Farm Business Management Program Core Competencies

Score the individual strategies for accomplishing the four program core competencies using the following definitions:

NA – Not applicable to the student’s business

0 – Not observed, or demonstrates little or no accomplishment

1 – Has begun making some effort or progress with much supervision

2 – Has worked substantially toward completion of this activity with little supervision

3 – Has mastered this activity and possibly shared with others or reviews with instructor

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| --- | --- | --- | --- | --- | --- | --- |
| **Student Name:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Year of Enrollment: (circle) **1 3 6** **Adv**  **2017-18** | Measure of Learning/Accomplishment | | | | | **F A**  **o r**  **c e**  **u a**  **s s** |
| Farm Business Management Program Core Competency/Activity | NA | 0 | **1** | **2** | **3** |  |
| A. Establish, compile, maintain, and understand business records | | | | | |
| 1) Put into place and maintain a cash record keeping system |  |  |  |  |  |  |
| 2) Account for inventories and make accrual adjustments to cash records |  |  |  |  |  |  |
| 3) Agronomic process records are complete |  |  |  |  |  |  |
| 4) Livestock process records are complete |  |  |  |  |  |  |
| 5) Record keeping is current |  |  |  |  |  |  |
| 6) Record keeping is accurate |  |  |  |  |  |  |
| 7) Utilize a “Management Portfolio” as a record of your business activities |  |  |  |  |  |  |
| 8) Interpretation and understanding of records for decision making |  |  |  |  |  |  |
| B. Analysis and inquiry | | | | | |  |
| 1) Ability to interpret and utilize a “farm financial scorecard” system |  |  |  |  |  |  |
| 2) Interpretation and review of financial analysis trend data |  |  |  |  |  |  |
| 3) Interpretation and review of production analysis trend data |  |  |  |  |  |  |
| 4) Study and review of graphic historical financial ratios |  |  |  |  |  |  |
| C. Establish and regularly evaluate business goals and plans | | | | | |  |
| 1) Develop and utilize written business goals |  |  |  |  |  |  |
| 2) Develop and utilize a cash flow plan |  |  |  |  |  |  |
| 3) Develop and utilize a marketing plan |  |  |  |  |  |  |
| 4) Develop and utilize a long term business plan or transition plan |  |  |  |  |  |  |
| 5) Develop and utilize income tax planning |  |  |  |  |  |  |
| D. Acquire the necessary skills to manage the resources of the business | | | | | |  |
| 1) Assess personal strengths/weaknesses as a manager |  |  |  |  |  |  |
| 2) Can identify a problem or opportunity for change |  |  |  |  |  |  |
| 3) Establish short term achievable goals to address change |  |  |  |  |  |  |
| 4) Can or have you implemented change |  |  |  |  |  |  |

What was the financial impact (dollars) of the learning experience that you had as a result of enrolling in FBM this

past year? \_\_\_\_\_\_\_\_\_\_\_

The above scores represent an accurate reflection of student accomplishment of Farm Business Management

Program Core Competencies.

SIGNED & DATED:

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Student Date Instructor Date