

Careers In Agricultural Economics

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Within recent decades a new member of the agricultural family has burst upon the scene—the agricultural economist. Today, in the 1960's, a new type of thinking—economic thinking—is predominant down on the farm. A new type of farmer must face new problems with new tools. New orientation and new educational opportunity must be provided for those who would enter agriculture as a profession in the atomic era.

The agricultural economist was born of necessity to help solve problems resulting from the commercialization of agriculture. His generation speaks of machines, technological change, specialization, dollar receipts, and the income tax. Though he speaks with nostalgia last century's language of the frontier and self-contained farm life, he does not expect nor wish to return to that era.

Farming Is A Business

Today, farmers must sell, not use, most of their products. The job of the farm economist is closely tied to the efficient production and marketing of those products. Therefore the field of the economist is the broad business aspects of farming.

Job Opportunities Open to the Agricultural Economist

To Holders of Bachelor's Degree

1. In Domestic Agriculture:
 - a. Farm or Ranch Managers
 - b. Cooperative Managers
 - c. Junior Executives with Cotton Companies
2. In Commercial Work:
 - a. Sales Representatives for Feed, Seed, Fertilizer, Machinery, and Insecticide Companies
 - b. Agricultural Representatives for Commercial Banks; e.g., Appraisal and Consultant Service
 - c. Cotton and Livestock Buyers
 - d. Plant Managers for Packing Houses or Processors
3. In Government with:
 - a. Extension Service—County Agents or Specialist Positions
 - b. Agricultural Research and Marketing Services
 - c. Commodity Credit Corporation
 - d. Farm Credit Administration
 - e. Farmers Home Administration
 - f. Reclamation, Forest, or Soil Conservation Services
 - g. Foreign Agricultural Services

He is interested not only in high production rates, low production costs and easing the work-load of the farmer, but also in the many and complicated processes involved in transporting, processing, distributing and servicing farm products.

The work of agricultural economists is usually separated into two broad areas, production economics and marketing. Three other branches of study—agricultural policy, statistics, and rural life—may be linked to the field but are of less direct importance.

Agricultural economics offers many opportunities to the student who wants to take graduate study. Many colleges and universities offer the Ph.D. degree in many special fields. Academic requirements are being increased for those who wish to hold many professional positions.

Wide Field of Opportunity

Job opportunities open to the holders of the bachelor's degree in agricultural economics vary widely. We have listed here some, but not all, of the job opportunities open to the holder of a bachelor's degree and to those who hold the higher degrees of Master of Science (M.S.) and Doctor of Philosophy (Ph.D.). Agricultural economists are preferred for jobs which require familiarity with statistical technique and agricultural policy.

4. Field Representatives, Workers or Analysts for Various Public or Private Agencies

To Holders of Advanced Degrees

Note: Holders of advanced degrees may find positions in all the fields listed in the opposite column. Moreover, there is an increasing tendency for all positions in public and private activities to favor the student with more training.

In addition to those jobs which are open to students with the bachelor's degree, there are:

1. Teaching positions in Colleges and Universities
2. Public Research Positions:
 - a. State Agricultural Experiment Stations
 - b. U.S. Department of Agriculture
 - c. Other Government Research Agencies
3. Private Research Positions, for example:
 - a. Private Agricultural Business Services
 - b. National Cotton Council
 - c. National Bureau of Economic Research
 - d. Industrial Commodity Corporation

UA Offers M.S. In Field

The Agricultural Economics Department of the University of Arizona offers a course of study which prepares the student for work in the groups of positions listed. It offers the master's degree for those who care to pursue graduate study.

Students interested in this field, the business aspects of farming, should contact either the Director of Resident Instruction, College of Agriculture, University of Arizona, or the head of the Agricultural Economics Department at the university and arrange a program of work which will best achieve the student's desired goals or which will put him in a position of high demand upon graduation.

15 Agricultural Leaders Honored

Fifteen outstanding leaders in Arizona agriculture were honored at recognition ceremonies March 8, at a meeting of the Aggie Men's Club in the University of Arizona student union.

The honorees were each given copper medallions, such as described in Dean Myers' editorial on Page 2 of this issue of PROGRESSIVE AGRICULTURE. Each honoree has distinguished himself in some area of Arizona's wonderfully diverse agriculture—in cotton, cattle, commercial vegetables, citrus or some other facet of agriculture. In fact, these 15 have only two things in common:

1. Every one of them has worked toward group and industry goals as well as for his own economic advancement. This has taken form in industry leadership, association leadership and marketing improvement.

2. Every one of these 15 has realized that the continued existence of a prosperous agriculture is contingent upon a constant program of research, and the utilization of that research in production, management and marketing of food and fiber.

The 15 honorees are Henry Boice, Tucson; E. Ray Cowden, Phoenix; Cecil Collette, Casa Grande; Melville H. Haskell, Tucson; Thomas Heady, Nogales; Obed Lassen, Phoenix; Mrs. Abbie Keith, Phoenix; the late J. David Lee, Thatcher, honored posthumously;

Albert Lent, Tucson; R. H. McElhaney, Wellton; Floyd Newcomer, Yuma; Dean Stanley, Phoenix; Orval Knox, Chandler; Reuben Hess, Phoenix; and J. Clyde Wilson, Goodyear.

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