orientation, gender identity, genetic information, sex, marital status, disability, or status as a U.S. Veteran. Students engaging in any negative behaviors in this class, or in Animal Science facilities, are subject to appropriate disciplinary action by the course instructor and will also have their cases referred to the Dean of Students Office.

**Religious Accommodation:** Iowa State University strives to reasonably accommodate students who's sincerely held religious beliefs or creed conflict with academic requirements. Accommodation requests must be made proactively. The process for requesting an accommodation is interactive and the process must be initiated by the individual seeking the accommodation. For optimal consideration, students should inform instructors as soon as possible in the semester of a course conflict. It is recommended that the student and instructor discuss the request in person and then document the resolution in an email format.

**Disability Accommodation:** Iowa State University is committed to assuring that all educational activities are free from discrimination and harassment based on disability status. Students requesting accommodations for a documented disability are required to meet with staff in Student Accessibility Services (SAS) to establish eligibility and learn about related processes. Eligible students will be provided with a Notification Letter for each course and reasonable accommodations will be, arranged after timely delivery of the Notification Letter to the instructor.

**Academic Misconduct** in any form is in violation of Iowa State University *Student Disciplinary Regulations* and/or the *MPC Code of Conduct* will not be tolerated. This includes, but is, not limited to: copying or sharing answers on tests or assignments, plagiarism, and having someone else do your academic work. Depending on the act, a student could receive a "0" grade on the test/assignment, "F" grade for the course, and could be suspended or expelled from the University.

## **CLASS SCHEDULE (JUNE 16 – JUNE 27, 2025)**

Lecture 8:30 – Noon, Mon. - Fri., Discussion 1:00 - 5 p.m., Mon. - Fri. Individual help and consultation at special times upon request. **Note: Lectures will start at 8:30 a.m., except for Exam 1 and Exam 2, which will be given at 8:00 a.m. Quiz 1 will begin at 8:15 a.m., Quiz 2 is undetermined. Times for the ending of lecture and discussion are subject to change, depending on length of guest speaker's lectures and discussion material that needs to be covered.**

## **Monday – June 16**

### Lecture

1. Course introduction – Explanation of course syllabus. The goals and expectations of the course will be discussed. The schedule of guest speakers will also be discussed.
2. Various aspects of the commercial poultry industry
3. Guest Lecture on Layer Economics

### Discussion

4. Poultry business plans
5. Developing a poultry business plan
6. Poultry business plans assigned
7. Budgeting to develop a successful business plan
8. Example business plans outlined
9. Income and expense analysis
10. Developing a profit and loss statement

## **Tuesday – June 17**

### Lecture

1. Guest lecture on commercial laying hens. Will include a guest lecture from an owner/operator of the commercial egg production complex. Details on how the business is operated. Information on human resource issues will be covered
2. Lecture on commercial poultry building design and ventilation

### Discussion

1. Discussion on poultry business plans

## **Wednesday – June 18**

### **Quiz 1 8:15 a.m.**

### Lecture

1. Cage-Free Egg Production
2. Turkey Production

### Discussion

1. Tour of ISU Poultry Research Farm
2. Poultry Business Plan

## **Thursday – June 19**

### Lecture

1. Guest lecture on raising pheasants
2. Guest lecture on raising ducks

### Discussion

1. Poultry Business Plan

**Friday – June 20**

**Exam 1 - 8:00 a.m.**

Lecture

1. Guest lecture on raising broilers
2. Business discussion

Discussion

1. Finish lecture and discussion material
2. Student time to work on poultry business plans

**Monday – June 23**

Lecture and Discussion

Poultry leadership experience covering emotional intelligence and personality traits, and how they can impact personal and people management.

**Tuesday – June 24**

Lecture and Discussion

Poultry leadership experience covering emotional intelligence and personality traits, and how they can impact personal and people management.

**Wednesday – June 25**

**Quiz 2 – 8:30 a.m.**

Lecture and Discussion

Poultry leadership experience covering emotional intelligence and personality traits, and how they can impact personal and people management.

Discussion

1. Miscellaneous business topics and general poultry industry discussion

Banquet – 5:30 p.m.

**Thursday – June 26**

Lecture

1. Lecture on interviewing and resume writing
2. Lecture on personal financial budgeting and investing
3. Case studies exercise

Discussion

1. Prepare for business plan presentation, written submission, and Exam 2

**Friday – June 27**

**Exam 2 - 8:00 a.m.**

1. Course evaluation, business plan oral presentations, and turn in written business plan reports, wrap-up