**Interpreting Trends in Business Planning**

**Course Outcome Summary**

**Course Information:**

**Organization:** Minnesota State  
**Developers:** FBM Curriculum Review Team  
**Course Number:** FBMT 2142  
**Type of Instruction:** Individualized  
**Total Credits:** 4.0  
**Total Hours of Instruction:** 16.0

**Description:**

This course examines whole farm, enterprise, balance sheet, and inventory trends. Current analysis data is compared to historical data in making future farm business planning decisions. Financial ratios are used to indicate the farm financial structure.

**Course Outcomes:**

1. Revise financial accounting system(s) for effectiveness and accuracy
   1. You will demonstrate your competence
      1. by evaluating financial accounting system(s) for effectiveness and accuracy
   2. **Your performance will be successful when**
      1. you complete an accuracy check on the accounting system(s)
      2. you utilize your accounting system(s) for enterprise analysis
      3. you utilize your accounting system(s) in your decision-making process
2. Compare historical farm data with projected cash flow plans
   1. **You will demonstrate your competence**
      1. by analyzing historical farm data
   2. **Your performance will be successful when**
      1. you review historical farm data
      2. you interpret historical farm data
      3. you make informed decisions based on historical data
3. Analyze farm financial measures
   1. **You will demonstrate your competence** 
      1. by analyzing farm financial ratios
   2. **Your performance will be successful when** 
      1. you analyze farm financial ratios
      2. you identify strong farm financial ratios
      3. you identify farm financial ratios of concern
      4. you develop a strategy to maintain strong ratios and improve ratios of concern
4. Interpret trend data for farm business decision-making processes
   1. **You will demonstrate your competence**
      1. by interpreting trend data for farm business decision making processes
   2. **Your performance will be successful when** 
      1. you review farm business trend data
      2. you interpret farm business trend data
      3. you make management decisions based on trend data
5. Analyze current working capital position and working capital trend history
   1. **You will demonstrate your competence**
      1. by analyzing working capital and debt levels
   2. **Your performance will be successful when**
      1. you define current ratio
      2. you explain the solvency and liquidity debt ratios
      3. you determine a workable working capital level
      4. you determine a workable debt level
6. Analyze current debt to asset percentage and debt to asset trend history
   1. **You will demonstrate your competence**
      1. by analyzing business, family and personal goals
   2. **Your performance will be successful when**
      1. you review business, family and personal goals
      2. you identify goals which are no longer appropriate
      3. you modify your business, family, and personal goals
7. Refine business goals in the development of cash flow planning
   1. **You will demonstrate your competence**
      1. by examining trend data for business, family and personal goal setting
   2. **Your performance will be successful when** 
      1. you review your trend data for business, family, and personal goals
      2. you interpret trend data to identify strengths and weaknesses
      3. you modify goals based on trend data interpretation
8. Refine family and personal goals in the development of cash flow planning
   1. **You will demonstrate your competence** 
      1. by integrating risk management and production plans
   2. **Your performance will be successful when** 
      1. you review your risk management assessment
      2. you identify areas of your business exposed to risk
      3. you adopt a comprehensive risk management plan
9. Compare trend data of current inventories to the current year’s balance sheet
   1. **You will demonstrate your competence**
      1. by examining trend data to modify marketing strategies
   2. **Your performance will be successful when**
      1. you examine marketing trend data
      2. you interpret marketing trends
      3. you modify marketing strategies if necessary
10. Integrate risk management and farm production plans
11. Examine trend data to modify farm marketing strategies
12. Utilize the farm analyses to improve its business organization and efficiency