**Directed Study – Enterprise Alternatives**

**Course Outcome Summary**

**Course Information:**

**Organization:** Minnesota State  
**Developers:** FBM Curriculum Review Team  
**Course Number:** FBMA 2939  
**Type of Instruction:** Individualized  
**Total Credits:** 2.0  
**Total Hours of Instruction:** 8.0

**Description:**

This course will assist those students wanting to make changes in their farm business through enterprise expansion, addition, enhancement, or elimination. The course will develop a set of procedures for exploring and evaluating alternative choices.

**Course Outcomes:**

1. Define the enterprise strengths and weaknesses
2. Evaluate the enterprise alternatives
3. Calculate the cost of implementation of alternative enterprises
4. Develop a cash flow projection involving enterprise alternatives
5. Assess the resource requirements of enterprise options
6. Develop an enterprise budget for each option

**Course Outline:**

1. Compose written and oral presentations to promote alternative plans
   1. Select alternatives best suited to personnel and other resources available
   2. Prioritize criteria that affect implementation of alternatives
2. Evaluate industry standards for alternatives
   1. Compare industry standards to local standards and personal accomplishments
   2. Determine interviewing techniques needed to evaluate enterprise alternatives
3. Conduct team meetings to evaluate information for enterprise alternatives
   1. Develop team/project skills and procedures needed to assess alternatives
   2. Compare and contrast alternatives available; new, value added, expansion
   3. Apply tools and techniques developed in diploma and certificate programs