

Agribusiness Management

Holton Agriculture Education Department

Verification Signatures _____

Hours Completed _____

Student: _____ Date: _____

Instructor: _____ Date: _____

Name: _____ SSN: _____ / _____ / _____

Instructor: Jason M. Larison School Year: _____

Key to Integrated Competencies
 (A) - Academic {AC - Communications/English, AM-Math, AS-Science}
 (CD) - Career Development (E) - Experience-Based (L) - Leadership

Circle to indicate level of competency achieved:

3 Skilled-Works Independently 2 Limited Skill-Needs assistance 1 Skill undeveloped-but received instruction 0 No exposure

I. The Agribusiness and Agriculture Industry and Careers

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| <p>3 2 1 0 1. List 10 career opportunities available in the agriculture industry</p> <p>3 2 1 0 2. Explain the impact of agriculture and agribusiness on the local economy</p> <p>3 2 1 0 3. Identify local career opportunities in agriculture</p> <p>3 2 1 0 4. List the level of education required for 5 careers in agriculture</p> <p>3 2 1 0 5. Explain the impact of agriculture on the Kansas economy</p> <p>3 2 1 0 6. List local agribusinesses in the community</p> | <p>3 2 1 0 2. Participate in Chapter Development Activities as established by the POA (L)</p> <p>3 2 1 0 3. Participate in Community Development Activities as established by the POA (L)</p> <p>3 2 1 0 4. Research a 3-8 minute speech on an ag topic (E)</p> <p>3 2 1 0 5. Write a final manuscript for a 3-8 minute speech over an agriculture topic using MLA style with title page and works cited (AC, CD)</p> <p>3 2 1 0 6. Present a memorized 3-8 minute agriculture speech to the class (AC, L, CD)</p> <p>3 2 1 0 7. Participate in the Agribusiness Management Career Development Event (CD)</p> |
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II. Supervised Agriculture Experience (SAE) & Records

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| <p>3 2 1 0 1. Identify and maintain the SAE (CD)</p> <p>3 2 1 0 2. Construct a personal budget (AM)</p> <p>3 2 1 0 3. Utilize the Kansas FFA SAE Record book to monitor the SAE (CD)</p> <p>3 2 1 0 4. Complete a local and district proficiency award application (L)</p> <p>3 2 1 0 5. Complete chapter and/or State FFA Degree Applications (L)</p> <p>3 2 1 0 6. Use Quicken to track income and expense in cash, checking, and savings (CD)</p> <p>3 2 1 0 7. Track SAE skills developed, hours worked as well as FFA, School, and community activities using the Ag Ed record book (CD)</p> <p>3 2 1 0 8. Set appropriate SAE long and short term goal</p> | <p>3 2 1 0 3. Define supply and demand</p> <p>3 2 1 0 4. Explain the interaction of supply and demand</p> <p>3 2 1 0 5. Explain how supply and demand affects pricing</p> <p>3 2 1 0 6. Identify global issues influencing price</p> <p>3 2 1 0 7. Explain the law of diminishing returns</p> <p>3 2 1 0 8. Define and describe the importance/differences between equity, capital, debt, and credit</p> <p>3 2 1 0 9. Discuss the advantages & pitfalls of using credit</p> |
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III. The National FFA Organization and Leadership

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| <p>3 2 1 0 1. Prepare income and expense records (AM)</p> <p>3 2 1 0 2. Prepare monthly cash flow statements (AM)</p> <p>3 2 1 0 3. Record personal and business inventories, assets, and liabilities (AM)</p> | <p>3 2 1 0 1. Define common forms used in farm tax preparation</p> <p>3 2 1 0 2. Define common terms used in tax planning</p> <p>3 2 1 0 3. Identify the components of a schedule F</p> |
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IV. Record Keeping and Financial Analysis

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| <p>3 2 1 0 1. Understand the importance of record keeping</p> <p>3 2 1 0 2. Explain the importance of record analysis</p> <p>3 2 1 0 3. List and differentiate between the parts of a cash flow statement</p> <p>3 2 1 0 4. List and differentiate between the parts of a net worth statement</p> <p>3 2 1 0 5. List and differentiate between the parts of a depreciation schedule</p> <p>3 2 1 0 6. List and differentiate between the parts of a profit/loss statement</p> <p>3 2 1 0 7. List and differentiate between the parts of an inventory</p> <p>3 2 1 0 8. Calculate various financial ratios and make interpretations and comparisons</p> | <p>3 2 1 0 4. Prepare a cash flow statement (AM)</p> <p>3 2 1 0 5. Prepare a net worth statement (AM)</p> <p>3 2 1 0 6. Prepare a depreciation schedule (AM)</p> <p>3 2 1 0 7. Prepare a profit/loss statement (AM)</p> <p>3 2 1 0 8. Prepare an inventory (AM)</p> |
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V. Agribusiness Management Concepts

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| <p>3 2 1 0 1. Define and explain agricultural business management</p> <p>3 2 1 0 2. Define and explain agricultural business management</p> <p>3 2 1 0 3. Define and explain agricultural business management</p> <p>3 2 1 0 4. Define and explain agricultural business management</p> <p>3 2 1 0 5. Define and explain agricultural business management</p> <p>3 2 1 0 6. Define and explain agricultural business management</p> <p>3 2 1 0 7. Define and explain agricultural business management</p> <p>3 2 1 0 8. Define and explain agricultural business management</p> | <p>3 2 1 0 1. Predict producer behaviors based on changes in supply or demand variables</p> <p>3 2 1 0 2. Predict consumer behaviors based on changes in supply or demand variables</p> |
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VI. Lab Activities (E)

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| <p>3 2 1 0 1. Prepare income and expense records (AM)</p> <p>3 2 1 0 2. Prepare monthly cash flow statements (AM)</p> <p>3 2 1 0 3. Record personal and business inventories, assets, and liabilities (AM)</p> | <p>3 2 1 0 1. Identify common forms used in farm tax preparation</p> <p>3 2 1 0 2. Define common terms used in tax planning</p> <p>3 2 1 0 3. Identify the components of a schedule F</p> |
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Budgeting			
3 2 1 0	1. List and differentiate between the parts of a budget		
3 2 1 0	2. Identify difference types of budgeting		
3 2 1 0	3. Explain the use of budgets in obtaining credit		
A. Lab Activities			
3 2 1 0	1. Make a partial budget (AM)		
3 2 1 0	2. Analyze a whole farm or business budget (AM)		
Types of Agriculture Business Ownership			
3 2 1 0	1. Explain the advantages and disadvantages of a Sole proprietorship		
3 2 1 0	2. Explain the advantages and disadvantages of a Partnership		
3 2 1 0	3. Explain the advantages and disadvantages of a Corporation and LLC		
3 2 1 0	4. Explain the advantages and disadvantages of a Cooperative		
3 2 1 0	5. Evaluate various agricultural business structures		
Cooperatives in Agriculture			
3 2 1 0	1. Identify the history and principals of cooperatives		
3 2 1 0	2. Explain the value of cooperatives in today's market place		
3 2 1 0	3. Study the evolution of cooperative business structure		
3 2 1 0	4. Locate various cooperatives in Kansas		
A. Lab Activities (E)			
3 2 1 0	1. Research a cooperative on the Internet (AC)		
3 2 1 0	2. Take the Kansas Coop Test (L)		
Commodity Marketing/Risk Management			
3 2 1 0	1. Define the evolution of commodity markets		
3 2 1 0	2. Identify the role of commodity exchanges play in the market		
3 2 1 0	3. Distinguish between marketing alternatives: Cash, Forward Contract, Futures, and Options		
3 2 1 0	4. Define hedge and basis		
3 2 1 0	5. Explain the difference between a bull and bear market		
3 2 1 0	6. Define terms related to futures contracts		
3 2 1 0	7. Identify how to offset futures contract		
3 2 1 0	8. Explain the difference between a put and call		
A. Lab Activities (E)			
3 2 1 0	1. Calculate prices and futures positions (AM)		
3 2 1 0	2. Participate in the Real Marketing Experience for Youth (RMEY) over the Internet (AM)		
3 2 1 0	3. Write an essay for the FFA Risk Management Essay Contest (AC)		
Fundamental Market Analysis			
3 2 1 0	1. Define fundamental analysis		
3 2 1 0	2. Identify how supply and demand determine market price		
3 2 1 0	3. Define supply and demand factors for livestock and grain		
3 2 1 0	4. Identify crop and livestock fundamentals		
3 2 1 0	5. Illustrate the hog and cattle cycles (AC)		
Technical Market Analysis			
3 2 1 0	1. Define technical analysis		
3 2 1 0	2. Explain use of bar charts for technical market information (AM)		
3 2 1 0	3. Define the relationship of prices, volume and open interest to prices		
3 2 1 0	4. Define three price trends found in technical analysis		
3 2 1 0	5. Define price reversals		
Agri-Entrepreneurship			
3 2 1 0	1. Explain the advantages and disadvantages of becoming an entrepreneur		
A. Lab Activities (E)			
3 2 1 0	1. Make a business plan for a personal business (AC, AM)		
3 2 1 0	2. Make a plan to market a personal business		
3 2 1 0	3. Create financial statements for the Agri-Entrepreneurship business (AM)		
3 2 1 0	4. Complete the Agri-Entrepreneurship application (AC, AM, L)		
Agriculture Marketing			
3 2 1 0	1. Define Marketing		
3 2 1 0	2. Identify potential markets for agriculture products		
3 2 1 0	3. Define niche market		
3 2 1 0	4. Define terms related to Agri-marketing		
A. Lab Activities (E)			
3 2 1 0	1. Conduct market research for an ag product (AC)		
3 2 1 0	2. Complete a marketing plan for an agriculture product (AC, AM, L)		
3 2 1 0	4. Apply concepts of measurement such as distance, direction, rate, and time (AM)		
3 2 1 0	5. Construct or interpret tables, charts, maps, and/or graphs (AM)		
3 2 1 0	6. Decide whether a problem is best solved with a computer, calculator, paper and pencil, or mental arithmetic techniques (AM)		
XX. Communications Career Development Skills (CD)			
3 2 1 0	1. Follow oral instructions (AC)		
3 2 1 0	2. Participate in group communication activities (AC)		
3 2 1 0	3. Give oral directions (AC)		
3 2 1 0	4. Use language and format appropriate to the subject matter, purpose, and audience (AC)		
XXI. Other Career Development Skills (CD)			
3 2 1 0	1. Set priorities in which several tasks will be accomplished (CD)		
3 2 1 0	2. Utilize time management to reduce conflicts		
3 2 1 0	3. Apply rules including punctuality, attendance, and work ethic (CD)		
3 2 1 0	4. Access and use information to develop educational and career options (CD)		
3 2 1 0	5. Demonstrate stress management skills (CD)		
XXII. Computer Literacy (CD)			
3 2 1 0	1. Define, understand, and use common computer technology terms (CD)		
3 2 1 0	2. Compose, organize, and edit information using a computer (CD)		
3 2 1 0	3. Use presentation software to design and create a presentation (CD)		
3 2 1 0	4. Use ag related software/websites (CD)		
3 2 1 0	5. Access, navigate, & use on-line services (CD)		
3 2 1 0	6. Send and receive email messages with enclosures (CD)		
3 2 1 0	7. Use Quicken to manage personal finances (CD)		
3 2 1 0	8. Use a Palm Handheld organizer to manage calendars, contracts, to do lists, and activities (CD)		
3 2 1 0	9. Use Microsoft Office (Word, Excel, Powerpoint, and Internet Explorer) to complete projects (CD)		
XVII. Mathematics Career Development Skills (CD)			
3 2 1 0	1. Estimate, apply, and solve problems involving fractions, decimals, and percentages (AM)		
3 2 1 0	2. Translate written and verbal statements into mathematic expressions (AM)		
3 2 1 0	3. Convert common units of measurement within and/or across measurement systems (AM)		