Term: Spring 2005

Class Meetings: W 4:10-5:30 in 468D Heady Hall

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Course Description:
The focus of this study program is to examine agricultural production, business, and trade in Spain from a comparative point of view with the United States. The course consists of class lectures, projects, and visits to agribusinesses in Spain.

Course Objectives:
The course objective is to equip students with the knowledge and necessary skills to understand, interpret, and analyze issues pertinent to the relative advantages and disadvantages between the U.S. and Spain for producing, transporting, processing, marketing, and consuming major agricultural commodities, and their role in the global market.

Specific course objectives are to:
- Help students become familiar with the history, culture, geography, agriculture and economy of Spain.
- Study Spain’s geographic variability and how it contributes to agriculture and the economy.
- Assist students in understanding and addressing competition and marketing of agricultural products in world markets.
- Observe first-hand commercialization, agricultural business, production and marketing of agricultural products in Spain.
- Learn about business and trade with respect to the E.U. region.
- Understand the relative advantages and disadvantages of Spanish and U.S. agribusinesses.
- Understand the role that culture plays in doing business around the world.

Coursework:
The tentative schedule of classes is the following:

<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 19</td>
<td>Introduction and background information.</td>
</tr>
<tr>
<td></td>
<td>Information for international travelers (presentation by guest speaker Jodi Cornell).</td>
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<tr>
<td>January 26</td>
<td>General information about Spain.</td>
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<tr>
<td>February 2</td>
<td>Agricultural production in Spain (presentation by guest speaker Prof. Russ Mullen).</td>
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<td></td>
<td>Safety information for international travelers (presentation by guest speaker Jodi Cornell).</td>
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<tr>
<td>February 9</td>
<td>History and culture of Spain (presentation by guest speaker Prof. Dawn Bratsch-Prince).</td>
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<tr>
<td>February 23</td>
<td>Presentation of part 1 of student projects.</td>
</tr>
<tr>
<td>March 2</td>
<td>Presentation of part 1 of student projects.</td>
</tr>
</tbody>
</table>
Presentations by instructors and guest speakers will cover, among other topics, information on Spanish culture, history, geography, general economy, agriculture, trade, and agribusiness sector.

**Individual Participation:**
Students are required to attend all class meetings and be active learners. One excused absence will be allowed before points will be deducted under “class attendance.” Individual participation involves not only in-class participation but also professional behavior during the trip. For each meeting, individual students are required to bring an informative and/or media clipping related to the topic covered by the instructor and/or guest speaker. The article should relate to Spain or the E.U. region with special application to Spain. Each student should be prepared to give a brief summary to the class and answer questions on the article. During presentations, students are expected to take notes and ask questions.

**Project:**
Ideally, the project would help understand the relative advantages and disadvantages of U.S. and Spanish agribusinesses, especially in the context of distribution of major agricultural commodities and/or products. Some possible topics for the projects include the following:
- Commodities: Corn, feed grains, oilseeds, coffee, livestock, citrus, vegetables, sugar, flowers, etc.
- Trade regulations in the U.S. and Spain.
- Agricultural policies, agricultural credit, and/or agricultural research in the U.S and Spain.
- Impact of trade agreements (i.e., impact of NAFTA on the U.S. and E.U. on Spain).
- Potential impact on Spanish agricultural sector of E.U. enlargement in 2004 (from 15 countries to 25 countries).
- Spanish Civil War.
- Comparison of the evolution of agriculture in the U.S. and Spain.

The list above is not exclusive; students are encouraged to investigate other topics relevant to the objectives of the course. Each student must obtain instructor approval for his/her project by January 26. Part 1 of the project will tend to focus on the U.S. and is due February 23, whereas part 2 of the project will concentrate on Spain and is due April 13 (e.g., for a student selecting corn, part 1 will analyze the U.S. corn market and part 2 will focus on the Spanish corn market and a comparison between the two countries). Each part will consist of a class presentation and a written report. The written report must be typed double-spaced.

**Interpretive Journal:**
Individual students will compile an interpretive journal (diary) of the study trip. The journal should record the information obtained and its interpretation, contrast/comparison with U.S. where applicable, as well as reflections and impressions gained during the study trip. The journal must include a summary of the information related to all the visits in the form of an executive summary of the main issues discussed during each visit. The journal should reflect (and will be graded on) what the individual student learnt about agriculture, the economy, business, trade, natural resources, and the culture of Spain as well as key things to keep in mind when doing business with Spanish agribusinesses. The journal may also include photos, clippings, or other materials obtained from Spain. The journal must be typed; double-spaced, and bound, and must be turned in by April 27.
Grading:
The final grade for the class will be calculated using the following weights:

<table>
<thead>
<tr>
<th>Component</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class attendance and individual participation</td>
<td>20%</td>
</tr>
<tr>
<td>Project part 1</td>
<td>20%</td>
</tr>
<tr>
<td>Project part 2</td>
<td>40%</td>
</tr>
<tr>
<td>Interpretative journal</td>
<td>20%</td>
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Additional Information:
Successful completion of the course fulfills the College of Agriculture international/multi-cultural requirement. News and other relevant course materials will be posted in the course webpage (http://www.econ.iastate.edu/classes/econ496/lence/spring2005/). This should be the primary source of course information.