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