

# MN Farm Business Management Curriculum Review



**ALEXANDRIA**  
Technical & Community  
**COLLEGE**



**NORTHLAND**  
COMMUNITY & TECHNICAL COLLEGE



**MINNESOTA STATE**  
Northern Agricultural Center of Excellence



**CLC**  
CENTRAL LAKES  
COLLEGE



**RIVERLAND**  
Community College



**South Central**  
College



**MINNESOTA STATE**  
Southern Agricultural Center of Excellence

2022 State FBM Curriculum Review  
Committee

November 16-17

COE's	Megan Roberts Keith Olander Judy Barka Nathan Hanel Tyler Grunewald	COE Director COE Director COE Assistant Director COE Staff COE Staff	
Alexandria	Scott Berger Joleen Doherty	Dean of FBM FBM	Current Issues Essentials
Central Lakes College	Cory Detloff Ed Uhlenkamp Nate Converse Eric Heimark Sue Bremer	Dean of FBM FBM FBM FBM - Specialty Crops AASC	Essentials Applications Advanced Specialty Crops Marketing
Minnesota West College	Craig Peters Brad Milbrath Zach Rada	Dean of FBM AASC/FBM FBM	Marketing Specialty Crops Advanced
Northland	Shamani Shikwambi Josh Tjosaas Betsy Jensen Greg Dvergsten	Dean of FBM FBM FBM FBM	Applications Marketing Marketing Current Issues
Riverland	Dani Heiny Jennifer Smith Lynn Hoffman	Dean of FBM FBM FBM	Advanced Specialty Crops Essentials
South Central College	Brad Schloesser Myron Oftedahl Brent Roiger Darci Spangler	Dean of FBM FBM FBM AASC	Current Issues Advanced Marketing Applications
St. Cloud	Jim Kocherer Chris Chamberlain	FBM AASC	Essentials Advanced



# State Unified Curriculum

Essentials in Farm Business Management  
(30 credit certificate)

Applications in Farm Business  
Management  
(30 credit certificate)

Advanced Farm Business Management  
(30 credit certificate)



**MINNESOTA STATE**  
Agricultural Centers of Excellence

# State Unified Curriculum

Current Issues in Farm Business  
Management  
(30 credit certificate)



Commodity Marketing in Farm Business  
Management  
(30 credit certificate)

Specialty Crops  
(30 credit certificate)



**MINNESOTA STATE**  
Agricultural Centers of Excellence

# Farm Business Management Program Planning Guide

Student \_\_\_\_\_

Current Date \_\_\_\_/\_\_\_\_/\_\_\_\_

ID# \_\_\_\_\_

Start Date \_\_\_\_/\_\_\_\_/\_\_\_\_

Instructor \_\_\_\_\_

Credits Earned: \_\_\_\_

As of Spring Term: \_\_\_\_ (Year)

Date Diploma Received \_\_\_\_/\_\_\_\_/\_\_\_\_

Date Advanced Certificate Received \_\_\_\_/\_\_\_\_/\_\_\_\_

Date Essential Certificate Received \_\_\_\_/\_\_\_\_/\_\_\_\_

Date Applications Certificate Received \_\_\_\_/\_\_\_\_/\_\_\_\_

Date Marketing Certificate Received \_\_\_\_/\_\_\_\_/\_\_\_\_

Date Current Issues Certificate Received \_\_\_\_/\_\_\_\_/\_\_\_\_

Circle the Semester and fill in the FY the course was taken. If the course was repeated, circle the semester and fill in the FY. Complete the section for when the student plans to complete the course.

## Essentials Certificate

		Course	Cr.	Completed	FY	Planned	FY	Repeated?	FY	
Diploma	<b>Level 1 Diploma or Essential Certificate</b>	FBMT 1211	4	F S SS		F S SS		F S SS		
		FBMT 2220	1	F S SS		F S SS		F S SS		
		FBMT 1112	4	F S SS		F S SS		F S SS		
		FBMT 2230	1	F S SS		F S SS		F S SS		
	<b>Level 2 Diploma or Essential Certificate</b>	FBMT 1121	4	F S SS		F S SS		F S SS		
		FBMT 2200	1	F S SS		F S SS		F S SS		
		FBMT 1122	4	F S SS		F S SS		F S SS		
		FBMT 2231	1	F S SS		F S SS		F S SS		
	<b>Level 3 Diploma or Essential Certificate</b>	FBMT 1131	4	F S SS		F S SS		F S SS		
		FBMT 2221	1	F S SS		F S SS		F S SS		
		FBMT 1132	4	F S SS		F S SS		F S SS		
		FBMT 2232	1	F S SS		F S SS		F S SS		
	<b>Applications Certificate</b>									
	<b>Level 4 Diploma or Level 1 Appl. Certificate</b>	FBMT 2141	4	F S SS		F S SS		F S SS		
		FBMT 2210	1	F S SS		F S SS		F S SS		
		FBMT 2142	4	F S SS		F S SS		F S SS		
		FBMT 2233	1	F S SS		F S SS		F S SS		
	<b>Level 5 Diploma or Level 2 Appl. Certificate</b>	FBMT 2151	4	F S SS		F S SS		F S SS		
		FBMT 2222	1	F S SS		F S SS		F S SS		
		FBMT 2152	4	F S SS		F S SS		F S SS		
FBMT 2234		1	F S SS		F S SS		F S SS			
<b>Level 6 Diploma or Level 3 Appl. Certificate</b>	FBMT 2161	4	F S SS		F S SS		F S SS			
	FBMT 2211	1	F S SS		F S SS		F S SS			
	FBMT 2162	4	F S SS		F S SS		F S SS			
	FBMT 2204	1	F S SS		F S SS		F S SS			
<b>Additional Diploma Courses</b>										
<b>Level 7 Diploma</b>	FBMT 1233	2	F S SS		F S SS		F S SS			
	FBMT 2325	2	F S SS		F S SS		F S SS			
	FBMT 2224	1	F S SS		F S SS		F S SS			
	FBMT 2253	2	F S SS		F S SS		F S SS			
	FBMT 2310	2	F S SS		F S SS		F S SS			
		FBMT 2203	1	F S SS		F S SS		F S SS		

# Farm Business Management Program Planning Guide

## Advanced Certificate

	Course	Cr.	Completed	FY	Planned	FY	Repeated?	FY
Advanced Certificate A	FBMA 2934	3	F S SS		F S SS		F S SS	
	FBMA 2936	2	F S SS		F S SS		F S SS	
	FBMA 2935	3	F S SS		F S SS		F S SS	
	FBMA 2937	2	F S SS		F S SS		F S SS	
Advanced Certificate B	FBMA 2930	3	F S SS		F S SS		F S SS	
	FBMA 2938	2	F S SS		F S SS		F S SS	
	FBMA 2931	3	F S SS		F S SS		F S SS	
	FBMA 2939	2	F S SS		F S SS		F S SS	
Advanced Certificate C	FBMA 2932	3	F S SS		F S SS		F S SS	
	FBMA 2940	2	F S SS		F S SS		F S SS	
	FBMA 2933	3	F S SS		F S SS		F S SS	
	FBMA 2941	2	F S SS		F S SS		F S SS	
<b>Other Courses for use with Advanced Certificate, if needed</b>								
Other Current Issues Courses	FBMA 2200	1-5	F S SS		F S SS		F S SS	
	FBMA 2201	1-5	F S SS		F S SS		F S SS	

## Marketing Certificate

	Course	Cr.	Completed	FY	Planned	FY	Repeated?	FY
Mkting Cert Term A	FBMT 1170	3	F S SS		F S SS		F S SS	
	FBMT 1173	2	F S SS		F S SS		F S SS	
	FBMT 1223	2	F S SS		F S SS		F S SS	
	FBMT 2205	2	F S SS		F S SS		F S SS	
	FBMT 2212	1	F S SS		F S SS		F S SS	
Mkting Cert Term B	FBMT 1180	3	F S SS		F S SS		F S SS	
	FBMT 1183	2	F S SS		F S SS		F S SS	
	FBMT 1213	2	F S SS		F S SS		F S SS	
	FBMT 2201	1	F S SS		F S SS		F S SS	
	FBMT 2206	2	F S SS		F S SS		F S SS	
Mkting Cert Term C	FBMT 1190	3	F S SS		F S SS		F S SS	
	FBMT 1193	2	F S SS		F S SS		F S SS	
	FBMT 2202	1	F S SS		F S SS		F S SS	
	FBMT 2207	2	F S SS		F S SS		F S SS	
	FBMT 2243	2	F S SS		F S SS		F S SS	
Mkting Cert Term D	FBMT 2170	3	F S SS		F S SS		F S SS	
	FBMT 2173	2	F S SS		F S SS		F S SS	
	FBMT 2208	2	F S SS		F S SS		F S SS	
	FBMT 2213	1	F S SS		F S SS		F S SS	
	FBMT 2263	2	F S SS		F S SS		F S SS	
Mkting Cert Term E	FBMT 2180	3	F S SS		F S SS		F S SS	
	FBMT 2183	2	F S SS		F S SS		F S SS	
	FBMT 2209	2	F S SS		F S SS		F S SS	
	FBMT 2214	1	F S SS		F S SS		F S SS	
	FBMT 2229/2239	2	F S SS		F S SS		F S SS	

## Current Issues Certificate

	Course	Cr.	Completed	FY	Planned	FY	Repeated?	FY
Year 1	FBMA 2210	1-5	F S SS		F S SS		F S SS	
	FBMA 2220	1-5	F S SS		F S SS		F S SS	
Year 2	FBMA 2211	1-5	F S SS		F S SS		F S SS	
	FBMA 2221	1-5	F S SS		F S SS		F S SS	
Year 3	FBMA 2212	1-5	F S SS		F S SS		F S SS	
	FBMA 2222	1-5	F S SS		F S SS		F S SS	
<b>Other Courses for use with Current Issues Certificate, if needed</b>								
Other Current Issues Courses	FBMA 2213	1-5	F S SS		F S SS		F S SS	
	FBMA 2223	1-5	F S SS		F S SS		F S SS	
	FBMA 2214	1-5	F S SS		F S SS		F S SS	
	FBMA 2224	1-5	F S SS		F S SS		F S SS	

# Farm Business Management Program Planning Guide

## Other Essentials or Applications Certificate, and Diploma Electives

Courses not used for another award	Course	Cr.	Completed	FY	Planned	FY	Repeated?	FY
	FBMT 1253	2	F S SS		F S SS		F S SS	
	FBMT 1254	2	F S SS		F S SS		F S SS	
	FBMT 1260	3	F S SS		F S SS		F S SS	
	FBMT 1255	2	F S SS		F S SS		F S SS	
	FBMT 2215	2	F S SS		F S SS		F S SS	
	FBMT 2216	2	F S SS		F S SS		F S SS	
	FBMT 2217	2	F S SS		F S SS		F S SS	
	FBMT 2218	2	F S SS		F S SS		F S SS	
	FBMT 2219	2	F S SS		F S SS		F S SS	
	FBMT 2223	1	F S SS		F S SS		F S SS	
	FBMT 2225	2	F S SS		F S SS		F S SS	
	FBMT 2226	2	F S SS		F S SS		F S SS	
	FBMT 2227	2	F S SS		F S SS		F S SS	
	FBMT 2228	2	F S SS		F S SS		F S SS	
	FBMT 2229	2	F S SS		F S SS		F S SS	
	FBMT 2235	2	F S SS		F S SS		F S SS	
	FBMT 2236	2	F S SS		F S SS		F S SS	
	FBMT 2237	2	F S SS		F S SS		F S SS	
	FBMT 2238	2	F S SS		F S SS		F S SS	

If a student has repeated courses, why did this occur?

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# Farm Business Management Program Planning Guide

Student \_\_\_\_\_

Current Date \_\_\_\_/\_\_\_\_/\_\_\_\_

ID# \_\_\_\_\_

Start Date \_\_\_\_/\_\_\_\_/\_\_\_\_

Credits Earned: \_\_\_\_

Instructor \_\_\_\_\_

As of Spring Term: \_\_\_\_ (Year)

Date Diploma Received \_\_\_\_/\_\_\_\_/\_\_\_\_

Date Advanced Certificate Received \_\_\_\_/\_\_\_\_/\_\_\_\_

Date Essential Certificate Received \_\_\_\_/\_\_\_\_/\_\_\_\_

Date Applications Certificate Received \_\_\_\_/\_\_\_\_/\_\_\_\_

Date Marketing Certificate Received \_\_\_\_/\_\_\_\_/\_\_\_\_

Date Current Issues Certificate Received \_\_\_\_/\_\_\_\_/\_\_\_\_

Circle the Semester and fill in the FY the course was taken. If the course was repeated, circle the semester and fill in the FY. Complete the section for when the student plans to complete the course.

## Essentials Certificate

		Course	Cr.	Completed	FY	Planned	FY	Repeated?	FY	
Diploma	<b>Level 1 Diploma or Essential Certificate</b>	FBMT 1211	4	F S SS		F S SS		F S SS		
		FBMT 2220	1	F S SS		F S SS		F S SS		
		FBMT 1112	4	F S SS		F S SS		F S SS		
		FBMT 2230	1	F S SS		F S SS		F S SS		
	<b>Level 2 Diploma or Essential Certificate</b>	FBMT 1121	4	F S SS		F S SS		F S SS		
		FBMT 2200	1	F S SS		F S SS		F S SS		
		FBMT 1122	4	F S SS		F S SS		F S SS		
		FBMT 2231	1	F S SS		F S SS		F S SS		
	<b>Level 3 Diploma or Essential Certificate</b>	FBMT 1131	4	F S SS		F S SS		F S SS		
		FBMT 2221	1	F S SS		F S SS		F S SS		
		FBMT 1132	4	F S SS		F S SS		F S SS		
		FBMT 2232	1	F S SS		F S SS		F S SS		
	<b>Applications Certificate</b>									
	<b>Level 4 Diploma or Level 1 Appl. Certificate</b>	FBMT 2141	4	F S SS		F S SS		F S SS		
		FBMT 2210	1	F S SS		F S SS		F S SS		
		FBMT 2142	4	F S SS		F S SS		F S SS		
FBMT 2233		1	F S SS		F S SS		F S SS			
<b>Level 5 Diploma or Level 2 Appl. Certificate</b>	FBMT 2151	4	F S SS		F S SS		F S SS			
	FBMT 2222	1	F S SS		F S SS		F S SS			
	FBMT 2152	4	F S SS		F S SS		F S SS			
	FBMT 2234	1	F S SS		F S SS		F S SS			
<b>Level 6 Diploma or Level 3 Appl. Certificate</b>	FBMT 2161	4	F S SS		F S SS		F S SS			
	FBMT 2211	1	F S SS		F S SS		F S SS			
	FBMT 2162	4	F S SS		F S SS		F S SS			
	FBMT 2204	1	F S SS		F S SS		F S SS			
<b>Additional Diploma Courses</b>										
<b>Level 7 Diploma</b>	FBMT 1233	2	F S SS		F S SS		F S SS			
	FBMT 2325	2	F S SS		F S SS		F S SS			
	FBMT 2224	1	F S SS		F S SS		F S SS			
	FBMT 2253	2	F S SS		F S SS		F S SS			
	FBMT 2310	2	F S SS		F S SS		F S SS			
		FBMT 2203	1	F S SS		F S SS		F S SS		

# Farm Business Management Program Planning Guide

## Advanced Certificate

	Course	Cr.	Completed	FY	Planned	FY	Repeated?	FY
<b>Advanced Certificate A</b>	FBMA 2934	3	F S SS		F S SS		F S SS	
	FBMA 2936	2	F S SS		F S SS		F S SS	
	FBMA 2935	3	F S SS		F S SS		F S SS	
	FBMA 2937	2	F S SS		F S SS		F S SS	
<b>Advanced Certificate B</b>	FBMA 2930	3	F S SS		F S SS		F S SS	
	FBMA 2938	2	F S SS		F S SS		F S SS	
	FBMA 2931	3	F S SS		F S SS		F S SS	
	FBMA 2939	2	F S SS		F S SS		F S SS	
<b>Advanced Certificate C</b>	FBMA 2932	3	F S SS		F S SS		F S SS	
	FBMA 2940	2	F S SS		F S SS		F S SS	
	FBMA 2933	3	F S SS		F S SS		F S SS	
	FBMA 2941	2	F S SS		F S SS		F S SS	
<b>Other Courses for use with Advanced Certificate, if needed</b>								
<b>Other Current Issues Courses</b>	FBMA 2200	1-5	F S SS		F S SS		F S SS	
	FBMA 2201	1-5	F S SS		F S SS		F S SS	

## Marketing Certificate

	Course	Cr.	Completed	FY	Planned	FY	Repeated?	FY
<b>Level 1 Mkting Cert</b>	FBMT 1170	3	F S SS		F S SS		F S SS	
	FBMT 1173	2	F S SS		F S SS		F S SS	
<b>Level 2 Mkting Cert</b>	FBMT 1223	2	F S SS		F S SS		F S SS	
	FBMT 2205	2	F S SS		F S SS		F S SS	
	FBMT 2212	1	F S SS		F S SS		F S SS	
<b>Level 3 Mkting Cert</b>	FBMT 1180	3	F S SS		F S SS		F S SS	
	FBMT 1183	2	F S SS		F S SS		F S SS	
<b>Level 4 Mkting Cert</b>	FBMT 1190	3	F S SS		F S SS		F S SS	
	FBMT 1193	2	F S SS		F S SS		F S SS	
<b>Level 5 Mkting Cert</b>	FBMT 2170	3	F S SS		F S SS		F S SS	
	FBMT 2173	2	F S SS		F S SS		F S SS	
<b>Level 6 Mkting Cert</b>	FBMT 2180	3	F S SS		F S SS		F S SS	
	FBMT 2183	2	F S SS		F S SS		F S SS	
<b>Other Courses for use with Marketing Certificate, if needed</b>								
<b>Other Marketing Certificate Courses</b>	FBMT 1213	2	F S SS		F S SS		F S SS	
	FBMT 2201	1	F S SS		F S SS		F S SS	
	FBMT 2206	2	F S SS		F S SS		F S SS	
	FBMA 2224	1-5	F S SS		F S SS		F S SS	
	FBMT 2202	1	F S SS		F S SS		F S SS	
	FBMT 2207	2	F S SS		F S SS		F S SS	
	FBMT 2243	2	F S SS		F S SS		F S SS	
	FBMT 2208	2	F S SS		F S SS		F S SS	
	FBMT 2213	1	F S SS		F S SS		F S SS	
	FBMT 2263	2	F S SS		F S SS		F S SS	
	FBMT 2209	2	F S SS		F S SS		F S SS	
	FBMT 2214	1	F S SS		F S SS		F S SS	
	FBMT 2229/2239	2	F S SS		F S SS		F S SS	

# Farm Business Management Program Planning Guide

## Current Issues Certificate

	Course	Cr.	Completed	FY	Planned	FY	Repeated?	FY
Year 1	FBMA 2210	1-5	F S SS		F S SS		F S SS	
	FBMA 2220	1-5	F S SS		F S SS		F S SS	
Year 2	FBMA 2211	1-5	F S SS		F S SS		F S SS	
	FBMA 2221	1-5	F S SS		F S SS		F S SS	
Year 3	FBMA 2212	1-5	F S SS		F S SS		F S SS	
	FBMA 2222	1-5	F S SS		F S SS		F S SS	
<b>Other Courses for use with Current Issues Certificate, if needed</b>								
Other Current Issues Courses	FBMA 2213	1-5	F S SS		F S SS		F S SS	
	FBMA 2223	1-5	F S SS		F S SS		F S SS	
	FBMA 2214	1-5	F S SS		F S SS		F S SS	
	FBMA 2224	1-5	F S SS		F S SS		F S SS	

## Specialty Crops Certificate

	Course	Cr.	Completed	FY	Planned	FY	Repeated?	FY
Level 1 Specialty Crop Certificate	SCMT 1110	2	F S SS		F S SS		F S SS	
	SCMT 1111	2	F S SS		F S SS		F S SS	
	SCMT 1112	2	F S SS		F S SS		F S SS	
	SCMT 1114	2	F S SS		F S SS		F S SS	
Level 2 Specialty Crop Certificate	SCMT 1116	2	F S SS		F S SS		F S SS	
	SCMT 1117	2	F S SS		F S SS		F S SS	
	SCMT 1119	2	F S SS		F S SS		F S SS	
	SCMT 1121	2	F S SS		F S SS		F S SS	
Level 3 Specialty Crop Certificate	SCMT 1124	2	F S SS		F S SS		F S SS	
	SCMT 1135	2	F S SS		F S SS		F S SS	
	SCMT 2125	2	F S SS		F S SS		F S SS	
	SCMT 2127	2	F S SS		F S SS		F S SS	
Level 4 Specialty Crop Certificate	SCMT 2131	2	F S SS		F S SS		F S SS	
	SCMT 2132	2	F S SS		F S SS		F S SS	
	SCMT 2136	2	F S SS		F S SS		F S SS	

## Other Essentials or Applications Certificate, and Diploma Electives

	Course	Cr.	Completed	FY	Planned	FY	Repeated?	FY
Courses not used for another award	FBMT 1253	2	F S SS		F S SS		F S SS	
	FBMT 1254	2	F S SS		F S SS		F S SS	
	FBMT 1260	3	F S SS		F S SS		F S SS	
	FBMT 1255	2	F S SS		F S SS		F S SS	
	FBMT 2215	2	F S SS		F S SS		F S SS	
	FBMT 2216	2	F S SS		F S SS		F S SS	
	FBMT 2217	2	F S SS		F S SS		F S SS	
	FBMT 2218	2	F S SS		F S SS		F S SS	
	FBMT 2219	2	F S SS		F S SS		F S SS	
	FBMT 2223	1	F S SS		F S SS		F S SS	
	FBMT 2225	2	F S SS		F S SS		F S SS	
	FBMT 2226	2	F S SS		F S SS		F S SS	
	FBMT 2227	2	F S SS		F S SS		F S SS	
	FBMT 2228	2	F S SS		F S SS		F S SS	
	FBMT 2229	2	F S SS		F S SS		F S SS	
	FBMT 2235	2	F S SS		F S SS		F S SS	
	FBMT 2236	2	F S SS		F S SS		F S SS	
	FBMT 2237	2	F S SS		F S SS		F S SS	
	FBMT 2238	2	F S SS		F S SS		F S SS	

If a student has repeated courses, why did this occur?

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## South Central College

Program/Credits	Program Learning Outcomes
<b>Essentials of Farm Business Management</b> 30 credits/Certificate	Learn farm records management Learn to analyze and interpret farm business data Develop and implement a management plan
<b>Farm Business Management</b> 60 credits/Diploma	Develop goal setting skills Learn to identify resources Learn records management Develop business analysis and interpretation skills
<b>Farm Business Management AgSpark</b> 14 credits/Certificate	Perform farm business operations Utilize a comprehensive farm business plan
<b>Applications in Farm Business Management</b> 30 credits/Certificate	Learn to evaluate and interpret financial data Learn to interpret trends to aid in business planning Develop strategies in farm system management
<b>Advanced Farm Business Management</b> 30 credits/Certificate	Develop and implement strategies in risk management Develop and implement a strategic plan relating to financial management Develop and implement a business plan Explore current issues involving farm business management and discuss how they affect their current operations

## Central Lakes College

<b>Agricultural Commodities Marketing</b> 25 credits/Certificate	Maintain accurate records regularly Complete business analysis annually Complete accurate balance sheets annually or as needed Complete business planning annually and strategically Continue in business after completing award area
<b>Applications in Farm Business Management</b> 30 credits/Certificate	Maintain accurate records regularly Complete business analysis annually Complete accurate balance sheets annually or as needed Complete business planning annually and strategically Continue in business after completing award area
<b>Essentials in Farm Business Management</b> 30 credits/Certificate	Maintain accurate records regularly Complete business analysis annually Complete accurate balance sheets annually or as needed Complete business planning annually and strategically Continue in business after completing award area
<b>Current Issues in Farm Business Management</b> 30 Credits/Certificate	Maintain accurate records regularly Complete business analysis annually Complete accurate balance sheets annually or as needed Complete business planning annually and strategically Continue in business after completing award area
<b>Advanced Farm Business Management</b> 30 Credits/Certificate	Maintain accurate records regularly Complete business analysis annually Complete accurate balance sheets annually or as needed Complete business planning annually and strategically Continue in business after completing award area

## Alexandria Technical and Community College

Program offered through Customized Training, non-credit

No PLOs listed on website

## Minnesota West Community and Technical College

Farm Business Management  
60 Credits/Diploma

No PLOs listed on website

Essentials of Farm Business Management  
30 Credits/Certificate

No PLOs listed on website

Applications in Farm Business Management  
30 Credits/Certificate

No PLOs listed on website

Advanced Farm Business Management  
30 Credits/Certificate

No PLOs listed on website

Agricultural Commodities Marketing  
25 Credits/Certificate

No PLOs listed on website

Current Issues in Farm Business Management  
18-30 Credits/Certificate

No PLOs listed on website

## Northland Community and Technical College

Farm Operations and Management  
40 Credits/Diploma

Demonstrate effective oral and written communications with respect for diversity of culture, age, and gender in business situations  
Create and maintain accurate computerized business records for farming operations  
Maintain internal relationships  
Exercise ethical and legal guidelines to resolve business issues  
Integrate technological applications appropriate to current business needs  
Apply principles of Farm Business management to a farm operation  
Develop an effective estate plan  
Utilize technical skills in the farm business

## Riverland Community College

Agricultural Commodities Marketing  
25 Credits/Certificate

Develop a commodity marketing plan  
Implement the commodity marketing plan  
Evaluate the commodity marketing plan

Farm Business Management  
60 Credits/Diploma

Demonstrate effective oral and written communications with respect for diversity of culture, age, and gender in business situations  
Create, maintain, and analyze accurate business records for farming operations  
Maintain collaborative business relationships  
Exercise ethical and legal guidelines to resolve business issues  
Integrate technological applications appropriate to current business needs  
Apply principles of Farm Business management to a farm operation  
Develop an effective strategy for estate planning  
Interpret and utilize farm business analysis data in decision making

Farm Business Management - Advanced Management  
30 Credits/Certificate

Effectively manage their farm business utilizing analysis, business planning, and goals  
Interpret trend analysis  
Evaluate the business plan(s)  
Modify and implement changes to the business plan based on the current business environment

Farm Business Management  
60 Credits/Diploma

Apply appropriate principles of financial concepts as it relates to personal entrepreneurship.  
Identify business and personal goals for the improvement of self and professional enterprise.  
Implement principles of business planning concepts to own business.  
Utilize new and emerging technologies in a variety of aspects within the profession  
Demonstrate effective decision-making skills in ways to improve or maintain entrepreneurship  
Apply principles of global and civic responsibility to a variety of business decisions  
Practice safety procedures as applicable to his/her farm business  
Exhibit professional characteristics, behaviors, and attitudes within the scope of production agriculture  
Use appropriate technologies to facilitate effective communication as it relates to farming operations.  
Use effective oral and written communication skills in a variety of business-related activities.  
Complete assigned tasks and duties within the legal and ethical parameters expected within production agriculture

Advanced Farm Business Management  
30 Credits/Certificate

Apply appropriate principles of financial concepts as it relates to personal entrepreneurship.  
Identify business and personal goals for the improvement of self and professional enterprise.  
Implement principles of business planning concepts to own business.  
Utilize new and emerging technologies in a variety of aspects within the profession  
Demonstrate effective decision-making skills in ways to improve or maintain entrepreneurship  
Apply principles of global and civic responsibility to a variety of business decisions  
Practice safety procedures as applicable to his/her farm business  
Exhibit professional characteristics, behaviors, and attitudes within the scope of production agriculture  
Use appropriate technologies to facilitate effective communication as it relates to farming operations.  
Use effective oral and written communication skills in a variety of business-related activities.  
Complete assigned tasks and duties within the legal and ethical parameters expected within production agriculture

# College Program Learning Outcomes

## **Agricultural Commodities Marketing:** 30 Credits/Certificate

- Develop a commodity marketing plan
- Implement the commodity marketing plan
- Evaluate the commodity marketing plan
- Revise the commodity marketing plan

## **Essentials Program Outcomes:** 30 Credits/Certificate

- Demonstrate farm record management
- Complete an accurate balance sheet, cash flow plan, and analysis annually or as needed
- Analyze farm business data
- Implement a farm management plan

## **Applications Program Outcomes:** 30 Credits/Certificate

- Evaluate farm business financial data
- Interpret trends to aid in business planning
- Develop strategies in farm system management
- Complete strategic business planning annually

## **Advanced Farm Business Management:** 30 Credits/Certificate

- Implement a strategic risk management plan relating to financial management
- Evaluate how current issues affect farm business operations
- Assess new and emerging technologies in a variety of aspects within the profession
- Apply principles of global and civic responsibility to a variety of business decisions

## **Current Issues in Farm Business Management:** 30 Credits/Certificate

- Complete business analysis annually
- Complete accurate balance sheet annually
- Identify the challenges related to current issues
- Evaluate business and personal goals

## **Specialty Crops:** 30 credits/Certificate

- Develop business and personal goals
- Evaluate the agronomic needs of the farm operation
- Utilize financial analysis to determine market channel opportunities
- Implement appropriate types of risk management for the farm operation

## Essentials of Farm Business Management

**FBMT 1211 Introduction to Farm Business Management** - This course introduces basic farm business management concepts. Students will study the farm management planning cycle and develop an understanding of its relationship to: family and farm business goal setting, cash and enterprise accounting principles, and tax planning.

**FBMT 2220 Special Topics in Crops** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

**FBMT 1112 Foundations for Farm Business Management** - This course is an overview of the Farm Business Management Program. The student will be introduced to goal setting, self and business assessment, record keeping, and business projections to provide the foundation for personal and business management progress. Current issues affecting business management are an integral part of the course.

**FBMT 2230 Special Topics in Livestock** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

**FBMT 1121 Preparation for Farm Business Analysis** - This course will take the student through a step by step procedure to close out a complete year of farm business records. This course will emphasize tax planning, completing inputs to livestock and crop enterprises, and emphasizing cash and liabilities accuracy. A completed business and enterprise analysis will be the course focus.

**FBMT 2200 Current Issues in Farm Business Management** - This course is designed to assist students to further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs.

**FBMT 1122 Implementing the System Management Plan** - This course continues to build on the foundation of farm business management. The student will complete a farm business financial and enterprise analysis. Sound financial record keeping is an integral component.

**FBMT 2231 Special Topics in Livestock** - Analysis of special topics in livestock production for students actively engaged in the operation and management of a farm business.

**FBMT 1131 Managing and Modifying Farm System Data** - This course will help the student refine their farm business data system and assist them in applying year end procedures for farm business analysis. Students improve accuracy in the following: farm enterprise analysis, tax planning and filing, and cash and liabilities checks.

**FBMT 2221 Special Topics in Crops** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

**FBMT1132 Interpreting and Using Farm System Data** - This course provides an opportunity for the student to view the farm business and its various components through a number of vehicles such as balance sheets, farm personal and managerial inventories, enterprise reports and historical data.

**FBMT 2232 Special Topics in Crops** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

### **Additional Courses**

**FBMT 1233 Application of Productive Enterprise Information** - This course describes procedures for applying enterprise information provided by computerized analysis of farm business accounts.

**FBMT 2253 System Plans and Projections** - This course enables the combination of concepts for preparing farm system plans and projections, and the interaction of possible implications and/or solutions of these concepts.

**FBMT 2300 Computer Applications in Farm Management** - This course will discuss basic computer literacy, identify commonly used software, and demonstrate the uses of commonly used software.

**FBMT 2325 Ethics in this Business of Agriculture** - This course will explore the various ways in which a farm business conducts business and address their proper conduct.

**FBMT 2305 Legal Issues in Agriculture** - This course will examine rental contracts, liability insurance, purchase agreements, and farm transfer issues.

**FBMT 2330 Business Math Principles** - This course will establish methods in determining inventory, calculating acreages, determining yields, calculating fixed and variable costs, and assist in understanding depreciation methods.

**FBMT 2310 Environmental Interactions in Agriculture** - This course will examine a variety of environmental issues related to agriculture and suggested ways in which to address the issues.

**FBMT 2335 Labor Economics and Management** - This course will address the use of labor in agriculture, labor work agreements, hired labor tax issues, and the evaluation of labor useage in a business.

**FBMT 2315 Effective Time Management** - This course will explore various time management principles and their utilization within the farm business.

**FBMT 2340 Rural Leadership** - This course will examine various farm organizations, the USDA, and local political systems.

**FBMT 2320 Family Wellness and Business Relationships** - This course will study rural health issues and their effects on successful business ventures.

**FBMT 2345 CPR and First Aid** - This course will assist the student in understanding proper procedures for handling wounds and injuries, and in performing CPR.

## **Essentials of Farm Business Management Course Descriptions**

**FBMT 1112 Foundations for Farm Business Management** - This course is an overview of the Farm Business Management Program. The student will be introduced to goal setting, business assessment, personal assessment, record keeping, and business projections to provide the foundation for personal and business management progress. Current issues affecting business management are an integral part of the course.

**FBMT 1121 Preparation for Farm Business Analysis** - This course will take the student through a step-by-step procedure to close out a complete year of farm business records. This course will emphasize tax planning, completing inputs to livestock and crop enterprises, and emphasizing cash and liabilities accuracy. A completed business and enterprise analysis will be the course focus.

**FBMT 1122 Implementing the System Management Plan** - This course continues to build on the foundation of farm business management. The student will complete a farm business financial and enterprise analysis. Sound financial record keeping is an integral component.

**FBMT 1131 Managing and Modifying Farm System Data** - This course will help the student refine their farm business data system and assist them in applying year end procedures for farm business analysis. Students improve accuracy in the following: farm enterprise analysis, tax planning, data filing, and cash and liabilities checks

**FBMT 1132 Interpreting and Using Farm System Data** - This course provides an opportunity for the student to view the farm business and its various components through the application of balance sheets, farm personal and managerial inventories, enterprise reports and historical data.

**FBMT 1211 Introduction to Farm Business Management** - This course introduces basic farm business management concepts. Students will study the farm management planning cycle and develop an understanding of its relationship to family and farm business goal setting, cash and enterprise accounting principles, and tax planning.

**FBMT 2200 Special Topics – General Farm Management** - This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business.

**FBMT 2253 System Plans and Projections** - This course enables the combination of concepts for preparing farm system plans and projections, and the interaction of possible implications and/or solutions of these concepts.

**FBMT 2210 Environmental Interactions in Agriculture** - This course will examine a variety of environmental issues related to agriculture and suggested ways in which to address the issues.



## **Essentials of Farm Business Management Course Descriptions**

**FBMT 2325 Ethics in this Business of Agriculture** - This course will explore various ways in which a farm business conducts business and address their proper conduct.

NEW

# 1211: Introduction to Farm Business Management

## Course Outcome Summary

### Course Information

<b>Organization</b>	Minnesota State
<b>Developers</b>	M State FBM Curriculum Review Team
<b>Course Number</b>	FBMT1211
<b>Total Credits</b>	4

### Description

This course introduces basic farm business management concepts. Students will study the farm management planning cycle and develop an understanding of its relationship to: family and farm business goal setting, cash and enterprise accounting principles, and tax planning.

### Prerequisites

None

### Exit Learning Outcomes

#### Program Outcomes

- A. Maintain production and financial business records
- B. Demonstrate strategic decision-making skills
- C. Evaluate personal and business goals and plans
- D. Manage business resources and technologies
- E. Manage risk

### Competencies

1. **Explain the farm business management cycle (plan, implement, control);**  
**You will demonstrate your competence:**
  - 1.a. by implementing the Farm Business Cycle in your farm operation**Your performance will be successful when:**
  - 1.a. you complete development of a checklist of the tasks included in the farm management cycle
  - 1.b. you discuss your plan with your FBM instructor
  - 1.c. you implement the items on your checklist of tasks
2. **Describe a risk management assessment in all aspects of both farm and non farm operations;**  
**You will demonstrate your competence:**
  - 2.a. by completing a risk assessment**Your performance will be successful when:**
  - 2.a. you complete a current farm fire, wind and liability assessment
  - 2.b. you complete a health, disability and long term care assessment
  - 2.c. you complete a comprehensive life insurance assessment
  - 2.d. you complete a federal crop insurance assessment
  - 2.e. you complete an assessment of your estate plan/will/trust

- 2.f. you complete an assessment of market risk for market livestock and crops
- 3. Explain tax and management depreciation;**  
**You will demonstrate your competence:**  
3.a. by explaining the difference between tax and management depreciation  
**Your performance will be successful when:**  
3.a. you secure the current tax depreciation schedule(s) for your farm business  
3.b. you explain the objective of management depreciation  
3.c. you explain the objective of tax depreciation  
3.d. you discuss the depreciation differences with your FBM instructor
- 4. List income and expenses for the tax year;**  
**You will demonstrate your competence:**  
4.a. Complete list of year to date income and expenses  
4.b. Estimate list of income and expenses that will occur before the end of the tax year  
4.c. Assemble all data needed to complete an income tax estimate  
**Your performance will be successful when:**  
4.a. you complete a YTD actual income and expense summary  
4.b. you complete a projection of remainder of year income and expenses  
4.c. you develop a complete list of all capital purchases and anticipated capital purchases  
4.d. you secure a copy of your most recent tax depreciation schedule(s)
- 5. Describe farm business enterprise characteristics (i.e. crops, livestock, value added);**  
**You will demonstrate your competence:**  
5.a. by listing the crop and livestock enterprises for your farming operation  
**Your performance will be successful when:**  
5.a. you list all livestock enterprises for your farm operation  
5.b. you list all crop enterprises for your farm operation  
5.c. you explain the difference between general or whole farm, family, and production enterprises
- 6. Identify a comprehensive record system;**  
**You will demonstrate your competence:**  
6.a. by using an appropriate system (computerized or paper/pencil)  
**Your performance will be successful when:**  
6.a. your record system includes comprehensive chart of accounts to track income and expense  
6.b. your record system includes all enterprises for the farm  
6.c. your record system can be reconciled with bank statement  
6.d. your record system includes all supplemental crop and livestock production data
- 7. Describe the components of a balance sheet;**  
**You will demonstrate your competence:**  
7.a. by completing a financial statement  
**Your performance will be successful when:**  
7.a. your financial statement includes all current assets and liabilities  
7.b. your financial statement includes all intermediate assets and liabilities  
7.c. your financial statement includes all long term assets and liabilities  
7.d. your financial statement includes deferred tax liability

- 8. Identify available technologies for improving the farm business;**  
**You will demonstrate your competence:**  
8.a. by investigating technologies for improving your farm business  
**Your performance will be successful when:**  
8.a. you list the present technologies utilized on your farm  
8.b. you identify the technologies that are available for your livestock and crop production systems  
8.c. you identify the technologies that will improve your farm business record system
- 9. identify business, family, and personal goals;**  
**You will demonstrate your competence:**  
9.a. by establishing written goals  
**Your performance will be successful when:**  
9.a. you write three short term goals  
9.b. you write three intermediate goals  
9.c. you write three long term goals  
9.d. your goals are specific, measurable, attainable, realistic, and time limited (SMART)  
9.e. your goals include ways to participate in business professional organizations  
9.f. your goals include plans for personal retirement
- 10. Identify current enterprise resource needs (i.e. feed, seed, fertilizer);**  
**You will demonstrate your competence:**  
10.a. by developing an enterprise budget  
**Your performance will be successful when:**  
10.a. the enterprise budget includes production by unit  
10.b. the enterprise budget includes projected price per unit  
10.c. the enterprise budget includes all direct costs per unit (i.e. fertilizer seed chem, breeding, vet, feed)  
10.d. the enterprise budget includes number of units for the year (i.e. number of head, acres)  
10.e. the enterprise budget includes inventory disappearance (shrink/death loss, feed fed)
- 11. List time management strategies for the operation; and**  
**You will demonstrate your competence:**  
11.a. developing a list of time management strategies  
**Your performance will be successful when:**  
11.a. you create and prioritize a list of daily tasks  
11.b. you create a daily management routine  
11.c. you implement a plan to effectively address and file daily correspondence
- 12. Relate how current tax return impacts your farm business.**

# 1211: Introduction to Farm Business Management

## Course Outcome Summary

### Course Information

Organization	Minnesota State
Developers	M State FBM Curriculum Review Team
Course Number	FBMT1211
Total Credits	4

### Description

This course introduces basic farm business management concepts. Students will study the farm management planning cycle and develop an understanding of its relationship to family and farm business goal setting, cash and enterprise accounting principles, and tax planning.

### Prerequisites

None

### ~~Exit Learning Outcomes~~

#### ~~Program Outcomes~~

- A. ~~Maintain production and financial business records~~
- B. ~~Demonstrate strategic decision-making skills~~
- C. ~~Evaluate personal and business goals and plans~~
- D. ~~Manage business resources and technologies~~
- E. ~~Manage risk~~

### ~~Competencies~~Course Outcomes

1. Explain the farm business management cycle to include ~~(planning, implementation, and controlling);~~  
You will demonstrate your competence:  
1.a. by implementing the Farm Business Cycle in your farm operation  
Your performance will be successful when:  
1.a. you complete development of a checklist of the tasks included in the farm management cycle  
1.b. you discuss your plan with your FBM instructor  
1.c. you implement the items on your checklist of tasks
2. Describe a risk management assessment in all aspects of both farm and non-farm operations;  
You will demonstrate your competence:  
2.a. by completing a risk assessment  
Your performance will be successful when:  
2.a. you complete a current farm fire, wind and liability assessment  
2.b. you complete a health, disability and long term care assessment  
2.c. you complete a comprehensive life insurance assessment  
2.d. you complete a federal crop insurance assessment

- 2.e. you complete an assessment of your estate plan/will/trust
- 2.f. you complete an assessment of market risk for market livestock and crops
3. **Explain tax and management depreciation;**  
**You will demonstrate your competence:**
  - 3.a. by explaining the difference between tax and management depreciation**Your performance will be successful when:**
  - 3.a. you secure the current tax depreciation schedule(s) for your farm business
  - 3.b. you explain the objective of management depreciation
  - 3.c. you explain the objective of tax depreciation
  - 3.d. you discuss the depreciation differences with your FBM instructor
4. **List income and expenses for the tax year;**  
**You will demonstrate your competence:**
  - 4.a. Complete list of year to date income and expenses
  - 4.b. Estimate list of income and expenses that will occur before the end of the tax year
  - 4.c. Assemble all data needed to complete an income tax estimate**Your performance will be successful when:**
  - 4.a. you complete a YTD actual income and expense summary
  - 4.b. you complete a projection of remainder of year income and expenses
  - 4.c. you develop a complete list of all capital purchases and anticipated capital purchases
  - 4.d. you secure a copy of your most recent tax depreciation schedule(s)
5. **Describe ~~farm business enterprise characteristics (i.e. crops, livestock, value added); characteristics within different farm business enterprises.~~**  
**You will demonstrate your competence:**
  - 5.a. by listing the crop ~~and~~ livestock and/or value-added enterprises for your farming operation**Your performance will be successful when:**
  - 5.a. you list all livestock enterprises for your farm operation
  - 5.b. you list all crop enterprises for your farm operation
  - 5.c. you list value-added enterprises for your farm operation.
  - ~~5.d.~~ you explain the difference between general or whole farm, family, and production enterprises
6. **Identify a ~~comprehensive financial and production~~ record-keeping system;**  
**You will demonstrate your competence:**
  - 6.a. by using an appropriate system (computerized or paper/pencil)**Your performance will be successful when:**
  - 6.a. your record system includes comprehensive chart of accounts to track income and expense
  - 6.b. your record system includes all enterprises for the farm
  - 6.c. your record system can be reconciled with bank statement
  - 6.d. your record system includes all supplemental crop and livestock production data
7. **Describe the components of a balance sheet;**  
**You will demonstrate your competence:**
  - 7.a. by completing a financial statement**Your performance will be successful when:**
  - 7.a. your financial statement includes all current assets and liabilities

- 7.b. your financial statement includes all intermediate assets and liabilities
- 7.c. your financial statement includes all long term assets and liabilities
- 7.d. your financial statement includes deferred tax liability
- 8. **Identify available technologies for improving the farm business;**  
**You will demonstrate your competence:**
  - 8.a. by investigating technologies for improving your farm business**Your performance will be successful when:**
  - 8.a. you list the present technologies utilized on your farm
  - 8.b. you identify the technologies that are available for your livestock and crop production systems
  - 8.c. you identify the technologies that will improve your farm business record system
- 9. **Identify business, family, and personal goals;**  
**You will demonstrate your competence:**
  - 9.a. by establishing written goals**Your performance will be successful when:**
  - 9.a. you write three short term goals
  - 9.b. you write three intermediate goals
  - 9.c. you write three long term goals
  - 9.d. your goals are specific, measurable, attainable, realistic, and time limited (SMART)
  - 9.e. your goals include ways to participate in business professional organizations
  - 9.f. your goals include plans for personal retirement
- 10. **Identify current enterprise resource needs (i.e. feed, seed, fertilizer);**  
**You will demonstrate your competence:**
  - 10.a. by developing an enterprise budget**Your performance will be successful when:**
  - 10.a. the enterprise budget includes production by unit
  - 10.b. the enterprise budget includes projected price per unit
  - 10.c. the enterprise budget includes all direct costs per unit (i.e. fertilizer seed chem, breeding, vet, feed)
  - 10.d. the enterprise budget includes number of units for the year (i.e. number of head, acres)
  - 10.e. the enterprise budget includes inventory disappearance (shrink/death loss, feed fed)
- 11. **List time management strategies for the operation; and**  
**You will demonstrate your competence:**
  - 11.a. developing a list of time management strategies**Your performance will be successful when:**
  - 11.a. you create and prioritize a list of daily tasks
  - 11.b. you create a daily management routine
  - 11.c. you implement a plan to effectively address and file daily correspondence
- 12. **Relate how/Recognize how current tax return impacts your farm business.**

**We are done with this one.**

# Introduction to Farm Business Management

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1211

**Type of Instruction:** Individualized

**Total Credits:** 4.0

**Total Hours of Instruction:** 16.0

### Description:

This course introduces basic farm business management concepts. Students will study the farm management planning cycle and develop an understanding of its relationship to family and farm business goal setting, cash and enterprise accounting principles, and tax planning.

### Course Outcomes:

1. Explain the farm business management cycle to include planning, implementation, and controlling
  - a. **You will demonstrate your competence:**
    - i. by implementing the Farm Business Cycle in your farm operation
  - b. **Your performance will be successful when:**
    - i. you complete development of a checklist of the tasks included in the farm management cycle
    - ii. you discuss your plan with your FBM instructor
    - iii. you implement the items on your checklist of tasks
2. Describe a risk management assessment in all aspects of both farm and non-farm operations
  - a. **You will demonstrate your competence:**
    - i. by completing a risk assessment
  - b. **Your performance will be successful when:**
    - i. you complete a current farm fire, wind, and liability assessment
    - ii. you complete a health, disability, and long-term care assessment
    - iii. you complete a comprehensive life insurance assessment
    - iv. you complete a federal crop insurance assessment
    - v. you complete an assessment of your estate plan/will/trust
    - vi. you complete an assessment of market risk for market livestock and crops
3. Explain tax and management depreciation
  - a. **You will demonstrate your competence:**



- i. by explaining the difference between tax and management depreciation
  - b. **Your performance will be successful when:**
    - i. you secure the current tax depreciation schedule(s) for your farm business
    - ii. you explain the objective of management depreciation
    - iii. you explain the objective of tax depreciation
    - iv. you discuss the depreciation differences with your FBM instructor
- 4. List income and expenses for the tax year
  - a. **You will demonstrate your competence:**
    - i. Complete list of year to date income and expenses
    - ii. Estimate list of income and expenses that will occur before the end of the tax year
    - iii. Assemble all data needed to complete an income tax estimate
  - b. **Your performance will be successful when:**
    - i. you complete a YTD actual income and expense summary
    - ii. you complete a projection of remainder of year income and expenses
    - iii. you develop a complete list of all capital purchases and anticipated capital purchases
    - iv. you secure a copy of your most recent tax depreciation schedule(s)
- 5. Describe characteristics within different farm business enterprises
  - a. **You will demonstrate your competence:**
    - i. by listing the crop, livestock, and/or value-added enterprises for your farming operation
  - b. **Your performance will be successful when:**
    - i. you list all livestock enterprises for your farm operation
    - ii. you list all crop enterprises for your farm operation
    - iii. you list value-added enterprises for your farm operation.
    - iv. you explain the difference between general or whole farm, family, and production enterprises
- 6. Identify a financial and production record-keeping system
  - a. **You will demonstrate your competence:**
    - i. by using an appropriate system (computerized or paper/pencil)
  - b. **Your performance will be successful when:**
    - i. your record system includes comprehensive chart of accounts to track income and expense
    - ii. your record system includes all enterprises for the farm
    - iii. your record system can be reconciled with bank statement
    - iv. your record system includes all supplemental crop and livestock production data
- 7. Describe the components of a balance sheet
  - a. **You will demonstrate your competence:**
    - i. by completing a financial statement
  - b. **Your performance will be successful when:**

- i. your financial statement includes all current assets and liabilities
  - ii. your financial statement includes all intermediate assets and liabilities
  - iii. your financial statement includes all long-term assets and liabilities
  - iv. your financial statement includes deferred tax liability
- 8. Identify available technologies for improving the farm business
  - a. **You will demonstrate your competence:**
    - i. by investigating technologies for improving your farm business
  - b. **Your performance will be successful when:**
    - i. you list the present technologies utilized on your farm
    - ii. you identify the technologies that are available for your livestock and crop production systems
    - iii. you identify the technologies that will improve your farm business record system
- 9. Identify business, family, and personal goals
  - a. **You will demonstrate your competence:**
    - i. by establishing written goals
  - b. **Your performance will be successful when:**
    - i. you write three short term goals
    - ii. you write three intermediate goals
    - iii. you write three long term goals
    - iv. your goals are specific, measurable, attainable, realistic, and time limited (SMART)
    - v. your goals include ways to participate in business professional organizations
    - vi. your goals include plans for personal retirement
- 10. Identify current enterprise resource needs (i.e. feed, seed, fertilizer)
  - a. **You will demonstrate your competence:**
    - i. by developing an enterprise budget
  - b. **Your performance will be successful when:**
    - i. the enterprise budget includes production by unit
    - ii. the enterprise budget includes projected price per unit
    - iii. the enterprise budget includes all direct costs per unit (i.e. fertilizer seed chem, breeding, vet, feed)
    - iv. the enterprise budget includes number of units for the year (i.e. number of head, acres)
    - v. the enterprise budget includes inventory disappearance (shrink/death loss, feed fed)
- 11. List time management strategies for the operation
  - a. **You will demonstrate your competence:**
    - i. developing a list of time management strategies
  - b. **Your performance will be successful when:**
    - i. you create and prioritize a list of daily tasks
    - ii. you create a daily management routine

- iii. you implement a plan to effectively address and file daily correspondence

12. Recognize how current tax return impacts your farm business

NOTES

**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMT 2200

**Credits:** 1

**Course Description:**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business.

**Course Outline:**

- I. Determine a general farm management specific focus for the course based on your farm business
  - Select general farm management area to be evaluated
  - Identify factors for consideration
  - Examine tools needed to assist with analysis
- II. Investigate information related to the general farm management special focus
  - Research publications and other sources of pertinent data
  - Compare data for options related to focus area
- III. Develop an implementation plan
  - Identify key factors to include in plan
  - Incorporate findings into plan
  - Finalize the plan

**Course Specific Outcomes:**

1. Identify the components related to the topic that are necessary to the operation;
2. Compile information to complete the topic; and
3. Prepare the document.

**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMT 2200

**Credits:** 1

**Course Description:**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business.

**Course Specific Outcomes:**

1. Determine a general farm management specific focus for the course based on your farm business
2. Investigate information related to the general farm management special focus; and
3. Develop a general farm management implementation plan

**Course OutlineOutline:**

- I. Determine a general farm management specific focus for the course based on your farm business
  - Select general farm management area to be evaluated
  - Identify factors for consideration
  - Examine tools needed to assist with analysis
- II. Investigate information related to the general farm management special focus
  - Research publications and other sources of pertinent data
  - Compare data for options related to focus area
- III. Develop an implementation plan
  - Identify key factors to include in plan
  - Incorporate findings into plan
  - Finalize the plan

**~~Course Specific Outcomes:~~**

- ~~1. Identify the components related to the topic that are necessary to the operation;~~
- ~~2. Compile information to complete the topic; and~~
- ~~3. Prepare the document.~~

[This one is completed](#)

# **Special Topics – General Farm Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBM 2200

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### **Description:**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business.

### **Course Outcomes:**

1. Determine a general farm management specific focus for the course based on your farm business
2. Investigate information related to the general farm management special focus; and
3. Develop a general farm management implementation plan

### **Course Outline:**

1. Determine a general farm management specific focus for the course based on your farm business
  - a. Select general farm management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the general farm management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan

# 1112: Foundations for Farm Business Management

## Course Outcome Summary

### Course Information

<b>Organization</b>	Minnesota State
<b>Developers</b>	M State FBM Curriculum Review Team
<b>Course Number</b>	FBMT1112
<b>Total Credits</b>	4

### Description

This course is an overview of the Farm Business Management Program. The student will be introduced to goal setting, self and business assessment, record keeping, and business projections to provide the foundation for personal and business management progress. Current issues affecting business management are an integral part of the course.

### Exit Learning Outcomes

#### Program Outcomes

- A. Maintain production and financial business records
- B. Interpret business analyses
- C. Utilize business analyses to improve business organization and efficiency
- D. Demonstrate strategic decision-making skills
- E. Evaluate personal and business goals and plans
- F. Manage business resources and technologies
- G. Manage risk

### Competencies (Course Outcomes)

1. List your current levels of business exposure to risk;  
**You will demonstrate your competence:**
  - 1.a. by evaluating your risk assessment**Your performance will be successful when:**
  - 1.a. your risk evaluation indicates level of environmental risk
  - 1.b. your risk evaluation indicates level of biological risk
  - 1.c. your risk evaluation indicates level of production risk
  - 1.d. your risk evaluation indicates level of social/labor/human resource risk
  - 1.e. your risk evaluation indicates level of financial risk
  - 1.f. your risk evaluation indicates level of marketing risk
2. Identify steps in the decision making process;  
**You will demonstrate your competence:**
  - 2.a. by using the decision making process to make decisions**Your performance will be successful when:**
  - 2.a. you obtain relevant data
  - 2.b. you generate alternatives
  - 2.c. you evaluate alternatives
  - 2.d. you choose a decision

- 2.e. you implement the decision
- 2.f. you evaluate the decision
- 3. Record the unpaid and paid labor needs for the farm business;  
**You will demonstrate your competence:**
  - 3.a. by determining annual labor needs for your farm business**Your performance will be successful when:**
  - 3.a. you conduct a family labor inventory
  - 3.b. you conduct a hired labor inventory
  - 3.c. you conduct a labor audit for crop enterprises
  - 3.d. you conduct a labor audit for livestock enterprises
  - 3.e. you conduct labor audit for general farm labor
  - 3.f. you align labor needs with available labor
- 4. Record the capital needs of the business; (i.e. buildings, land, and equipment)  
**You will demonstrate your competence:**
  - 4.a. by identifying necessary capital needs of the business.**Your performance will be successful when:**
  - 4.a. you list the available land resources
  - 4.b. you list the available building resources
  - 4.c. you list the available equipment resources
  - 4.d. you discuss the cropping requirements as they compare to the available equipment
  - 4.e. you discuss the livestock housing requirements needed for desired livestock numbers
  - 4.f. you discuss the land requirements needed for all livestock and cropping enterprises
- 5. Identify balance sheet ratios;  
**You will demonstrate your competence:**
  - 5.a. by identifying your balance sheet ratios**Your performance will be successful when:**
  - 5.a. you identify and discuss working capital with your FBM instructor
  - 5.b. you identify and discuss current ratio with your FBM instructor
  - 5.c. you identify and discuss the solvency ratios with your FBM instructor
- 6. Determine Identify farm credit needs;  
**You will demonstrate your competence:**
  - 6.a. by identifying annual credit needs**Your performance will be successful when:**
  - 6.a. you identify peak operating cash needs
  - 6.b. you identify appropriate term length for capital expenditures
  - 6.c. you identify various refinance options
  - 6.d. you characterize short, intermediate and long term credit
- 7. Construct the cash flow plan  
**You will demonstrate your competence:**
  - 7.a. by constructing a cash flow plan**Your performance will be successful when:**
  - 7.a. the annual cash flow plan has complete livestock and crop budgets
  - 7.b. the annual cash flow plan has complete financial statement



- 7.c. the annual cash flow plan has crop acreage projections
- 7.d. the annual cash flow plan has livestock production projections
- 7.e. the annual cash flow plan contains anticipated capital purchases and sales
- 7.f. the annual cash flow plan contains anticipated credit needs
- 7.g. the annual cash flow plan contains related operating expense for the farm
- 7.h. the annual cash flow plan contains other cash income and expense including family living and taxes payable

**8. Explain the process for conducting a year-end closeout and analysis;**

**You will demonstrate your competence:**

- 8.a. by performing a year end analysis

**Your performance will be successful when:**

- 8.a. all income and expense categories are totaled and ready for entry into analysis instrument
- 8.b. the cash check is within 2% of all cash
- 8.c. the liability check reconciles to zero
- 8.d. the livestock inventories check reconciles to zero
- 8.e. the crop and feed check reconciles to zero or discrepancy can be explained, i.e. seed usage
- 8.f. you complete an inventory of all assets
- 8.g. you complete an inventory of all liabilities
- 8.h. you complete a worksheet of all crop production data
- 8.i. you complete a worksheet of all livestock production data

**9. Apply enterprise budgeting concepts**

**You will demonstrate your competence:**

- 9.a. by applying enterprise budgets in a cash flow projection

**Your performance will be successful when:**

- 9.a. enterprise budgets show detailed income
- 9.b. enterprise budgets show detailed expenses
- 9.c. enterprise budgets show detailed production
- 9.d. enterprise budgets show non-cash items (i.e.: death loss percentage, labor hours, quantity feed fed, months on farm, etc.)

**10. Interpret Identify current issues related to the farm business;**

**You will demonstrate your competence:**

- 10.a. by discussing current issues that affect your farm business

**Your performance will be successful when:**

- 10.a. you identify state and local issues and concerns as they relate to your farm business
- 10.b. you identify regional issues and concerns as they relate to your farm business
- 10.c. you identify national and global issues and concerns as they relate to your farm business
- 10.d. you discuss components of the federal farm bill as it relates to your farm business

**11. Discuss business, family, and personal goals; and**

**12. Discuss Financial Plans with Stakeholders.**

# 1211: Introduction to Farm Business Management

## Course Outcome Summary

### Course Information

Organization	Minnesota State
Developers	M State FBM Curriculum Review Team
Course Number	FBMT1211
Total Credits	4

### Description

This course introduces basic farm business management concepts. Students will study the farm management planning cycle and develop an understanding of its relationship to family and farm business goal setting, cash and enterprise accounting principles, and tax planning.

### Prerequisites

None

### ~~Exit Learning Outcomes~~

#### ~~Program Outcomes~~

- A. ~~Maintain production and financial business records~~
- B. ~~Demonstrate strategic decision-making skills~~
- C. ~~Evaluate personal and business goals and plans~~
- D. ~~Manage business resources and technologies~~
- E. ~~Manage risk~~

### ~~Competencies~~Course Outcomes

1. Explain the farm business management cycle ~~to include {planning, implementation, and controlling};~~  
You will demonstrate your competence:
  - 1.a. by implementing the Farm Business Cycle in your farm operationYour performance will be successful when:
  - 1.a. you complete development of a checklist of the tasks included in the farm management cycle
  - 1.b. you discuss your plan with your FBM instructor
  - 1.c. you implement the items on your checklist of tasks
2. Describe a risk management assessment in all aspects of both farm and non-farm operations;  
You will demonstrate your competence:
  - 2.a. by completing a risk assessmentYour performance will be successful when:
  - 2.a. you complete a current farm fire, wind and liability assessment
  - 2.b. you complete a health, disability and long term care assessment
  - 2.c. you complete a comprehensive life insurance assessment
  - 2.d. you complete a federal crop insurance assessment

- 2.e. you complete an assessment of your estate plan/will/trust
- 2.f. you complete an assessment of market risk for market livestock and crops
3. **Explain tax and management depreciation;**  
**You will demonstrate your competence:**
  - 3.a. by explaining the difference between tax and management depreciation**Your performance will be successful when:**
  - 3.a. you secure the current tax depreciation schedule(s) for your farm business
  - 3.b. you explain the objective of management depreciation
  - 3.c. you explain the objective of tax depreciation
  - 3.d. you discuss the depreciation differences with your FBM instructor
4. **List income and expenses for the tax year;**  
**You will demonstrate your competence:**
  - 4.a. Complete list of year to date income and expenses
  - 4.b. Estimate list of income and expenses that will occur before the end of the tax year
  - 4.c. Assemble all data needed to complete an income tax estimate**Your performance will be successful when:**
  - 4.a. you complete a YTD actual income and expense summary
  - 4.b. you complete a projection of remainder of year income and expenses
  - 4.c. you develop a complete list of all capital purchases and anticipated capital purchases
  - 4.d. you secure a copy of your most recent tax depreciation schedule(s)
5. **Describe ~~farm business enterprise characteristics (i.e. crops, livestock, value added);~~ characteristics within different farm business enterprises.**  
**You will demonstrate your competence:**
  - 5.a. by listing the crop, ~~and~~ livestock, and/or value-added enterprises for your farming operation**Your performance will be successful when:**
  - 5.a. you list all livestock enterprises for your farm operation
  - 5.b. you list all crop enterprises for your farm operation
  - 5.c. you list value-added enterprises for your farm operation.
  - 5.d. you explain the difference between general or whole farm, family, and production enterprises
6. **Identify a ~~comprehensive financial and production~~ record-keeping system;**  
**You will demonstrate your competence:**
  - 6.a. by using an appropriate system (computerized or paper/pencil)**Your performance will be successful when:**
  - 6.a. your record system includes comprehensive chart of accounts to track income and expense
  - 6.b. your record system includes all enterprises for the farm
  - 6.c. your record system can be reconciled with bank statement
  - 6.d. your record system includes all supplemental crop and livestock production data
7. **Describe the components of a balance sheet;**  
**You will demonstrate your competence:**
  - 7.a. by completing a financial statement**Your performance will be successful when:**
  - 7.a. your financial statement includes all current assets and liabilities

- 7.b. your financial statement includes all intermediate assets and liabilities
- 7.c. your financial statement includes all long term assets and liabilities
- 7.d. your financial statement includes deferred tax liability
- 8. **Identify available technologies for improving the farm business;**  
**You will demonstrate your competence:**
  - 8.a. by investigating technologies for improving your farm business**Your performance will be successful when:**
  - 8.a. you list the present technologies utilized on your farm
  - 8.b. you identify the technologies that are available for your livestock and crop production systems
  - 8.c. you identify the technologies that will improve your farm business record system
- 9. **Identify business, family, and personal goals;**  
**You will demonstrate your competence:**
  - 9.a. by establishing written goals**Your performance will be successful when:**
  - 9.a. you write three short term goals
  - 9.b. you write three intermediate goals
  - 9.c. you write three long term goals
  - 9.d. your goals are specific, measurable, attainable, realistic, and time limited (SMART)
  - 9.e. your goals include ways to participate in business professional organizations
  - 9.f. your goals include plans for personal retirement
- 10. **Identify current enterprise resource needs (i.e. feed, seed, fertilizer);**  
**You will demonstrate your competence:**
  - 10.a. by developing an enterprise budget**Your performance will be successful when:**
  - 10.a. the enterprise budget includes production by unit
  - 10.b. the enterprise budget includes projected price per unit
  - 10.c. the enterprise budget includes all direct costs per unit (i.e. fertilizer seed chem, breeding, vet, feed)
  - 10.d. the enterprise budget includes number of units for the year (i.e. number of head, acres)
  - 10.e. the enterprise budget includes inventory disappearance (shrink/death loss, feed fed)
- 11. **List time management strategies for the operation; and**  
**You will demonstrate your competence:**
  - 11.a. developing a list of time management strategies**Your performance will be successful when:**
  - 11.a. you create and prioritize a list of daily tasks
  - 11.b. you create a daily management routine
  - 11.c. you implement a plan to effectively address and file daily correspondence
- 12. **Relate how Recognize how current tax return impacts your farm business.**

**We are done with this one.**

# Foundations for Farm Business Management

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1112

**Type of Instruction:** Individualized

**Total Credits:** 4.0

**Total Hours of Instruction:** 16.0

### Description:

This course is an overview of the Farm Business Management Program. The student will be introduced to goal setting, business assessment, personal assessment, record keeping, and business projections to provide the foundation for personal and business management progress. Current issues affecting business management are an integral part of the course.

### Course Outcomes:

1. Identify your current level of business exposure risk
  - a. **You will demonstrate your competence:**
    - i. by evaluating your risk assessment
  - b. **Your performance will be successful when:**
    - i. your risk evaluation indicates level of environmental risk
    - ii. your risk evaluation indicates level of biological risk
    - iii. your risk evaluation indicates level of production risk
    - iv. your risk evaluation indicates level of social/labor/human resource risk
    - v. your risk evaluation indicates level of financial risk
    - vi. your risk evaluation indicates level of marketing risk
2. Identify steps in the decision-making process
  - a. **You will demonstrate your competence:**
    - i. by using the decision-making process to make decisions
  - b. **Your performance will be successful when:**
    - i. you obtain relevant data
    - ii. you generate alternatives
    - iii. you evaluate alternatives
    - iv. you choose a decision
    - v. you implement the decision
    - vi. you evaluate the decision

3. Determine the annual labor needs for your farm business
  - a. **You will demonstrate your competence:**
    - i. Record the unpaid and paid labor needs for the farm business
  - b. **Your performance will be successful when:**
    - i. you conduct a family labor inventory
    - ii. you conduct a hired labor inventory
    - iii. you conduct a labor audit for crop enterprises
    - iv. you conduct a labor audit for livestock enterprises
    - v. you conduct labor audit for general farm labor
    - vi. you align labor needs with available labor
4. Identify the capital needs of the business (i.e. buildings, land, and equipment)
  - a. **You will demonstrate your competence:**
    - i. Record the capital needs of the business
  - b. **Your performance will be successful when:**
    - i. you list the available land resources
    - ii. you list the available building resources
    - iii. you list the available equipment resources
    - iv. you discuss the cropping requirements as they compare to the available equipment
    - v. you discuss the livestock housing requirements needed for desired livestock numbers
    - vi. you discuss the land requirements needed for all livestock and cropping enterprises
5. Identify balance sheet ratios
  - a. **You will demonstrate your competence:**
    - i. by reviewing your balance sheet ratios
  - b. **Your performance will be successful when:**
    - i. you identify and discuss working capital with your FBM instructor
    - ii. you identify and discuss current ratio with your FBM instructor
    - iii. you identify and discuss the solvency ratios with your FBM instructor
6. Determine the farm credit needs of your operation
  - a. **You will demonstrate your competence:**
    - i. by identifying annual credit needs
  - b. **Your performance will be successful when:**
    - i. you identify peak operating cash needs
    - ii. you identify appropriate term length for capital expenditures
    - iii. you identify various refinance options
    - iv. you characterize short, intermediate, and long-term credit
7. Construct the cash flow plan
  - a. **You will demonstrate your competence:**
    - i. by constructing a cash flow plan
  - b. **Your performance will be successful when:**
    - i. the annual cash flow plan has complete livestock and crop budgets
    - ii. the annual cash flow plan has complete financial statement
    - iii. the annual cash flow plan has crop acreage projections

- iv. the annual cash flow plan has livestock production projections
  - v. the annual cash flow plan contains anticipated capital purchases and sales
  - vi. the annual cash flow plan contains anticipated credit needs
  - vii. the annual cash flow plan contains related operating expense for the farm
  - viii. the annual cash flow plan contains other cash income and expense including family living and taxes payable
8. Demonstrate preparation for conducting a year-end closeout and analysis
- a. You will demonstrate your competence:**
    - i. assemble components of a year-end analysis
  - b. Your performance will be successful when:**
    - i. all income and expense categories are totaled and ready for entry into analysis instrument
    - ii. the cash check is within 2% of all cash
    - iii. the liability check reconciles to zero
    - iv. the livestock inventories check reconciles to zero
    - v. the crop and feed check reconciles to zero or discrepancy can be explained (i.e. seed usage)
    - vi. you complete an inventory of all assets
    - vii. you complete an inventory of all liabilities
    - viii. you complete a worksheet of all crop production data
    - ix. you complete a worksheet of all livestock production data
9. Apply enterprise budgeting concepts
- a. You will demonstrate your competence:**
    - i. by applying enterprise budgets in a cash flow projection
  - b. Your performance will be successful when:**
    - i. enterprise budgets show detailed income
    - ii. enterprise budgets show detailed expenses
    - iii. enterprise budgets show detailed production
    - iv. enterprise budgets show non-cash items (i.e. death loss percentage, labor hours, quantity feed fed, months on farm, etc.)
10. Identify current issues related to the farm business
- a. You will demonstrate your competence:**
    - i. by discussing current issues that affect your farm business
  - b. Your performance will be successful when:**
    - i. you identify state and local issues and concerns as they relate to your farm business
    - ii. you identify regional issues and concerns as they relate to your farm business
    - iii. you identify national and global issues and concerns as they relate to your farm business
    - iv. you discuss components of the federal farm bill as it relates to your farm business
11. Assemble business, family, and personal goals
12. Explain Financial Plans with Stakeholders

**Course Title:** Special Topics – Livestock

**Course Number:** FBMT 2230

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outline**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data
- Compare data for options related to focus area

III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

IV. Implement the plan



## V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

### Course Outcomes

1. Develop a nutrient and/or pest management plan;
2. Evaluate profitability;
3. Develop enterprise budget;
4. Develop inventory tracking;
5. Generate tracking report for feed fed; and
6. Prepare animal welfare plan.

**Course Title:** Special Topics – Livestock

**Course Number:** FBMT 2230

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outline**

1. Develop a nutrient and/or pest management plan;
2. Evaluate profitability;
3. Develop enterprise budget;
4. Develop inventory tracking;
5. Generate tracking report for feed fed; and
6. Prepare animal welfare plan.

### **Course ~~Outline~~Outcomes**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data

- Compare data for options related to focus area

### III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

### IV. Implement the plan

### V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

### ~~Course Outcomes~~

- ~~1. Develop a nutrient and/or pest management plan;~~
- ~~2. Evaluate profitability;~~
- ~~3. Develop enterprise budget;~~
- ~~4. Develop inventory tracking;~~
- ~~5. Generate tracking report for feed fed; and~~
- ~~6. Prepare animal welfare plan.~~

We are finished with this one.

# Special Topics - Livestock

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2230

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### Description:

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### Course Outcomes:

1. Determine a livestock management specific focus for the course based on your farm business
  - a. Select livestock management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the livestock management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop an implementation plan
  - a. Identify key factors to include in plan

- b. Incorporate findings into plan
  - c. Finalize the plan
- 4. Implement the plan
- 5. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

### **Course Outline:**

- 1. Develop a nutrient and/or pest management plan
- 2. Evaluate profitability
- 3. Develop enterprise budget
- 4. Develop inventory tracking
- 5. Generate tracking report for feed fed
- 6. Prepare animal welfare plan

# 1121: Preparation for Farm Business Analysis

## Course Outcome Summary

### Course Information

<b>Organization</b>	Minnesota State
<b>Developers</b>	M State FBM Curriculum Review Team
<b>Course Number</b>	FBMT 1121
<b>Total Credits</b>	4

### Description

This course will take the student through a step by step procedure to close out a complete year of farm business records. This course will emphasize tax planning, completing inputs to livestock and crop enterprises, and emphasizing cash and liabilities accuracy. A completed business and enterprise analysis will be the course focus.

### Exit Learning Outcomes

#### Program Outcomes

- A. Maintain production and financial business records
- B. Demonstrate strategic decision-making skills
- C. Evaluate personal and business goals and plans
- D. Manage risk
- E. Manage business resources and technologies

### Competencies

1. **Identify credits and deductions for tax management;**  
**You will demonstrate your competence:**
  - 1.a. by determining credits and deductions for tax management
  - 1.b. by completing an income tax estimate and implementing a tax management plan**Your performance will be successful when:**
  - 1.a. you identify current federal tax credits
  - 1.b. you identify current state tax credits
  - 1.c. you identify current state tax deductions
  - 1.d. you identify current federal tax deductions
  - 1.e. you participate in a tax planning seminar/session
  - 1.f. you complete a tax estimate
  - 1.g. you implement one of the plans from the estimate
2. **Identify the data necessary to complete a business analysis;**  
**You will demonstrate your competence:**
  - 2.a. by capturing the data necessary to complete a business analysis**Your performance will be successful when:**
  - 2.a. you complete an annual account of your financial and production records
  - 2.b. you complete a year end inventory of assets and liabilities
  - 2.c. you validate the accuracy of all information

3. **Recognize the compatibility of new technology with existing systems;**  
**You will demonstrate your competence:**
  - 3.a. by determining compatibility of new technology with existing systems**Your performance will be successful when:**
  - 3.a. you evaluate your current technology system
  - 3.b. you evaluate your current technology needs
  - 3.c. you choose appropriate technology products to serve your business needs
4. **Compare the sources, pricing, and performance of business and production inputs;**  
**You will demonstrate your competence:**
  - 4.a. by comparing the sources, pricing and performance of business and production inputs**Your performance will be successful when:**
  - 4.a. you identify inputs required for production
  - 4.b. you determine local and regional sources for production inputs
  - 4.c. you review available information relative to input performance
  - 4.d. you rate value of inputs based on performance and price
5. **Employ a detailed record system;**  
**You will demonstrate your competence:**
  - 5.a. by enhancing the record system detail through expanded enterprising of income and expenses**Your performance will be successful when:**
  - 5.a. you enterprise crop transactions in your accounting system
  - 5.b. you enterprise livestock transactions in your accounting system
  - 5.c. you enterprise value added transactions in your accounting system
  - 5.d. you maintain detailed and accurate vendor accounts
6. **Draft family and personal goals;**  
**You will demonstrate your competence:**
  - 6.a. by evaluating business, family and personal goals**Your performance will be successful when:**
  - 6.a. you review business, family and personal goals
  - 6.b. you identify goals achieved
  - 6.c. you modify goals to reflect current objectives
  - 6.d. you discuss new goals with current stakeholders
7. **Monitor cash flow by comparing actual vs. planned;**  
**You will demonstrate your competence:**
  - 7.a. by monitoring and comparing actual vs. planned cash flow**Your performance will be successful when:**
  - 7.a. you maintain current accounting records
  - 7.b. you complete a periodic monitoring worksheet (FINFLO)
  - 7.c. you validate the accuracy of the profit loss statement
  - 7.d. you adjust cash flow where necessary
8. **Explain how the farm management cycle pertains to the farm business;**  
**You will demonstrate your competence:**
  - 8.a. by explaining how the farm management cycle pertains to the farm business to your FBM instructor

**Your performance will be successful when:**

- 8.a. you discuss how to assemble a farm business plan
- 8.b. you prepare data to assemble your farm business plan
- 8.c. you discuss the process for review of your farm business plan

**9. Recognize the implications of asset valuation and depreciation;**

**You will demonstrate your competence:**

- 9.a. by recognizing the implications of asset valuation and depreciation

**Your performance will be successful when:**

- 9.a. you explain cost valuation of assets
- 9.b. you explain market valuation of assets
- 9.c. you explain the concept of cost value (management) depreciation

**10. Construct a detailed year-end balance sheet;**

**11. Construct a tax management plan; and**

**12. Assemble accurate production records.**



# 1121: Preparation for Farm Business Analysis

## Course Outcome Summary

### Course Information

<b>Organization</b>	Minnesota State
<b>Developers</b>	M State FBM Curriculum Review Team
<b>Course Number</b>	FBMT 1121
<b>Total Credits</b>	4

### Description

This course will take the student through a step-by-step procedure to close out a complete year of farm business records. This course will emphasize tax planning, completing inputs to livestock and crop enterprises, and emphasizing cash and liabilities accuracy. A completed business and enterprise analysis will be the course focus.

### ~~Exit Learning Outcomes~~

#### ~~Program Outcomes~~

- A. ~~Maintain production and financial business records~~
- B. ~~Demonstrate strategic decision making skills~~
- C. ~~Evaluate personal and business goals and plans~~
- D. ~~Manage risk~~
- E. ~~Manage business resources and technologies~~

### ~~Competencies~~Course Outcomes

1. **Identify credits and deductions for tax management;**  
**You will demonstrate your competence:**
  - 1.a. by determining credits and deductions for tax management
  - 1.b. by completing an income tax estimate and implementing a tax management plan**Your performance will be successful when:**
  - 1.a. you identify current federal tax credits
  - 1.b. you identify current state tax credits
  - 1.c. you identify current state tax deductions
  - 1.d. you identify current federal tax deductions
  - 1.e. you participate in a tax planning seminar/session
  - 1.f. you complete a tax estimate
  - 1.g. you implement one of the plans from the estimate
2. **Identify the data necessary to complete a business analysis;**  
**You will demonstrate your competence:**
  - 2.a. by capturing the data necessary to complete a business analysis**Your performance will be successful when:**
  - 2.a. you complete an annual account of your financial and production records
  - 2.b. you complete a year end inventory of assets and liabilities
  - 2.c. you validate the accuracy of all information

3. **Examine ~~Recognize~~ the compatibility of new technology with existing systems;**  
**You will demonstrate your competence:**  
 3.a. by determining compatibility of new technology with existing systems  
**Your performance will be successful when:**  
 3.a. you evaluate your current technology system  
 3.b. you evaluate your current technology needs  
 3.c. you choose appropriate technology products to serve your business needs
4. **Compare the sources, pricing, and performance of business and production inputs;**  
**You will demonstrate your competence:**  
 4.a. by comparing the sources, pricing and performance of business and production inputs  
**Your performance will be successful when:**  
 4.a. you identify inputs required for production  
 4.b. you determine local and regional sources for production inputs  
 4.c. you review available information relative to input performance  
 4.d. you rate value of inputs based on performance and price
5. **Employ a detailed record keeping system;**  
**You will demonstrate your competence:**  
 5.a. by enhancing the record system detail through expanded enterprising of income and expenses  
**Your performance will be successful when:**  
 5.a. you enterprise crop transactions in your accounting system  
 5.b. you enterprise livestock transactions in your accounting system  
 5.c. you enterprise value added transactions in your accounting system  
 5.d. you maintain detailed and accurate vendor accounts
6. **Develop ~~raft~~ family and personal goals;**  
**You will demonstrate your competence:**  
 6.a. by evaluating business, family and personal goals  
**Your performance will be successful when:**  
 6.a. you review business, family and personal goals  
 6.b. you identify goals achieved  
 6.c. you modify goals to reflect current objectives  
 6.d. you discuss new goals with current stakeholders
7. **~~Monitor cash flow by comparing~~ Compare the actual vs. planned cash flow;**  
**You will demonstrate your competence:**  
 7.a. by monitoring and comparing actual vs. planned cash flow  
**Your performance will be successful when:**  
 7.a. you maintain current accounting records  
 7.b. you complete a periodic monitoring worksheet (FINFLO)  
 7.c. you validate the accuracy of the profit loss statement  
 7.d. you adjust cash flow where necessary
8. **Explain how the farm management cycle pertains to the farm business;**  
**You will demonstrate your competence:**  
 8.a. by explaining how the farm management cycle pertains to the farm business to your FBM instructor

**Your performance will be successful when:**

- 8.a. you discuss how to assemble a farm business plan
- 8.b. you prepare data to assemble your farm business plan
- 8.c. you discuss the process for review of your farm business plan

**9. Recognize-Examine the implications of asset valuation and depreciation;**

**You will demonstrate your competence:**

- 9.a. by recognizing the implications of asset valuation and depreciation

**Your performance will be successful when:**

- 9.a. you explain cost valuation of assets
- 9.b. you explain market valuation of assets
- 9.c. you explain the concept of cost value (management) depreciation

- 10. \_\_\_\_\_ Construct a detailed year-end balance sheet;
- 11. \_\_\_\_\_ Construct a tax management plan; and
- 12. \_\_\_\_\_ Assemble accurate production records.

We are done with this one.

# Preparation for Farm Business Analysis

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1121

**Type of Instruction:** Individualized

**Total Credits:** 4.0

**Total Hours of Instruction:** 16.0

### Description:

This course will take the student through a step-by-step procedure to close out a complete year of farm business records. This course will emphasize tax planning, completing inputs to livestock and crop enterprises, and emphasizing cash and liabilities accuracy. A completed business and enterprise analysis will be the course focus.

### Course Outcomes:

1. Identify credits and deductions for tax management
  - a. **You will demonstrate your competence:**
    - i. by determining credits and deductions for tax management
    - ii. by completing an income tax estimate and implementing a tax management plan
  - b. **Your performance will be successful when:**
    - i. you identify current federal tax credits
    - ii. you identify current state tax credits
    - iii. you identify current state tax deductions
    - iv. you identify current federal tax deductions
    - v. you participate in a tax planning seminar/session
    - vi. you complete a tax estimate
    - vii. you implement one of the plans from the estimate
2. Identify the data necessary to complete a business analysis
  - a. **You will demonstrate your competence:**
    - i. by capturing the data necessary to complete a business analysis
  - b. **Your performance will be successful when:**
    - i. you complete an annual account of your financial and production records
    - ii. you complete a year-end inventory of assets and liabilities
    - iii. you validate the accuracy of all information
3. Examine the compatibility of new technology with existing systems

- a. **You will demonstrate your competence:**
  - i. by determining compatibility of new technology with existing systems
- b. **Your performance will be successful when:**
  - i. you evaluate your current technology system
  - ii. you evaluate your current technology needs
  - iii. you choose appropriate technology products to serve your business needs
- 4. Compare the sources, pricing, and performance of business and production inputs
  - a. **You will demonstrate your competence:**
    - i. by comparing the sources, pricing and performance of business and production inputs
  - b. **Your performance will be successful when:**
    - i. you identify inputs required for production
    - ii. you determine local and regional sources for production inputs
    - iii. you review available information relative to input performance
    - iv. you rate value of inputs based on performance and price
- 5. Employ a detailed record keeping system
  - a. **You will demonstrate your competence:**
    - i. by enhancing the record system detail through expanded enterprising of income and expenses
  - b. **Your performance will be successful when:**
    - i. you enterprise crop transactions in your accounting system
    - ii. you enterprise livestock transactions in your accounting system
    - iii. you enterprise value added transactions in your accounting system
    - iv. you maintain detailed and accurate vendor accounts
- 6. Develop family and personal goals
  - a. **You will demonstrate your competence:**
    - i. by evaluating business, family, and personal goals
  - b. **Your performance will be successful when:**
    - i. you review business, family, and personal goals
    - ii. you identify goals achieved
    - iii. you modify goals to reflect current objectives
    - iv. you discuss new goals with current stakeholders
- 7. Compare the actual vs. planned cash flow
  - a. **You will demonstrate your competence:**
    - i. by monitoring and comparing actual vs. planned cash flow
  - b. **Your performance will be successful when:**
    - i. you maintain current accounting records
    - ii. you complete a periodic monitoring worksheet (FINFLO)
    - iii. you validate the accuracy of the profit loss statement
    - iv. you adjust cash flow where necessary
- 8. Explain how the farm management cycle pertains to the farm business
  - a. **You will demonstrate your competence:**

- i. by explaining how the farm management cycle pertains to the farm business to your FBM instructor
- b. **Your performance will be successful when:**
  - i. you discuss how to assemble a farm business plan
  - ii. you prepare data to assemble your farm business plan
  - iii. you discuss the process for review of your farm business plan
- 9. Examine the implications of asset valuation and depreciation
  - a. **You will demonstrate your competence:**
    - i. by recognizing the implications of asset valuation and depreciation
  - b. **Your performance will be successful when:**
    - i. you explain cost valuation of assets
    - ii. you explain market valuation of assets
    - iii. you explain the concept of cost value (management) depreciation
- 10. Construct a detailed year-end balance sheet
- 11. Construct a tax management plan
- 12. Assemble accurate production records

**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMF 2200

**Credits:** 1

**Course Description:**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business.

**Course Outline:**

- I. Determine a general farm management specific focus for the course based on your farm business
  - Select general farm management area to be evaluated
  - Identify factors for consideration
  - Examine tools needed to assist with analysis
- II. Investigate information related to the general farm management special focus
  - Research publications and other sources of pertinent data
  - Compare data for options related to focus area
- III. Develop an implementation plan
  - Identify key factors to include in plan
  - Incorporate findings into plan
  - Finalize the plan

**Course Specific Outcomes:**

1. Identify the components related to the topic that are necessary to the operation;
2. Compile information to complete the topic; and
3. Prepare the document.

**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMT 2200

**Credits:** 1

**Course Description:**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business.

**Course Specific Outcomes:**

1. Determine a general farm management specific focus for the course based on your farm business
2. Investigate information related to the general farm management special focus; and
3. Develop a general farm management implementation plan

**Course OutlineOutline:**

- I. Determine a general farm management specific focus for the course based on your farm business
  - Select general farm management area to be evaluated
  - Identify factors for consideration
  - Examine tools needed to assist with analysis
- II. Investigate information related to the general farm management special focus
  - Research publications and other sources of pertinent data
  - Compare data for options related to focus area
- III. Develop an implementation plan
  - Identify key factors to include in plan
  - Incorporate findings into plan
  - Finalize the plan

**Course Specific Outcomes:**

1. Identify the components related to the topic that are necessary to the operation;
2. Compile information to complete the topic; and
3. Prepare the document.

This one is completed



# **Special Topics – General Farm Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2200

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### **Description:**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business.

### **Course Outcomes:**

1. Determine a general farm management specific focus for the course based on your farm business
2. Investigate information related to the general farm management special focus; and
3. Develop a general farm management implementation plan

### **Course Outline:**

1. Determine a general farm management specific focus for the course based on your farm business
  - a. Select general farm management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the general farm management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan

# 1122: Implementing the System Management Plan

## Course Outcome Summary

### Course Information

<b>Organization</b>	Minnesota State
<b>Developers</b>	M State FBM Curriculum Review Team
<b>Course Number</b>	FBMT1122
<b>Total Credits</b>	4

### Description

This course continues to build on the foundation of farm business management. The student will complete a farm business financial and enterprise analysis. Sound financial record keeping is an integral component.

### Exit Learning Outcomes

#### Program Outcomes

- A. Maintain production and financial business records
- B. Interpret business analyses
- C. Utilize business analyses to improve business organization and efficiency
- D. Demonstrate strategic decision-making skills
- E. Evaluate personal and business goals and plans
- F. Manage business resources and technologies
- G. Manage risk

### Competencies

1. **Compare risk management tools and product;**  
**You will demonstrate your competence:**
  - 1.a. by comparing risk management products i.e. crop insurance**Your performance will be successful when:**
  - 1.a. you identify risk management products which reduce your exposure to critical risk areas
  - 1.b. you compare at least two different risk management products
  - 1.c. you discuss the implications of risk assessment findings to your business with your FBM instructor
2. **Compare available current agriculture; technologies and their effect on different enterprises;**  
**You will demonstrate your competence:**
  - 2.a. by comparing available technologies**Your performance will be successful when:**
  - 2.a. you identify a problem that technology can address
  - 2.b. you explore technology options
  - 2.c. you determine the pros/cons for each of the options
3. **Determine benefits of ownership vs. leasing of capital assets;**  
**You will demonstrate your competence:**

3.a. by determining benefits of ownership versus leasing of capital assets

**Your performance will be successful when:**

3.a. you identify the advantages of owning capital assets

3.b. you identify the disadvantages of owning capital assets

3.c. you identify the advantages of leasing capital assets

3.d. you identify the disadvantages of leasing capital assets

**4. Evaluate available credit options;**

**You will demonstrate your competence:**

4.a. by evaluating credit options

**Your performance will be successful when:**

4.a. you explore local and regional credit sources

4.b. you identify government funded credit sources

4.c. you differentiate between current vs. term credit lines

4.d. you explain the impact of risk rating on business credit

4.e. you list advantages and disadvantages of variable versus fixed rate credit

**5. Create standard operating procedures for labor and management resources;**

**You will demonstrate your competence:**

5.a. by establishing standard operating procedures for labor and management resources

**Your performance will be successful when:**

5.a. you review a comprehensive labor management handbook

5.b. you discuss the advantages and disadvantages of creating a labor handbook/plan with your FBM Instructor

5.c. you comply with federal and state labor laws

**6. Examine enterprise analysis information;**

**You will demonstrate your competence:**

6.a. by examining enterprise analysis information

**Your performance will be successful when:**

6.a. you utilize enterprising in accounting

6.b. you complete a business enterprise analysis with assistance from the FBM Instructor

6.c. you discuss the implications of the analysis summary to your business

6.d. you review the enterprise output and compare to benchmarks

**7. Compile income and expense data for yearend analysis and tax preparation;**

**You will demonstrate your competence:**

7.a. by tabulating income and expense data for yearend analysis and tax preparation

**Your performance will be successful when:**

7.a. you complete the input of income and expense data in your accounting record system

7.b. you validate the accuracy of the accounting records

7.c. you generate output reports for yearend closeout and tax preparation

**8. Refine enterprise budgets;**

**You will demonstrate your competence:**

8.a. by refining enterprise budgets

**Your performance will be successful when:**

8.a. you compare planned vs. actual

8.b. you modify the enterprise budget

9. Examine historical farm data;  
**You will demonstrate your competence:**  
9.a. by examining historical farm data  
**Your performance will be successful when:**  
9.a. you discuss the value of farm historical data with your FBM Instructor  
9.b. you identify business ratio trends  
9.c. you identify historical production trends
10. **Identify marketing goals;**  
**You will demonstrate your competence:**  
10.a. by establishing marketing goals and strategies  
**Your performance will be successful when:**  
10.a. you determine cash flow needs to operate the business  
10.b. you identify potential market outlets  
10.c. you review marketing tools available (contracts)  
10.d. you discuss the advantages of a marketing plan
11. **Describe financial ratio indicators of the farm business; and**  
**You will demonstrate your competence:**  
11.a. by relating financial ratio indicators to the farm business  
**Your performance will be successful when:**  
11.a. you identify business ratios  
11.b. you explain the financial ratios and how they are calculated  
11.c. you complete a financial ratio scorecard
12. **Identify marketing strategies.**

# 1122: Implementing the System Management Plan

## Course Outcome Summary

### Course Information

Organization	Minnesota State
Developers	M State FBM Curriculum Review Team
Course Number	FBMT1122
Total Credits	4

### Description

This course continues to build on the foundation of farm business management. The student will complete a farm business financial and enterprise analysis. Sound financial record keeping is an integral component.

### ~~Exit Learning Outcomes~~

#### ~~Program Outcomes~~

- A. ~~Maintain production and financial business records~~
- B. ~~Interpret business analyses~~
- C. ~~Utilize business analyses to improve business organization and efficiency~~
- D. ~~Demonstrate strategic decision-making skills~~
- E. ~~Evaluate personal and business goals and plans~~
- F. ~~Manage business resources and technologies~~
- G. ~~Manage risk~~

### ~~Competencies~~Course Outcomes

1. **Compare risk management tools and products;**  
You will demonstrate your competence:  
1.a. by comparing risk management products i.e. crop insurance  
Your performance will be successful when:  
1.a. you identify risk management products which reduce your exposure to critical risk areas  
1.b. you compare at least two different risk management products  
1.c. you discuss the implications of risk assessment findings to your business with your FBM instructor
2. **Compare available current agricultural~~ale~~ technologies and their effect on different enterprises;**  
You will demonstrate your competence:  
2.a. by comparing available technologies  
Your performance will be successful when:  
2.a. you identify a problem that technology can address  
2.b. you explore technology options  
2.c. you determine the pros/cons for each of the options
3. **Determine benefits of ownership vs. leasing of capital assets;**  
You will demonstrate your competence:

3.a. by determining benefits of ownership versus leasing of capital assets

**Your performance will be successful when:**

3.a. you identify the advantages of owning capital assets

3.b. you identify the disadvantages of owning capital assets

3.c. you identify the advantages of leasing capital assets

3.d. you identify the disadvantages of leasing capital assets

**4. Evaluate available credit options;**

**You will demonstrate your competence:**

4.a. by evaluating credit options

**Your performance will be successful when:**

4.a. you explore local and regional credit sources

4.b. you identify government funded credit sources

4.c. you differentiate between current vs. term credit lines

4.d. you explain the impact of risk rating on business credit

4.e. you list advantages and disadvantages of variable versus fixed rate credit

**5. Create standard operating procedures for labor and management resources;**

**You will demonstrate your competence:**

5.a. by establishing standard operating procedures for labor and management resources

**Your performance will be successful when:**

5.a. you review a comprehensive labor management handbook

5.b. you discuss the advantages and disadvantages of creating a labor handbook/plan with your FBM Instructor

5.c. you comply with federal and state labor laws

**6. Examine enterprise analysis information;**

**You will demonstrate your competence:**

6.a. by examining enterprise analysis information

**Your performance will be successful when:**

6.a. you utilize enterprising in accounting

6.b. you complete a business enterprise analysis with assistance from the FBM Instructor

6.c. you discuss the implications of the analysis summary to your business

6.d. you review the enterprise output and compare to benchmarks

**7. Compile income and expense data for year-end analysis and tax preparation;**

**You will demonstrate your competence:**

7.a. by tabulating income and expense data for yearend analysis and tax preparation

**Your performance will be successful when:**

7.a. you complete the input of income and expense data in your accounting record system

7.b. you validate the accuracy of the accounting records

7.c. you generate output reports for yearend closeout and tax preparation

**8. Revise/fine enterprise budgets;**

**You will demonstrate your competence:**

8.a. by refining enterprise budgets

**Your performance will be successful when:**

8.a. you compare planned vs. actual

8.b. you modify the enterprise budget

9. **Examine historical farm data;**
- You will demonstrate your competence:**
- 9.a. by examining historical farm data
- Your performance will be successful when:**
- 9.a. you discuss the value of farm historical data with your FBM Instructor
- 9.b. you identify business ratio trends
- 9.c. you identify historical production trends
10. **Identify marketing goals;**
- You will demonstrate your competence:**
- 10.a. by establishing marketing goals and strategies
- Your performance will be successful when:**
- 10.a. you determine cash flow needs to operate the business
- 10.b. you identify potential market outlets
- 10.c. you review marketing tools available (contracts)
- 10.d. you discuss the advantages of a marketing plan
11. **Describe-Utilize the farm business financial ratio indicators of the farm business to assess business health; and**
- You will demonstrate your competence:**
- 11.a. by relating financial ratio indicators to the farm business
- Your performance will be successful when:**
- 11.a. you identify business ratios
- 11.b. you explain the financial ratios and how they are calculated
- 11.c. you complete a financial ratio scorecard
12. **Identify marketing strategies.**

**This one is done.**

# Implementing the System Management Plan

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1122

**Type of Instruction:** Individualized

**Total Credits:** 4.0

**Total Hours of Instruction:** 16.0

### Description:

This course continues to build on the foundation of farm business management. The student will complete a farm business financial and enterprise analysis. Sound financial record keeping is an integral component.

### Course Outcomes:

1. Compare risk management tools and products
  - a. **You will demonstrate your competence:**
    - i. by comparing risk management products i.e. crop insurance
  - b. **Your performance will be successful when:**
    - i. you identify risk management products which reduce your exposure to critical risk areas
    - ii. you compare at least two different risk management products
    - iii. you discuss the implications of risk assessment findings to your business with your FBM instructor
2. Compare available current agricultural technologies and their effect on different enterprises
  - a. **You will demonstrate your competence:**
    - i. by comparing available technologies
    - ii. by comparing available technologies
  - b. **Your performance will be successful when:**
    - i. you identify a problem that technology can address
    - ii. you explore technology options
    - iii. you determine the pros/cons for each of the options
3. Determine benefits of ownership vs. leasing of capital assets
  - a. **You will demonstrate your competence:**
    - i. by determining benefits of ownership versus leasing of capital assets
  - b. **Your performance will be successful when:**
    - i. you identify the advantages of owning capital assets
    - ii. you identify the disadvantages of owning capital assets



- iii. you identify the advantages of leasing capital assets
  - iv. you identify the disadvantages of leasing capital assets
- 4. Evaluate available credit options
  - a. **You will demonstrate your competence:**
    - i. by evaluating credit options
  - b. **Your performance will be successful when:**
    - i. you explore local and regional credit sources
    - ii. you identify government funded credit sources
    - iii. you differentiate between current vs. term credit lines
    - iv. you explain the impact of risk rating on business credit
    - v. you list advantages and disadvantages of variable versus fixed rate credit
- 5. Create standard operating procedures for labor and management resources
  - a. **You will demonstrate your competence:**
    - i. by establishing standard operating procedures for labor and management resources
  - b. **Your performance will be successful when:**
    - i. you review a comprehensive labor management handbook
    - ii. you discuss the advantages and disadvantages of creating a labor handbook/plan with your FBM Instructor
    - iii. you comply with federal and state labor laws
- 6. Examine enterprise analysis information
  - a. **You will demonstrate your competence:**
    - i. by examining enterprise analysis information
  - b. **Your performance will be successful when:**
    - i. you utilize enterprising in accounting
    - ii. you complete a business enterprise analysis with assistance from the FBM Instructor
    - iii. you discuss the implications of the analysis summary to your business
    - iv. you review the enterprise output and compare to benchmarks
- 7. Compile income and expense data for year-end analysis and tax preparation
  - a. **You will demonstrate your competence:**
    - i. by tabulating income and expense data for year-end analysis and tax preparation
  - b. **Your performance will be successful when:**
    - i. you complete the input of income and expense data in your accounting record system
    - ii. you validate the accuracy of the accounting records
    - iii. you generate output reports for year-end closeout and tax preparation
- 8. Revise enterprise budgets
  - a. **You will demonstrate your competence:**
    - i. by refining enterprise budgets
  - b. **Your performance will be successful when:**
    - i. you compare planned vs. actual

- ii. you modify the enterprise budget
- 9. Examine historical farm data
  - a. **You will demonstrate your competence:**
    - i. by examining historical farm data
  - b. **Your performance will be successful when:**
    - i. you discuss the value of farm historical data with your FBM Instructor
    - ii. you identify business ratio trends
    - iii. you identify historical production trends
- 10. Identify marketing goals
  - a. **You will demonstrate your competence:**
    - i. by establishing marketing goals and strategies
  - b. **Your performance will be successful when:**
    - i. you determine cash flow needs to operate the business
    - ii. you identify potential market outlets
    - iii. you review marketing tools available (contracts)
    - iv. you discuss the advantages of a marketing plan
- 11. Utilize the farm business financial ratio indicators to assess business health
  - a. **You will demonstrate your competence:**
    - i. by relating financial ratio indicators to the farm business
  - b. **Your performance will be successful when:**
    - i. you identify business ratios
    - ii. you explain the financial ratios and how they are calculated
    - iii. you complete a financial ratio scorecard
- 12. Identify marketing strategies

**Course Title:** Special Topics – Livestock

**Course Number:** FBMT 2231

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outline**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data
- Compare data for options related to focus area

III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

IV. Implement the plan

V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

### **Course Outcomes**

1. Develop a nutrient and/or pest management plan;
2. Evaluate profitability;
3. Develop enterprise budget;
4. Develop inventory tracking;
5. Generate tracking report for feed fed; and
6. Prepare animal welfare plan.

**Course Title: Special Topics – Livestock**

**Course Number: FBMT 2231**

**Credits: 1**

**Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

**Course Outline**

1. Develop a nutrient and/or pest management plan;
2. Evaluate profitability;
3. Develop enterprise budget;
4. Develop inventory tracking;
5. Generate tracking report for feed fed; and
6. Prepare animal welfare plan.

**Course Outcomes**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data

- Compare data for options related to focus area

### III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

### IV. Implement the plan

### V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

We are finished with this one.

**Course Title:** ~~Special Topics—Livestock~~

**Course Number:** ~~FBMT 2231~~

**Credits:** ~~1~~

### **Course Description**

~~This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.~~

- ~~1. Beef—cow/calf~~
- ~~2. Dairy~~
- ~~3. Swine~~
- ~~4. Sheep~~
- ~~5. Goat~~
- ~~6. Turkey~~
- ~~7. Chicken~~
- ~~8. Dairy heifers~~
- ~~9. Beef market~~
- ~~10. Specialty livestock (organic, honey bees, deer, elk, etc.)~~

### **Course Outline**

~~I. Determine a livestock management specific focus for the course based on your farm business~~

- ~~• Select livestock management area to be evaluated~~
- ~~• Identify factors for consideration~~
- ~~• Examine tools needed to assist with analysis~~

~~II. Investigate information related to the livestock management special focus~~

- ~~• Research publications and other sources of pertinent data~~
- ~~• Compare data for options related to focus area~~

~~III. Develop an implementation plan~~

- ~~• Identify key factors to include in plan~~
- ~~• Incorporate findings into plan~~
- ~~• Finalize the plan~~

~~IV. Implement the plan~~

~~V. Evaluate the plan~~

- ~~• Monitor actions~~
- ~~• Record findings~~
- ~~• Consider modifications to the plan as needed, based on findings~~

**Course Outcomes**

- ~~1. Develop a nutrient and/or pest management plan;~~
- ~~2. Evaluate profitability;~~
- ~~3. Develop enterprise budget;~~
- ~~4. Develop inventory tracking;~~
- ~~5. Generate tracking report for feed fed; and~~
- ~~6. Prepare animal welfare plan.~~

# **Special Topics - Livestock**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2231

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### **Description:**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outcomes:**

1. Determine a livestock management specific focus for the course based on your farm business
  - a. Select livestock management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the livestock management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop an implementation plan
  - a. Identify key factors to include in plan



- b. Incorporate findings into plan
  - c. Finalize the plan
- 4. Implement the plan
- 5. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

### **Course Outline:**

- 1. Develop a nutrient and/or pest management plan
- 2. Evaluate profitability
- 3. Develop enterprise budget
- 4. Develop inventory tracking
- 5. Generate tracking report for feed fed
- 6. Prepare animal welfare plan

# 1131: Managing and Modifying Farm System Data

## Course Outcome Summary

### Course Information

<b>Organization</b>	Minnesota State
<b>Developers</b>	M State FBM Curriculum Review Team
<b>Course Number</b>	FBMT1131
<b>Total Credits</b>	4

### Description

This course will help the student refine their farm business data system and assist them in applying year end procedures for farm business analysis. Students improve accuracy in the following: farm enterprise analysis, tax planning, data filing, and cash and liabilities checks

### Exit Learning Outcomes

#### Program Outcomes

- A. Maintain production and financial business records
- B. Interpret business analyses
- C. Utilize business analyses to improve business organization and efficiency
- D. Demonstrate strategic decision-making skills
- E. Evaluate personal and business goals and plans
- F. Manage business resources and technologies
- G. Manage risk

### Competencies

1. **Prioritize areas of risk;**  
**You will demonstrate your competence:**
  - 1.a. by completing and prioritizing a risk assessment**Your performance will be successful when:**
  - 1.a. you rank risks in order from high to low priority based on perceived risk levels
  - 1.b. you provide a prioritized list of specific risks to your instructor
  - 1.c. you discuss your risk assessment with your FBM instructor
2. **Refine method(s) of recording family living expenses and nonfarm business transactions;**  
**You will demonstrate your competence:**
  - 2.a. by creating a list of nonfarm expense categories that will be properly detailed**Your performance will be successful when:**
  - 2.a. you review accepted nonfarm expense accounting codes
  - 2.b. you produce a detailed year end nonfarm expense report
  - 2.c. you compare to previous year(s) reports and local and regional data
3. **Apply goals to business planning processes;**  
**You will demonstrate your competence:**
  - 3.a. by demonstrating how the objectives are being met for each of the farm, personal and family goals

- 3.b. by reviewing options with the instructor
- Your performance will be successful when:**
  - 3.a. you evaluate current goal status
  - 3.b. you document the progress on each of the farm, personal and family goals.
  - 3.c. you modify goals and objectives as necessary
  - 3.d. you implement new strategies
- 4. **Analyze the advantages and disadvantages of ownership of capital assets;**
  - You will demonstrate your competence:**
    - 4.a. by creating a capital asset replacement schedule or acquisition plan
  - Your performance will be successful when:**
    - 4.a. you evaluate the condition and needs of current capital assets
    - 4.b. you develop a list of potential ownership options of the capital asset(s)
    - 4.c. you prepare a list of advantages and disadvantages of the ownership options for the capital asset(s)
- 5. **Organize paid and unpaid labor and management resources for the farm business;**
  - You will demonstrate your competence:**
    - 5.a. by creating a work schedule for paid and unpaid labor using your task analysis data
  - Your performance will be successful when:**
    - 5.a. you compare labor costs and hours to local, regional, and/or state data
    - 5.b. you complete the task analysis on all paid and unpaid labor
    - 5.c. you use the information to create a work schedule for all labor
- 6. **Design a production input acquisition plan;**
  - You will demonstrate your competence:**
    - 6.a. by producing a plan for the upcoming year
  - Your performance will be successful when:**
    - 6.a. you review your current production budgets
    - 6.b. you complete a current balance sheet
    - 6.c. you complete a cash flow plan with your instructor
    - 6.d. you complete the acquisition plan which includes managerial flexibility
- 7. **Audit financial data using cash and liability accuracy checks;**
  - You will demonstrate your competence:**
    - 7.a. you complete a cash accuracy check
    - 7.b. you complete a liability accuracy check
  - Your performance will be successful when:**
    - 7.a. you complete the liability accuracy check with 100% accountability
    - 7.b. you complete the cash accuracy check within acceptable limits of accountability
- 8. **Determine pre-payment options and implications;**
  - You will demonstrate your competence:**
    - 8.a. by creating a list of pre-payment options
  - Your performance will be successful when:**
    - 8.a. you determine current levels of income and expense
    - 8.b. you determine projected levels of income and expense
    - 8.c. you complete a tax estimate worksheet with the instructor
    - 8.d. you discuss implications of pre-payment options with the instructor

**9. Apply marketing strategies to tax planning**

**You will demonstrate your competence:**

9.a. by creating a list of marketing options

**Your performance will be successful when:**

9.a. you determine current levels of income and expense

9.b. you determine projected levels of income and expense

9.c. you complete a tax estimate worksheet

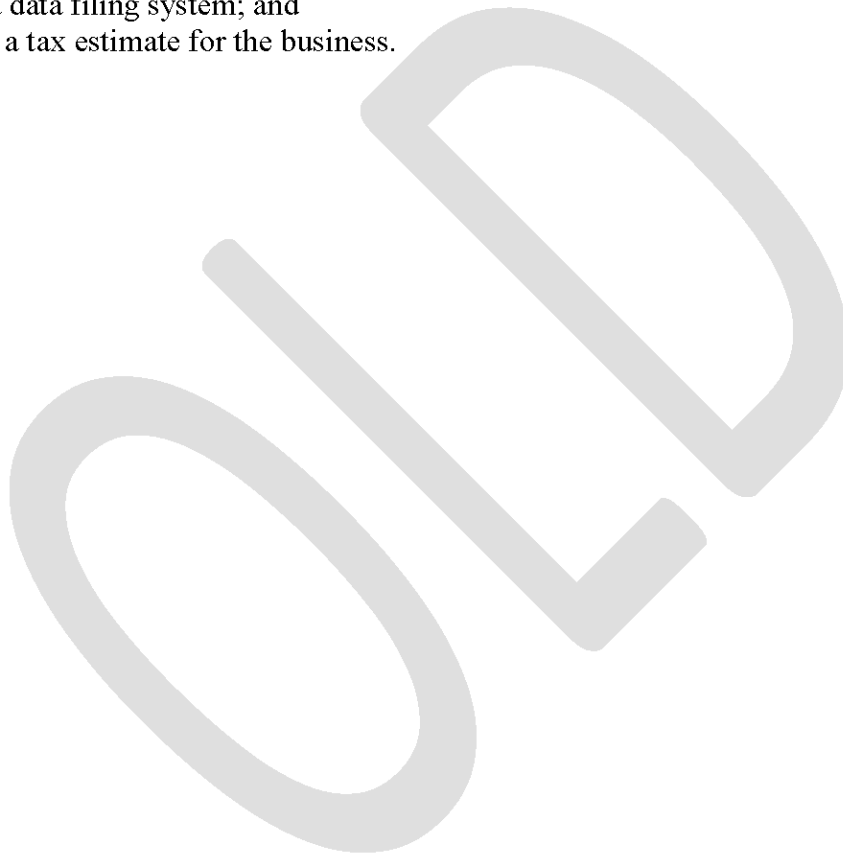
9.d. you use your tax estimate to create a list of marketing options

9.e. you discuss implications of marketing strategies with your instructor

10. Compare business analysis with regional averages;

11. Devise a data filing system; and

12. Analyze a tax estimate for the business.



# 1131: Managing and Modifying Farm System Data

## Course Outcome Summary

### Course Information

Organization	Minnesota State
Developers	M State FBM Curriculum Review Team
Course Number	FBMT1131
Total Credits	4

### Description

This course will help the student refine their farm business data system and assist them in applying year end procedures for farm business analysis. Students improve accuracy in the following: farm enterprise analysis, tax planning, data filing, and cash and liabilities checks

### Exit Learning Outcomes

#### Program Outcomes

- A. ~~Maintain production and financial business records~~
- B. ~~Interpret business analyses~~
- C. ~~Utilize business analyses to improve business organization and efficiency~~
- D. ~~Demonstrate strategic decision-making skills~~
- E. ~~Evaluate personal and business goals and plans~~
- F. ~~Manage business resources and technologies~~
- G. ~~Manage risk~~

### CompetenciesCourse Outcomes

1. **Prioritize areas of risk;**  
**You will demonstrate your competence:**
  - 1.a. by completing and prioritizing a risk assessment**Your performance will be successful when:**
  - 1.a. you rank risks in order from high to low priority based on perceived risk levels
  - 1.b. you provide a prioritized list of specific risks to your instructor
  - 1.c. you discuss your risk assessment with your FBM instructor
2. **Refine method(s) of recording family living expenses and nonfarm business transactions;**  
**You will demonstrate your competence:**
  - 2.a. by creating a list of nonfarm expense categories that will be properly detailed**Your performance will be successful when:**
  - 2.a. you review accepted nonfarm expense accounting codes
  - 2.b. you produce a detailed year end nonfarm expense report
  - 2.c. you compare to previous year(s) reports and local and regional data
3. **Apply goals to business planning processes;**  
**You will demonstrate your competence:**
  - 3.a. by demonstrating how the objectives are being met for each of the farm, personal and family goals

3.b. by reviewing options with the instructor

**Your performance will be successful when:**

3.a. you evaluate current goal status

3.b. you document the progress on each of the farm, personal and family goals.

3.c. you modify goals and objectives as necessary

3.d. you implement new strategies

4. **Analyze the advantages and disadvantages of ~~ownership of capital assets~~capital asset ownership;**

**You will demonstrate your competence:**

4.a. by creating a capital asset replacement schedule or acquisition plan

**Your performance will be successful when:**

4.a. you evaluate the condition and needs of current capital assets

4.b. you develop a list of potential ownership options of the capital asset(s)

4.c. you prepare a list of advantages and disadvantages of the ownership options for the capital asset(s)

5. **Organize paid and unpaid labor and management resources for the farm business;**

**You will demonstrate your competence:**

5.a. by creating a work schedule for paid and unpaid labor using your task analysis data

**Your performance will be successful when:**

5.a. you compare labor costs and hours to local, regional, and/or state data

5.b. you complete the task analysis on all paid and unpaid labor

5.c. you use the information to create a work schedule for all labor

6. **Design a production input acquisition plan;**

**You will demonstrate your competence:**

6.a. by producing a plan for the upcoming year

**Your performance will be successful when:**

6.a. you review your current production budgets

6.b. you complete a current balance sheet

6.c. you complete a cash flow plan with your instructor

6.d. you complete the acquisition plan which includes managerial flexibility

7. **Audit financial data using cash and liability accuracy checks;**

**You will demonstrate your competence:**

7.a. you complete a cash accuracy check

7.b. you complete a liability accuracy check

**Your performance will be successful when:**

7.a. you complete the liability accuracy check with 100% accountability

7.b. you complete the cash accuracy check within acceptable limits of accountability

8. **Determine pre-payment options and implications;**

**You will demonstrate your competence:**

8.a. by creating a list of pre-payment options

**Your performance will be successful when:**

8.a. you determine current levels of income and expense

8.b. you determine projected levels of income and expense

8.c. you complete a tax estimate worksheet with the instructor

8.d. you discuss implications of pre-payment options with the instructor

**9. Apply marketing strategies to tax planning**

**You will demonstrate your competence:**

9.a. by creating a list of marketing options

**Your performance will be successful when:**

9.a. you determine current levels of income and expense

9.b. you determine projected levels of income and expense

9.c. you complete a tax estimate worksheet

9.d. you use your tax estimate to create a list of marketing options

9.e. you discuss implications of marketing strategies with your instructor

**10. Compare business analysis with regional averages;**

**11. Devise a data filing system; and**

**12. Analyze a tax estimate for the business.**

We are done with this one.

# Managing and Modifying Farm System Data

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1131

**Type of Instruction:** Individualized

**Total Credits:** 4.0

**Total Hours of Instruction:** 16.0

### Description:

This course will help the student refine their farm business data system and assist them in applying year end procedures for farm business analysis. Students improve accuracy in the following: farm enterprise analysis, tax planning, data filing, and cash and liabilities checks

### Course Outcomes:

1. Prioritize areas of risk
  - a. **You will demonstrate your competence:**
    - i. by completing and prioritizing a risk assessment
  - b. **Your performance will be successful when:**
    - i. you rank risks in order from high to low priority based on perceived risk levels
    - ii. you provide a prioritized list of specific risks to your instructor
    - iii. you discuss your risk assessment with your FBM instructor
2. Refine method(s) of recording family living expenses and nonfarm business transactions
  - a. You will demonstrate your competence:
    - i. by creating a list of nonfarm expense categories that will be properly detailed
  - b. **Your performance will be successful when:**
    - i. you review accepted nonfarm expense accounting codes
    - ii. you produce a detailed year end nonfarm expense report
    - iii. you compare to previous year(s) reports and local and regional data
3. Apply goals to business planning processes
  - a. **You will demonstrate your competence:**
    - i. by demonstrating how the objectives are being met for each of the farm, personal and family goals
    - ii. by reviewing options with the instructor



- b. Your performance will be successful when:**
          - i. you evaluate current goal status
          - ii. you document the progress on each of the farm, personal, and family goals
          - iii. you modify goals and objectives as necessary
          - iv. you implement new strategies
  - 4. Analyze the advantages and disadvantages of capital asset ownership
    - a. You will demonstrate your competence:**
      - i. by creating a capital asset replacement schedule or acquisition plan
    - b. Your performance will be successful when:**
      - i. you evaluate the condition and needs of current capital assets
      - ii. you develop a list of potential ownership options of the capital asset(s)
      - iii. you prepare a list of advantages and disadvantages of the ownership options for the capital asset(s)
  - 5. Organize paid and unpaid labor and management resources for the farm business
    - a. You will demonstrate your competence:**
      - i. by creating a work schedule for paid and unpaid labor using your task analysis data
    - b. Your performance will be successful when:**
      - i. you compare labor costs and hours to local, regional, and/or state data
      - ii. you complete the task analysis on all paid and unpaid labor
      - iii. you use the information to create a work schedule for all labor
  - 6. Design a production input acquisition plan
    - a. You will demonstrate your competence:**
      - i. by producing a plan for the upcoming year
    - b. Your performance will be successful when:**
      - i. you review your current production budgets
      - ii. you complete a current balance sheet
      - iii. you complete a cash flow plan with your instructor
      - iv. you complete the acquisition plan which includes managerial flexibility
  - 7. Audit financial data using cash and liability accuracy checks
    - a. You will demonstrate your competence:**
      - i. you complete a cash accuracy check
      - ii. you complete a liability accuracy check
    - b. Your performance will be successful when:**
      - i. you complete the liability accuracy check with 100% accountability
      - ii. you complete the cash accuracy check within acceptable limits of accountability
  - 8. Determine pre-payment options and implications
    - a. You will demonstrate your competence:**
      - i. by creating a list of pre-payment options
    - b. Your performance will be successful when:**

- i. you determine current levels of income and expense
  - ii. you determine projected levels of income and expense
  - iii. you complete a tax estimate worksheet with the instructor
  - iv. you discuss implications of pre-payment options with the instructor
- 9. Apply marketing strategies to tax planning
  - a. **You will demonstrate your competence:**
    - i. by creating a list of marketing options
  - b. **Your performance will be successful when:**
    - i. you determine current levels of income and expense
    - ii. you determine projected levels of income and expense
    - iii. you complete a tax estimate worksheet
    - iv. you use your tax estimate to create a list of marketing options
    - v. you discuss implications of marketing strategies with your instructor
- 10. Compare business analysis with regional averages
- 11. Devise a data filing system
- 12. Analyze a tax estimate for the business

**Course Title:** Special Topics - Crops

**Course Number:** FBMt 2221

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

### **Course Outcomes**

1. Identify budget inputs;
2. Determine farm actual production history (APH);
3. Develop enterprise budget;
4. Formulated detailed production records;
5. Evaluate profitability; and
6. Develop a nutrient and/or pest management plan.



**Course Title: Special Topics - Crops**

**Course Number: FBMt 2221**

**Credits: 1**

**Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

**Course Outline**

1. Identify budget inputs;
2. Determine farm actual production history (example APH);
3. Develop enterprise budget;
4. Formulate detailed production records;
5. Evaluate profitability; and
6. Develop a nutrient and/or pest management plan.

**Course Outcomes**

**I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

**II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

### III. Develop an crop management implementation plan

A. Identify key factors to include in plan

B. Incorporate findings into plan

C. Finalize the plan

This one is done.

This one is done.

~~Course Title: Special Topics—Crops~~

~~Course Number: FBMT 2221~~

~~Credits: 1~~

#### ~~Course Description~~

~~This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.~~

- ~~1. Corn~~
- ~~2. Soybeans~~
- ~~3. Alfalfa~~
- ~~4. Mixed grass~~
- ~~5. Small grains~~
- ~~6. Specialty crops (sunflower, berries, seeds, trees, etc.)~~
- ~~7. Pasture~~
- ~~8. Corn silage~~
- ~~9. Cover crops~~
- ~~10. Vegetable crops~~

#### ~~Course Outline~~

~~—— I. Determine a crop management specific focus for the course based on your farm business—~~

~~A. Select crop enterprise(s) to be evaluated~~

~~B. Identify enterprise factors for consideration~~

~~C. Examine tools needed to assist with analysis~~

~~—— II. Investigate information related to the crop management special focus~~

- ~~A. Research publications and other sources of pertinent data~~
- ~~B. Compare data for options related to focus area~~

### ~~III. Develop an implementation plan~~

- ~~A. Identify key factors to include in plan~~
- ~~B. Incorporate findings into plan~~
- ~~C. Finalize the plan~~

## **Course Outcomes**

- ~~1. Identify budget inputs;~~
- ~~2. Determine farm actual production history (APH);~~
- ~~3. Develop enterprise budget;~~
- ~~4. Formulated detailed production records;~~
- ~~5. Evaluate profitability; and~~
- ~~6. Develop a nutrient and/or pest management plan.~~

# Special Topics - Crops

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2220-2224

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### Description:

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### Course Outcomes:

1. Determine a crop management specific focus for the course based on your farm business
  - a. Select crop enterprise(s) to be evaluated
  - b. Identify enterprise factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the crop management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop a crop management implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan



- c. Finalize the plan
- 4. Develop enterprise budget

### **Course Outline:**

- 1. Identify budget inputs
- 2. Determine farm actual production history (example APH)
- 3. Develop enterprise budget
- 4. Formulate detailed production records
- 5. Evaluate profitability
- 6. Develop a nutrient and/or pest management plan

# 1132: Interpreting and Using Farm System Data

## Course Outcome Summary

### Course Information

<b>Organization</b>	Minnesota State
<b>Developers</b>	M State FBM Curriculum Review Team
<b>Course Number</b>	FBMT1132
<b>Total Credits</b>	4

### Description

This course provides an opportunity for the student to view the farm business and its various components through the application of balance sheets, farm personal and managerial inventories, enterprise reports and historical data.

### Exit Learning Outcomes

#### Program Outcomes

- A. Maintain production and financial business records
- B. Interpret business analyses
- C. Utilize business analyses to improve business organization and efficiency
- D. Demonstrate strategic decision-making skills
- E. Evaluate personal and business goals and plans
- F. Manage business resources and technologies
- G. Manage risk

### Competencies

- 1. Construct a farm business plan;**  
**You will demonstrate your competence:**
  - 1.a. through a completed farm business plan**Your performance will be successful when:**
  - 1.a. plan includes mission, vision and value statements
  - 1.b. plan includes farm, personal and family goals
  - 1.c. plan includes current plans (i.e. marketing, risk management, cash flow, labor, management)
  - 1.d. plan includes historical data
- 2. Create a marketing plan;**  
**You will demonstrate your competence:**
  - 2.a. in a completed commodity marketing plan**Your performance will be successful when:**
  - 2.a. plan includes cost of production
  - 2.b. plan considers inventory management decisions
  - 2.c. plan considers global economics
  - 2.d. plan reflects on tax implications
  - 2.e. plan includes cash flow projections
- 3. Compare historical farm data to current performance;**

**You will demonstrate your competence:**

3.a. you present conclusions on current farm relative to trends

**Your performance will be successful when:**

3.a. you develop a current trend report

3.b. you utilize comparative trend data from your business analysis

**4. Identify key business ratios;**

**You will demonstrate your competence:**

4.a. by compiling a list of farm financial ratios

**Your performance will be successful when:**

4.a. you use the completed analysis to help identify financial ratios

4.b. you identify the key farm financial ratios and discuss with instructor

4.c. you indicate ratio positions to date for the farm business

**5. Compare business profitability to benchmark data;**

**You will demonstrate your competence:**

5.a. by developing a worksheet comparing actual to benchmark data

**Your performance will be successful when:**

5.a. you have a complete year-end analysis

5.b. you select appropriate benchmark data for your comparison

5.c. you identify areas of strengths and weaknesses compared to benchmark data

**6. Interpret current business projections;**

**You will demonstrate your competence:**

6.a. by discussing your interpretation of the cash flow projection with your instructor

**Your performance will be successful when:**

6.a. you refer to the completed cash flow projection

6.b. you evaluate the projection

6.c. your interpretation is accurate and reasonable

6.d. you provide clear evidence for your interpretation

**7. Revise business goals;**

**You will demonstrate your competence:**

7.a. by providing evidence of progression towards personal, family and business goals

**Your performance will be successful when:**

7.a. you update personal, family and business goals

7.b. you evaluate your progress towards goal objectives

**8. Compare ownership options of capital assets within a business;**

**You will demonstrate your competence:**

8.a. by preparing a cost analysis for the capital asset(s)

**Your performance will be successful when:**

8.a. you create a cost analysis on a per unit basis

8.b. you demonstrate the ownership option is consistent with your asset acquisition plan

8.c. your cost analysis includes a measure of constraints on other systems within the business

**9. Evaluate a farm risk management plan**

**You will demonstrate your competence:**

9.a. you develop an effective risk management plan

**Your performance will be successful when:**

- 9.a. plan meets needs based on high priorities of risk
- 9.b. plan allows for revision
- 9.c. you have compared risk exposure to risk mitigation

**10. Apply enterprise budgeting;**

**You will demonstrate your competence:**

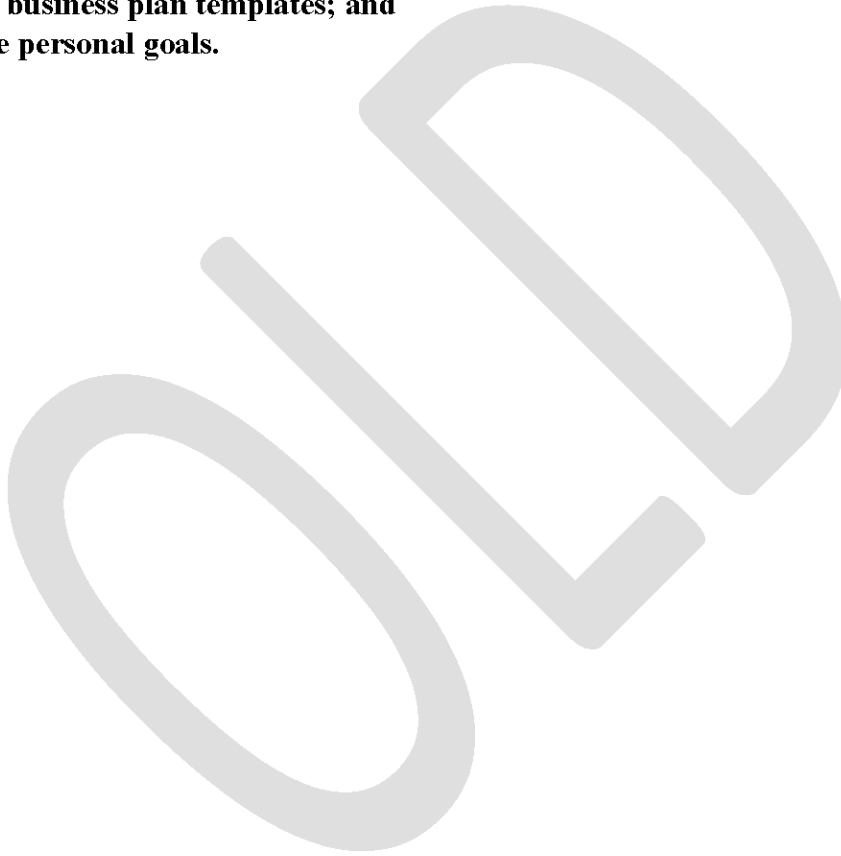
- 10.a. by preparing a projection based on an enterprise budget data

**Your performance will be successful when:**

- 10.a. you gather current price information on projected production input needs
- 10.b. you consider historical data on a per unit basis in making your projection

**11. Identify business plan templates; and**

**12. Evaluate personal goals.**



# 1132: Interpreting and Using Farm System Data

## Course Outcome Summary

### Course Information

Organization	Minnesota State
Developers	M State FBM Curriculum Review Team
Course Number	FBMT1132
Total Credits	4

### Description

This course provides an opportunity for the student to view the farm business and its various components through the application of balance sheets, farm personal and managerial inventories, enterprise reports and historical data.

### ~~Exit Learning Outcomes~~

#### ~~Program Outcomes~~

- A. ~~Maintain production and financial business records~~
- B. ~~Interpret business analyses~~
- C. ~~Utilize business analyses to improve business organization and efficiency~~
- D. ~~Demonstrate strategic decision-making skills~~
- E. ~~Evaluate personal and business goals and plans~~
- F. ~~Manage business resources and technologies~~
- G. ~~Manage risk~~

### ~~Competencies~~Course Outcomes

1. **Construct a farm business plan;**  
**You will demonstrate your competence:**
  - 1.a. through a completed farm business plan**Your performance will be successful when:**
  - 1.a. plan includes mission, vision and value statements
  - 1.b. plan includes farm, personal and family goals
  - 1.c. plan includes current plans (i.e. marketing, risk management, cash flow, labor, management)
  - 1.d. plan includes historical data
2. **Create a marketing plan;**  
**You will demonstrate your competence:**
  - 2.a. in a completed commodity marketing plan**Your performance will be successful when:**
  - 2.a. plan includes cost of production
  - 2.b. plan considers inventory management decisions
  - 2.c. plan considers global economics
  - 2.d. plan reflects on tax implications
  - 2.e. plan includes cash flow projections
3. **Compare historical farm data to current performance;**

**You will demonstrate your competence:**

3.a. you present conclusions on current farm relative to trends

**Your performance will be successful when:**

3.a. you develop a current trend report

3.b. you utilize comparative trend data from your business analysis

**4. Identify key business ratios;**

**You will demonstrate your competence:**

4.a. by compiling a list of farm financial ratios

**Your performance will be successful when:**

4.a. you use the completed analysis to help identify financial ratios

4.b. you identify the key farm financial ratios and discuss with instructor

4.c. you indicate ratio positions to date for the farm business

**5. Compare business profitability to benchmark data;**

**You will demonstrate your competence:**

5.a. by developing a worksheet comparing actual to benchmark data

**Your performance will be successful when:**

5.a. you have a complete year-end analysis

5.b. you select appropriate benchmark data for your comparison

5.c. you identify areas of strengths and weaknesses compared to benchmark data

**6. Interpret current business projections;**

**You will demonstrate your competence:**

6.a. by discussing your interpretation of the cash flow projection with your instructor

**Your performance will be successful when:**

6.a. you refer to the completed cash flow projection

6.b. you evaluate the projection

6.c. your interpretation is accurate and reasonable

6.d. you provide clear evidence for your interpretation

**7. Revise business goals;**

**You will demonstrate your competence:**

7.a. by providing evidence of progression towards personal, family and business goals

**Your performance will be successful when:**

7.a. you update personal, family and business goals

7.b. you evaluate your progress towards goal objectives

**8. Compare ownership options of capital assets within a business;**

**You will demonstrate your competence:**

8.a. by preparing a cost analysis for the capital asset(s)

**Your performance will be successful when:**

8.a. you create a cost analysis on a per unit basis

8.b. you demonstrate the ownership option is consistent with your asset acquisition plan

8.c. your cost analysis includes a measure of constraints on other systems within the business

**9. Evaluate a farm risk management plan**

**You will demonstrate your competence:**

9.a. you develop an effective risk management plan

**Your performance will be successful when:**

- 9.a. plan meets needs based on high priorities of risk
- 9.b. plan allows for revision
- 9.c. you have compared risk exposure to risk mitigation

**10. Apply enterprise budgeting;**

**You will demonstrate your competence:**

- 10.a. by preparing a projection based on an enterprise budget data

**Your performance will be successful when:**

- 10.a. you gather current price information on projected production input needs
- 10.b. you consider historical data on a per unit basis in making your projection

**11. Identify business plan templates; and**

**12. Evaluate personal goals.**

# Interpreting and Using Farm System Data

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1132

**Type of Instruction:** Individualized

**Total Credits:** 4.0

**Total Hours of Instruction:** 16.0

### Description:

This course provides an opportunity for the student to view the farm business and its various components through the application of balance sheets, farm personal and managerial inventories, enterprise reports and historical data.

### Course Outcomes:

1. Construct a farm business plan
  - a. **You will demonstrate your competence:**
    - i. through a completed farm business plan
  - b. **Your performance will be successful when:**
    - i. plan includes mission, vision and value statements
    - ii. plan includes farm, personal, and family goals
    - iii. plan includes current plans (i.e. marketing, risk management, cash flow, labor, management)
    - iv. plan includes historical data
2. Create a marketing plan
  - a. **You will demonstrate your competence:**
    - i. in a completed commodity marketing plan
  - b. **Your performance will be successful when:**
    - i. plan includes cost of production
    - ii. plan considers inventory management decisions
    - iii. plan considers global economics
    - iv. plan reflects on tax implications
    - v. plan reflects on tax implications
    - vi. plan includes cash flow projections
3. Compare historical farm data to current performance
  - a. **You will demonstrate your competence:**
    - i. you present conclusions on current farm relative to trends
  - b. **Your performance will be successful when:**
    - i. you develop a current trend report
    - ii. you utilize comparative trend data from your business analysis



4. Identify key business ratios
  - a. **You will demonstrate your competence:**
    - i. by compiling a list of farm financial ratios
  - b. **Your performance will be successful when:**
    - i. you use the completed analysis to help identify financial ratios
    - ii. you identify the key farm financial ratios and discuss with instructor
    - iii. you indicate ratio positions to date for the farm business
5. Compare business profitability to benchmark data
  - a. **You will demonstrate your competence:**
    - i. by developing a worksheet comparing actual to benchmark data
  - b. **Your performance will be successful when:**
    - i. you have a complete year-end analysis
    - ii. you select appropriate benchmark data for your comparison
    - iii. you identify areas of strengths and weaknesses compared to benchmark data
6. Interpret current business projections
  - a. **You will demonstrate your competence:**
    - i. by discussing your interpretation of the cash flow projection with your instructor
  - b. **Your performance will be successful when:**
    - i. you refer to the completed cash flow projection
    - ii. you evaluate the projection
    - iii. your interpretation is accurate and reasonable
    - iv. you provide clear evidence for your interpretation
7. Revise business goals
  - a. **You will demonstrate your competence:**
    - i. by providing evidence of progression towards personal, family, and business goals
  - b. **Your performance will be successful when:**
    - i. you update personal, family, and business goals
    - ii. you evaluate your progress towards goal objectives
8. Compare ownership options of capital assets within a business
  - a. **You will demonstrate your competence:**
    - i. by preparing a cost analysis for the capital asset(s)
  - b. **Your performance will be successful when:**
    - i. you create a cost analysis on a per unit basis
    - ii. you demonstrate the ownership option is consistent with your asset acquisition plan
    - iii. your cost analysis includes a measure of constraints on other systems within the business
9. Evaluate a farm risk management plan
  - a. **You will demonstrate your competence:**
    - i. you develop an effective risk management plan
  - b. **Your performance will be successful when:**
    - i. plan meets needs based on high priorities of risk
    - ii. plan allows for revision

- iii. you have compared risk exposure to risk mitigation
- 10. Apply enterprise budgeting
  - a. **You will demonstrate your competence:**
    - i. by preparing a projection based on an enterprise budget data
  - b. **Your performance will be successful when:**
    - i. you gather current price information on projected production input needs
    - ii. you consider historical data on a per unit basis in making your projection
- 11. Identify business plan templates
- 12. Evaluate personal goals

**Course Title:** Special Topics – Livestock

**Course Number:** FBMT 2232

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outline**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data
- Compare data for options related to focus area

III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

IV. Implement the plan

V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

### **Course Outcomes**

1. Develop a nutrient and/or pest management plan;
2. Evaluate profitability;
3. Develop enterprise budget;
4. Develop inventory tracking;
5. Generate tracking report for feed fed; and
6. Prepare animal welfare plan.

**Course Title: Special Topics – Livestock**

**Course Number: FBM 2232**

**Credits: 1**

**Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

**Course Outline**

1. Develop a nutrient and/or pest management plan;
2. Evaluate profitability;
3. Develop enterprise budget;
4. Develop inventory tracking;
5. Generate tracking report for feed fed; and
6. Prepare animal welfare plan.

**Course Outcomes**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data
- Compare data for options related to focus area

III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

#### IV. Implement the plan

#### V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

We are finished with this one.

~~**Course Title:** Special Topics—Livestock~~

~~**Course Number:** FBMT 2232~~

~~**Credits:** 1~~

#### ~~**Course Description**~~

~~This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.~~

- ~~1. Beef—cow/calf~~
- ~~2. Dairy~~
- ~~3. Swine~~
- ~~4. Sheep~~
- ~~5. Goat~~
- ~~6. Turkey~~
- ~~7. Chicken~~
- ~~8. Dairy heifers~~
- ~~9. Beef market~~
- ~~10. Specialty livestock (organic, honey bees, deer, elk, etc.)~~

#### ~~**Course Outline**~~

~~I. Determine a livestock management specific focus for the course based on your farm business~~

- ~~Select livestock management area to be evaluated~~
- ~~Identify factors for consideration~~
- ~~Examine tools needed to assist with analysis~~

## ~~II. Investigate information related to the livestock management special focus~~

- ~~Research publications and other sources of pertinent data~~
- ~~Compare data for options related to focus area~~

## ~~III. Develop an implementation plan~~

- ~~Identify key factors to include in plan~~
- ~~Incorporate findings into plan~~
- ~~Finalize the plan~~

## ~~IV. Implement the plan~~

## ~~V. Evaluate the plan~~

- ~~Monitor actions~~
- ~~Record findings~~
- ~~Consider modifications to the plan as needed, based on findings~~

## **Course Outcomes**

- ~~1. Develop a nutrient and/or pest management plan;~~
- ~~2. Evaluate profitability;~~
- ~~3. Develop enterprise budget;~~
- ~~4. Develop inventory tracking;~~
- ~~5. Generate tracking report for feed fed; and~~
- ~~6. Prepare animal welfare plan.~~

# **Special Topics - Livestock**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2232

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### **Description:**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outcomes:**

1. Determine a livestock management specific focus for the course based on your farm business
  - a. Select livestock management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the livestock management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan



- c. Finalize the plan
- 4. Implement the plan
- 5. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

**Course Outline:**

- 1. Develop a nutrient and/or pest management plan
- 2. Evaluate profitability
- 3. Develop enterprise budget
- 4. Develop inventory tracking
- 5. Generate tracking report for feed fed
- 6. Prepare animal welfare plan

## **Applications of Farm Business Management**

**FBMT 2141 Interpreting and Evaluating Financial Data** - This course continues to expand on preparation and evaluation of the farm business analysis. This course provides continued guidance and perfection of business record close out procedures, tax implications of management decisions, and continues to monitor farm business and family goals.

**FBMT 2210 Special Topics in Marketing** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

**FBMT 2142 Interpreting Trends in Business Planning** - 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.

**FBMT 2233 Special Topics in Livestock** - Analysis of special topics in livestock production for students actively engaged in the operation and management of a farm business.

**FBMT 2151 Strategies in Farm System Data Management** - This course will help the student focus on long term strategies necessary to maintain and enhance the farm business and personal future financial goals. The student will complete the year by developing an accurate, usable business analysis.

**FBMT 2222 Special Topics in Crops** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

**FBMT 2152 Integrating System Information for Financial Planning** - This course uses farm system information to develop a farm financial plan. Interpretation and analysis of the farm system data will enhance the reliability of the farm plan. The comprehensive farm plan will integrate historical trends, farm and personal goals, financial and enterprise performance of the farm business.

**FBMT 2234 Special Topics in Livestock** - Analysis of special topics in livestock production for students actively engaged in the operation and management of a farm business.

**FBMT 2161 Examination of the Context of Farm System Management** - This course is designed to assist students in preparation of improved farm system management procedures. Students in this course will evaluate several years of an improved farm system analysis.

**FBMT 2211 Special Topics in Marketing** - Analysis of special topics in marketing for students actively engaged in the operation and management of a farm business.

**FBMT 2162 Refining Farm System Management** - This course is the culmination of activities designed to enable the student to develop and implement a comprehensive farm business strategic plan. The student will use the components of the Farm Business Management Program to develop and support a farm business strategic plan.

**FBMT 2204 Special Topics in General Farm Management** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

## **Applications of Farm Business Management Course Descriptions**

**FBMT 1233 Application of Productive Enterprise Information** - This course describes procedures for applying enterprise information provided by computerized analysis of farm business accounts.

**FBMT 2141 Interpreting and Evaluating Financial Data** - This course continues to expand on preparation and evaluation of the farm business analysis. This course provides continued guidance and perfection of business record close out procedures, tax implications of management decisions, and continues to monitor farm business and family goals.

**FBMT 2142 Interpreting Trends in Business Planning** - 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

**FBMT 2151 Strategies in Farm System Data Management** - This course will help the student focus on long term strategies necessary to maintain and enhance the farm business and personal future financial goals. The student will complete the year by developing an accurate, usable business analysis.

**FBMT 2152 Integrating System Information for Financial Planning** - This course uses farm system information to develop a farm financial plan. Interpretation and analysis of the farm system data will enhance the reliability of the farm plan. The comprehensive farm plan will integrate historical trends, farm and personal goals, financial and enterprise performance of the farm business.

**FBMT 2161 Examination of the Context of Farm System Management** - This course is designed to assist students in preparation of improved farm system management procedures. Students in this course will evaluate several years of an improved farm system analysis.

**FBMT 2162 Refining Farm System Management** - This course is the culmination of activities designed to enable the student to develop and implement a comprehensive farm business strategic plan. The student will use the components of the Farm Business Management Program to develop and support a strategic plan.

# 2141: Interpreting and Evaluating Financial Data

## Course Outcome Summary

### Course Information

<b>Organization</b>	Minnesota State
<b>Developers</b>	M State FBM Curriculum Review Team
<b>Course Number</b>	FBMT2141
<b>Total Credits</b>	4

### Description

This course continues to expand on preparation and evaluation of the farm business analysis. This course provides continued guidance and perfection of business record close out procedures, tax implications of management decisions, and continues to monitor farm business and family goals.

### Exit Learning Outcomes

#### Program Outcomes

- A. Maintain production and financial business records
- B. Interpret business analyses
- C. Utilize business analyses to improve business organization and efficiency
- D. Demonstrate strategic decision-making skills
- E. Evaluate personal and business goals and plans
- F. Manage business resources and technologies
- G. Manage risk

### Competencies

1. **Assemble data management system(s) to enhance the farm business analysis process;**  
**You will demonstrate your competence:**
  - 1.a. by refining the data management system(s) to enhance the farm business analysis process**Your performance will be successful when:**
  - 1.a. you review the performance of your current accounting system
  - 1.b. you utilize farm data to understand trends and develop goals
  - 1.c. you utilize enterprise analysis to understand and evaluate the farm business
2. **Establish detailed data management systems;**  
**You will demonstrate your competence:**
  - 2.a. by establishing a detailed data management system**Your performance will be successful when:**
  - 2.a. you utilize current technology to enhance your data management system
  - 2.b. you investigate management systems available for application (field mapping, precision farming, etc.)
  - 2.c. you assess your office management skills
  - 2.d. you adopt a data management and filing system that meets your needs
  - 2.e. you dedicate quality time to manage your data system
3. **Analyze enterprise budgets;**

**You will demonstrate your competence:**

3.a. by analyzing enterprise budgets

**Your performance will be successful when:**

3.a. you review enterprise production trend history

3.b. you refine enterprise budgets to enhance accuracy

3.c. you utilize enterprise budgets in cash flow planning

**4. Compare current business projections with historical data;**

**You will demonstrate your competence:**

4.a. by comparing current business projections with historical data and updating your cost of production

**Your performance will be successful when:**

4.a. you review and analyze trends that help accomplish farm goals

4.b. you interpret and evaluate trend data for use in decision making

4.c. you use trend data to develop marketing strategies

4.d. you update your cost of production

**5. Manage labor and management resources;**

**You will demonstrate your competence:**

5.a. by managing labor and management resources

**Your performance will be successful when:**

5.a. you develop a standard operating procedure for employee tasks

5.b. you assemble an employee handbook

5.c. you dedicate time for planning purposes

5.d. you identify your management style (self assessment tool)

**6. Evaluate impact of personal retirement plans on tax liability;**

**You will demonstrate your competence:**

6.a. by evaluating the impact of personal retirement plans on tax liability

**Your performance will be successful when:**

6.a. you inventory your current retirement accounts

6.b. you explore other retirement opportunities

6.c. you discuss the tax implications of retirement accounts

**7. Measure profitability of new technology systems;**

**You will demonstrate your competence:**

7.a. by determining the profitability of a new technology system

**Your performance will be successful when:**

7.a. you examine current data on the feasibility of new technology (i.e. auto-steer, feeding systems, GPS)

7.b. you examine the compatibility of the new technology with current system(s)

7.c. you develop long-range plans applying new technology

**8. Demonstrate strategic decision-making skills;**

**9. Examine risk management practices;**

**10. Revise business goals;**

**11. Revise personal goals; and**

**12. Revise enterprise budget to reflect a current market outlook and pricing.**

# 2141: Interpreting and Evaluating Financial Data

## Course Outcome Summary

### Course Information

Organization	Minnesota State
Developers	M State FBM Curriculum Review Team
Course Number	FBMT2141
Total Credits	4

### Description

This course continues to expand on preparation and evaluation of the farm business analysis. This course provides continued guidance and perfection of business record close out procedures, tax implications of management decisions, and continues to monitor farm business and family goals.

### ~~Exit Learning Outcomes~~

#### ~~Program Outcomes~~

- A. ~~Maintain production and financial business records~~
- B. ~~Interpret business analyses~~
- C. ~~Utilize business analyses to improve business organization and efficiency~~
- D. ~~Demonstrate strategic decision-making skills~~
- E. ~~Evaluate personal and business goals and plans~~
- F. ~~Manage business resources and technologies~~
- G. ~~Manage risk~~

### ~~Competencies~~Course Outcomes

1. **Assemble data management system(s) to enhance the farm business analysis process;**  
**You will demonstrate your competence:**
  - 1.a. by refining the data management system(s) to enhance the farm business analysis process**Your performance will be successful when:**
  - 1.a. you review the performance of your current accounting system
  - 1.b. you utilize farm data to understand trends and develop goals
  - 1.c. you utilize enterprise analysis to understand and evaluate the farm business
2. **~~Establish-Integrate~~ detailed data management systems;**  
**You will demonstrate your competence:**
  - 2.a. by establishing a detailed data management system**Your performance will be successful when:**
  - 2.a. you utilize current technology to enhance your data management system
  - 2.b. you investigate management systems available for application (field mapping, precision farming, etc.)
  - 2.c. you assess your office management skills
  - 2.d. you adopt a data management and filing system that meets your needs
  - 2.e. you dedicate quality time to manage your data system
3. **Analyze enterprise budgets;**

**You will demonstrate your competence:**

3.a. by analyzing enterprise budgets

**Your performance will be successful when:**

3.a. you review enterprise production trend history

3.b. you refine enterprise budgets to enhance accuracy

3.c. you utilize enterprise budgets in cash flow planning

**4. Compare current business projections with historical data;**

**You will demonstrate your competence:**

4.a. by comparing current business projections with historical data and updating your cost of production

**Your performance will be successful when:**

4.a. you review and analyze trends that help accomplish farm goals

4.b. you interpret and evaluate trend data for use in decision making

4.c. you use trend data to develop marketing strategies

4.d. you update your cost of production

**5. Manage labor and management resources;**

**You will demonstrate your competence:**

5.a. by managing labor and management resources

**Your performance will be successful when:**

5.a. you develop a standard operating procedure for employee tasks

5.b. you assemble an employee handbook

5.c. you dedicate time for planning purposes

5.d. you identify your management style (self assessment tool)

**6. Evaluate impact of personal retirement plans on tax liability;**

**You will demonstrate your competence:**

6.a. by evaluating the impact of personal retirement plans on tax liability

**Your performance will be successful when:**

6.a. you inventory your current retirement accounts

6.b. you explore other retirement opportunities

6.c. you discuss the tax implications of retirement accounts

**7. Evaluate Measure profitability of new technology systems;**

**You will demonstrate your competence:**

7.a. by determining the profitability of a new technology system

**Your performance will be successful when:**

7.a. you examine current data on the feasibility of new technology (i.e. auto-steer, feeding systems, GPS)

7.b. you examine the compatibility of the new technology with current system(s)

7.c. you develop long-range plans applying new technology

**8. Demonstrate strategic farm business management decision-making skills;**

**9. Examine farm risk management practices;**

**10. Revise Farm business goals;**

**11. Revise personal goals; and**

**12. Revise enterprise budget to reflect a current market outlook and pricing.**

**This one is finito.**

# Interpreting and Evaluating Financial Data

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBM 2141

**Type of Instruction:** Individualized

**Total Credits:** 4.0

**Total Hours of Instruction:** 16.0

### Description:

This course continues to expand on preparation and evaluation of the farm business analysis. This course provides continued guidance and perfection of business record close out procedures, tax implications of management decisions, and continues to monitor farm business and family goals.

### Course Outcomes:

1. Assemble data management system(s) to enhance the farm business analysis process
  - a. **You will demonstrate your competence**
    - i. you will refining the data management system(s) to enhance the farm business analysis process
  - b. **Your performance will be successful when**
    - i. you review the performance of your current accounting system
    - ii. you utilize farm data to understand trends and develop goals
    - iii. you utilize enterprise analysis to understand and evaluate the farm business
2. Integrate detailed data management systems
  - a. **You will demonstrate your competence**
    - i. by establishing a detailed data management system
  - b. **Your performance will be successful when**
    - i. you utilize current technology to enhance your data management system
    - ii. you investigate management systems available for application (field mapping, precision farming, etc.)
    - iii. you assess your office management skills
    - iv. you adopt a data management and filing system that meets your needs



- v. you dedicate quality time to manage your data system
- 3. Analyze enterprise budgets
  - a. **You will demonstrate your competence**
    - i. by analyzing enterprise budgets
  - b. **Your performance will be successful when**
    - i. you review enterprise production trend history
    - ii. you refine enterprise budgets to enhance accuracy
    - iii. you utilize enterprise budgets in cash flow planning
- 4. Compare current business projections with historical data
  - a. **You will demonstrate your competence**
    - i. by comparing current business projections with historical data and updating your cost of production
  - b. **Your performance will be successful when**
    - i. you review and analyze trends that help accomplish farm goals
    - ii. you interpret and evaluate trend data for use in decision making
    - iii. you use trend data to develop marketing strategies
    - iv. you update your cost of production
- 5. Manage labor resources
  - a. **You will demonstrate your competence**
    - i. by managing labor and management resources
  - b. **Your performance will be successful when**
    - i. you develop a standard operating procedure for employee tasks
    - ii. you assemble an employee handbook
    - iii. you dedicate time for planning purposes
    - iv. you identify your management style (self-assessment tool)
- 6. Evaluate impact of personal retirement plans on tax liability
  - a. **You will demonstrate your competence**
    - i. by evaluating the impact of personal retirement plans on tax liability
  - b. **Your performance will be successful when**
    - i. you inventory your current retirement accounts
    - ii. you explore other retirement opportunities
    - iii. you discuss the tax implications of retirement accounts
- 7. Evaluate profitability of new technology systems
  - a. **You will demonstrate your competence**
    - i. by determining the profitability of a new technology system
  - b. **Your performance will be successful when**
    - i. you examine current data on the feasibility of new technology (i.e. auto-steer, feeding systems, GPS)
    - ii. you examine the compatibility of the new technology with current system(s)
    - iii. you develop long-range plans applying new technology
- 8. Demonstrate strategic farm business management decision-making skills
- 9. Examine farm risk management practices

10. Revise farm business goals
11. Revise personal goals
12. Revise enterprise budget to reflect a current market outlook and pricing

NEW

**Course Title:** Special Topics - Marketing

**Course Number:** FBMF 2210

**Credits:** 1

**Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugarbeets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

**Course Outline**

I. Determine a marketing management specific focus for the course based on your farm business

A. Select marketing management area to be evaluated

B. Identify factors for consideration

C. Examine tools needed to assist with analysis

II. Investigate information related to the marketing management special focus

A. Research publications and other sources of pertinent data

B. Compare data for options related to focus area

III. Develop an implementation plan

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

### **Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Measure effects of marketing plans

# Special Topics – Marketing

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2210 – FBMT 2214

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### Description:

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

### Course Outcomes:

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts

### Course Issues:

Small Grains  
Corn  
Soybeans  
Pork  
Cattle  
Milk  
Canola  
Edible Beans  
Vegetable Crops

Sugar beets  
Grass Seed  
Forages  
Seed Crops  
Wild Rice  
Sunflowers  
Other commodities not listed  
Organic Products

# 2142: Interpreting Trends in Business Planning

## Course Outcome Summary

### Course Information

<b>Organization</b>	Minnesota State
<b>Developers</b>	M State FBM Curriculum Review Team
<b>Course Number</b>	FBMT 2142
<b>Total Credits</b>	4

### 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

### Exit Learning Outcomes

#### Program Outcomes

- A. Maintain production and financial business records
- B. Interpret business analyses
- C. Utilize business analyses to improve business organization and efficiency
- D. Demonstrate strategic decision-making skills
- E. Evaluate personal and business goals and plans
- F. Manage business resources and technologies
- G. Manage risk

### Competencies

- 1. Revise financial accounting system(s) for effectiveness and accuracy;**  
**You will demonstrate your competence:**
  - 1.a. by evaluating financial accounting system(s) for effectiveness and accuracy**Your performance will be successful when:**
  - 1.a. you complete an accuracy check on the accounting system(s)
  - 1.b. you utilize your accounting system(s) for enterprise analysis
  - 1.c. you utilize your accounting system(s) in your decision making process
- 2. Compare historical farm data with projected cash flow plans;**  
**You will demonstrate your competence:**
  - 2.a. by analyzing historical farm data**Your performance will be successful when:**
  - 2.a. you review historical farm data
  - 2.b. you interpret historical farm data
  - 2.c. you make informed decisions based on historical data
- 3. Analyze farm financial measures;**  
**You will demonstrate your competence:**
  - 3.a. by analyzing farm financial ratios**Your performance will be successful when:**
  - 3.a. you analyze farm financial ratios

- 3.b. you identify strong farm financial ratios
- 3.c. you identify farm financial ratios of concern
- 3.d. you develop a strategy to maintain strong ratios and improve ratios of concern
- 4. **Interpret trend data for farm business decision-making processes;**  
**You will demonstrate your competence:**
  - 4.a. by interpreting trend data for farm business decision making processes**Your performance will be successful when:**
  - 4.a. you review farm business trend data
  - 4.b. you interpret farm business trend data
  - 4.c. you make management decisions based on trend data
- 5. **Analyze current working capital position and working capital trend history;**  
**You will demonstrate your competence:**
  - 5.a. by analyzing working capital and debt levels**Your performance will be successful when:**
  - 5.a. you define current ratio
  - 5.b. you explain the solvency and liquidity debt ratios
  - 5.c. you determine a workable working capital level
  - 5.d. you determine a workable debt level
- 6. **Analyze current debt to asset percentage and debt to asset trend history;**  
**You will demonstrate your competence:**
  - 6.a. by analyzing business, family and personal goals**Your performance will be successful when:**
  - 6.a. you review business, family and personal goals
  - 6.b. you identify goals which are no longer appropriate
  - 6.c. you modify your business, family and personal goals
- 7. **Refine business goals in the development of cash flow planning;**  
**You will demonstrate your competence:**
  - 7.a. by examining trend data for business, family and personal goal setting**Your performance will be successful when:**
  - 7.a. you review your trend data for business, family and personal goals
  - 7.b. you interpret trend data to identify strengths and weaknesses
  - 7.c. you modify goals based on trend data interpretation
- 8. **Refine family and personal goals in the development of cash flow planning;**  
**You will demonstrate your competence:**
  - 8.a. by integrating risk management and production plans**Your performance will be successful when:**
  - 8.a. you review your risk management assessment
  - 8.b. you identify areas of your business exposed to risk
  - 8.c. you adopt a comprehensive risk management plan
- 9. **Compare trend data of current inventories to the current year's balance sheet;**  
**You will demonstrate your competence:**
  - 9.a. by examining trend data to modify marketing strategies**Your performance will be successful when:**
  - 9.a. you examine marketing trend data

- 9.b. you interpret marketing trends
- 9.c. you modify marketing strategies if necessary
- 10. Integrate risk management and production plans;
- 11. Examine trend data to modify marketing strategies; and
- 12. Utilize the business analyses to improve business organization and efficiency.





# 2142: Interpreting Trends in Business Planning

## Course Outcome Summary

### Course Information

Organization	Minnesota State
Developers	M State FBM Curriculum Review Team
Course Number	FBMT 2142
Total Credits	4

### 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.

### ~~Exit Learning Outcomes~~

#### ~~Program Outcomes~~

- A. ~~Maintain production and financial business records~~
- B. ~~Interpret business analyses~~
- C. ~~Utilize business analyses to improve business organization and efficiency~~
- D. ~~Demonstrate strategic decision-making skills~~
- E. ~~Evaluate personal and business goals and plans~~
- F. ~~Manage business resources and technologies~~
- G. ~~Manage risk~~

### ~~Competencies~~Course Outcomes

1. **Revise financial accounting system(s) for effectiveness and accuracy;**  
**You will demonstrate your competence:**
  - 1.a. by evaluating financial accounting system(s) for effectiveness and accuracy**Your performance will be successful when:**
  - 1.a. you complete an accuracy check on the accounting system(s)
  - 1.b. you utilize your accounting system(s) for enterprise analysis
  - 1.c. you utilize your accounting system(s) in your decision making process
2. **Compare historical farm data with projected cash flow plans;**  
**You will demonstrate your competence:**
  - 2.a. by analyzing historical farm data**Your performance will be successful when:**
  - 2.a. you review historical farm data
  - 2.b. you interpret historical farm data
  - 2.c. you make informed decisions based on historical data
3. **Analyze farm financial measures;**  
**You will demonstrate your competence:**
  - 3.a. by analyzing farm financial ratios**Your performance will be successful when:**
  - 3.a. you analyze farm financial ratios

- 3.b. you identify strong farm financial ratios
- 3.c. you identify farm financial ratios of concern
- 3.d. you develop a strategy to maintain strong ratios and improve ratios of concern
- 4. **Interpret trend data for farm business decision-making processes;**  
**You will demonstrate your competence:**
  - 4.a. by interpreting trend data for farm business decision making processes**Your performance will be successful when:**
  - 4.a. you review farm business trend data
  - 4.b. you interpret farm business trend data
  - 4.c. you make management decisions based on trend data
- 5. **Analyze current working capital position and working capital trend history;**  
**You will demonstrate your competence:**
  - 5.a. by analyzing working capital and debt levels**Your performance will be successful when:**
  - 5.a. you define current ratio
  - 5.b. you explain the solvency and liquidity debt ratios
  - 5.c. you determine a workable working capital level
  - 5.d. you determine a workable debt level
- 6. **Analyze current debt to asset percentage and debt to asset trend history;**  
**You will demonstrate your competence:**
  - 6.a. by analyzing business, family and personal goals**Your performance will be successful when:**
  - 6.a. you review business, family and personal goals
  - 6.b. you identify goals which are no longer appropriate
  - 6.c. you modify your business, family and personal goals
- 7. **Refine business goals in the development of cash flow planning;**  
**You will demonstrate your competence:**
  - 7.a. by examining trend data for business, family and personal goal setting**Your performance will be successful when:**
  - 7.a. you review your trend data for business, family and personal goals
  - 7.b. you interpret trend data to identify strengths and weaknesses
  - 7.c. you modify goals based on trend data interpretation
- 8. **Refine family and personal goals in the development of cash flow planning;**  
**You will demonstrate your competence:**
  - 8.a. by integrating risk management and production plans**Your performance will be successful when:**
  - 8.a. you review your risk management assessment
  - 8.b. you identify areas of your business exposed to risk
  - 8.c. you adopt a comprehensive risk management plan
- 9. **Compare trend data of current inventories to the current year's balance sheet;**  
**You will demonstrate your competence:**
  - 9.a. by examining trend data to modify marketing strategies**Your performance will be successful when:**
  - 9.a. you examine marketing trend data

9.b. you interpret marketing trends

9.c. you modify marketing strategies if necessary

10.            Integrate risk management and **farm** production plans;

11.            Examine trend data to modify **farm** marketing strategies; and

12.            Utilize the **business-farm** analyses to improve **its** business organization and efficiency.

This one is done.

# 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
  - a. You will demonstrate your competence
    - i. by evaluating financial accounting system(s) for effectiveness and accuracy
  - b. **Your performance will be successful when**
    - i. you complete an accuracy check on the accounting system(s)
    - ii. you utilize your accounting system(s) for enterprise analysis
    - iii. you utilize your accounting system(s) in your decision-making process
2. Compare historical farm data with projected cash flow plans
  - a. **You will demonstrate your competence**
    - i. by analyzing historical farm data
  - b. **Your performance will be successful when**
    - i. you review historical farm data
    - ii. you interpret historical farm data
    - iii. you make informed decisions based on historical data
3. Analyze farm financial measures
  - a. **You will demonstrate your competence**
    - i. by analyzing farm financial ratios
  - b. **Your performance will be successful when**
    - i. you analyze farm financial ratios
    - ii. you identify strong farm financial ratios

- iii. you identify farm financial ratios of concern
  - iv. you develop a strategy to maintain strong ratios and improve ratios of concern
- 4. Interpret trend data for farm business decision-making processes
  - a. **You will demonstrate your competence**
    - i. by interpreting trend data for farm business decision making processes
  - b. **Your performance will be successful when**
    - i. you review farm business trend data
    - ii. you interpret farm business trend data
    - iii. you make management decisions based on trend data
- 5. Analyze current working capital position and working capital trend history
  - a. **You will demonstrate your competence**
    - i. by analyzing working capital and debt levels
  - b. **Your performance will be successful when**
    - i. you define current ratio
    - ii. you explain the solvency and liquidity debt ratios
    - iii. you determine a workable working capital level
    - iv. you determine a workable debt level
- 6. Analyze current debt to asset percentage and debt to asset trend history
  - a. **You will demonstrate your competence**
    - i. by analyzing business, family and personal goals
  - b. **Your performance will be successful when**
    - i. you review business, family and personal goals
    - ii. you identify goals which are no longer appropriate
    - iii. you modify your business, family, and personal goals
- 7. Refine business goals in the development of cash flow planning
  - a. **You will demonstrate your competence**
    - i. by examining trend data for business, family and personal goal setting
  - b. **Your performance will be successful when**
    - i. you review your trend data for business, family, and personal goals
    - ii. you interpret trend data to identify strengths and weaknesses
    - iii. you modify goals based on trend data interpretation
- 8. Refine family and personal goals in the development of cash flow planning
  - a. **You will demonstrate your competence**
    - i. by integrating risk management and production plans
  - b. **Your performance will be successful when**
    - i. you review your risk management assessment
    - ii. you identify areas of your business exposed to risk
    - iii. you adopt a comprehensive risk management plan
- 9. Compare trend data of current inventories to the current year's balance sheet
  - a. **You will demonstrate your competence**
    - i. by examining trend data to modify marketing strategies
  - b. **Your performance will be successful when**
    - i. you examine marketing trend data

- ii. you interpret marketing trends
  - iii. 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

NEEN

**Course Title:** Special Topics – Livestock

**Course Number:** FBMT 2233

**Credits:** 1

**Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

**Course Outline**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data
- Compare data for options related to focus area

III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

IV. Implement the plan

## V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

### Course Outcomes

1. Develop a nutrient and/or pest management plan;
2. Evaluate profitability;
3. Develop enterprise budget;
4. Develop inventory tracking;
5. Generate tracking report for feed fed; and
6. Prepare animal welfare plan.



**Course Title: Special Topics – Livestock**

**Course Number: FBMT 2233**

**Credits: 1**

**Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

**Course Outline**

1. Develop a nutrient and/or pest management plan;
2. Evaluate profitability;
3. Develop enterprise budget;
4. Develop inventory tracking;
5. Generate tracking report for feed fed; and
6. Prepare animal welfare plan.

**Course Outcomes**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data

- Compare data for options related to focus area

### III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

### IV. Implement the plan

### V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

We are finished with this one

~~**Course Title:** Special Topics—Livestock~~

~~**Course Number:** FBMF 2233~~

~~**Credits:** 1~~

### ~~**Course Description**~~

~~This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.~~

- ~~1. Beef—cow/calf~~
- ~~2. Dairy~~
- ~~3. Swine~~
- ~~4. Sheep~~
- ~~5. Goat~~
- ~~6. Turkey~~
- ~~7. Chicken~~

- ~~8. Dairy heifers~~
- ~~9. Beef market~~
- ~~10. Specialty livestock (organic, honey bees, deer, elk, etc.)~~

## **~~Course Outline~~**

~~I. Determine a livestock management specific focus for the course based on your farm business~~

- ~~• Select livestock management area to be evaluated~~
- ~~• Identify factors for consideration~~
- ~~• Examine tools needed to assist with analysis~~

~~II. Investigate information related to the livestock management special focus~~

- ~~• Research publications and other sources of pertinent data~~
- ~~• Compare data for options related to focus area~~

~~III. Develop an implementation plan~~

- ~~• Identify key factors to include in plan~~
- ~~• Incorporate findings into plan~~
- ~~• Finalize the plan~~

~~IV. Implement the plan~~

~~V. Evaluate the plan~~

- ~~• Monitor actions~~
- ~~• Record findings~~
- ~~• Consider modifications to the plan as needed, based on findings~~

## **~~Course Outcomes~~**

- ~~1. Develop a nutrient and/or pest management plan;~~
- ~~2. Evaluate profitability;~~
- ~~3. Develop enterprise budget;~~
- ~~4. Develop inventory tracking;~~
- ~~5. Generate tracking report for feed fed; and~~
- ~~6. Prepare animal welfare plan.~~

# **Special Topics – Livestock**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2233

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### **Description:**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outcomes:**

1. Develop a nutrient and/or pest management plan
2. Evaluate profitability
3. Develop enterprise budget
4. Develop inventory tracking
5. Generate tracking report for feed fed
6. Prepare animal welfare plan

### **Course Outline:**

1. Determine a livestock management specific focus for the course based on your farm business
  - a. Select livestock management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the livestock management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan
4. Implement the plan
5. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

# 2151: Strategies in Farm System Data Management

## Course Outcome Summary

### Course Information

<b>Organization</b>	Minnesota State
<b>Developers</b>	M State FBM Curriculum Review Team
<b>Course Number</b>	FBMT2151
<b>Total Credits</b>	4

### Description

This course will help the student focus on long term strategies necessary to maintain and enhance the farm business and personal future financial goals. The student will complete the year by developing an accurate, usable business analysis.

### Exit Learning Outcomes

#### Program Outcomes

- A. Maintain production and financial business records
- B. Interpret business analyses
- C. Utilize business analyses to improve business organization and efficiency
- D. Demonstrate strategic decision-making skills
- E. Evaluate personal and business goals and plans
- F. Manage business and human resources and technologies
- G. Manage risk
- H. Manage business resources and technologies

### Competencies

- 1. Evaluate tax management relative to estate planning;**  
**You will demonstrate your competence:**
  - 1.a. by applying tax management strategies to the estate plan**Your performance will be successful when:**
  - 1.a. you describe advantages of different tax strategies
  - 1.b. you describe the tax advantages of having an estate plan
  - 1.c. you investigate tax strategies for your estate plan
- 2. Compare and contrast capital asset ownership options;**  
**You will demonstrate your competence:**
  - 2.a. by assessing your capital asset ownership options**Your performance will be successful when:**
  - 2.a. you review the selected options of asset ownership
  - 2.b. you assess the options
  - 2.c. you reflect on the performance of the selected option
- 3. Evaluate labor and management performance;**  
**You will demonstrate your competence:**
  - 3.a. by evaluating the performance of labor and management**Your performance will be successful when:**

- 3.a. you observe labor and management activities outlined by best management practices
- 3.b. you measure performance of labor and management by enterprise
- 3.c. you recommend opportunities for improvement if needed
- 4. **Evaluate financial and production data;**  
**You will demonstrate your competence:**
  - 4.a. by validating the importance of financial and production data being collected for enterprise analysis**Your performance will be successful when:**
  - 4.a. you complete accurate accounting records
  - 4.b. you complete an accurate financial statement
  - 4.c. you complete detailed production records
- 5. **Evaluate best management practices;**  
**You will demonstrate your competence:**
  - 5.a. by evaluating best management practices for the business**Your performance will be successful when:**
  - 5.a. you identify applicable best management practices
  - 5.b. you incorporate selected best management practices
  - 5.c. you observe results of implementing selected best management practices
  - 5.d. you measure changes in business performance
- 6. **Revise farm financial trend data in establishing a tax management strategy;**  
**You will demonstrate your competence:**
  - 6.a. by establishing a tax management strategy based on financial trend data**Your performance will be successful when:**
  - 6.a. you review the farm financial trend data
  - 6.b. you evaluate current tax management plan
  - 6.c. you compare trend data with current tax scenarios
  - 6.d. you establish a tax management strategy which incorporates current and historical trend data
- 7. **Relate farm tax laws to the business;**  
**You will demonstrate your competence:**
  - 7.a. by applying tax laws to your tax management plan**Your performance will be successful when:**
  - 7.a. you investigate sources of tax law information
  - 7.b. you summarize the current farm tax laws
  - 7.c. you apply the tax law information to your situation
  - 7.d. you devise a tax management plan
- 8. **Incorporate farm financial trend data in establishing a tax management strategy;**  
**You will demonstrate your competence:**
  - 8.a. by compiling returns on technology investments**Your performance will be successful when:**
  - 8.a. you assess the practicality and availability of technology
  - 8.b. you assess the cost/benefits of technology investments
  - 8.c. you calculate the change in profitability
  - 8.d. you compare to current levels of profitability

- 9. Manage business resources and technologies;**
- 10. Evaluate implications of farm tax laws to the overall personal tax liability;**
- 11. Assess the profitability of technology investments; and**
- 12. Evaluate current year tax management plan.**





# 2151: Strategies in Farm System Data Management

## Course Outcome Summary

### Course Information

Organization	Minnesota State
Developers	M State FBM Curriculum Review Team
Course Number	FBMT2151
Total Credits	4

### Description

This course will help the student focus on long term strategies necessary to maintain and enhance the farm business and personal future financial goals. The student will complete the year by developing an accurate, usable business analysis.

### ~~Exit Learning Outcomes~~

#### ~~Program Outcomes~~

- A. ~~Maintain production and financial business records~~
- B. ~~Interpret business analyses~~
- C. ~~Utilize business analyses to improve business organization and efficiency~~
- D. ~~Demonstrate strategic decision-making skills~~
- E. ~~Evaluate personal and business goals and plans~~
- F. ~~Manage business and human resources and technologies~~
- G. ~~Manage risk~~
- H. ~~Manage business resources and technologies~~

### ~~Competencies~~Course Outcomes

1. **Evaluate tax management relative to estate planning;**  
**You will demonstrate your competence:**
  - 1.a. by applying tax management strategies to the estate plan**Your performance will be successful when:**
  - 1.a. you describe advantages of different tax strategies
  - 1.b. you describe the tax advantages of having an estate plan
  - 1.c. you investigate tax strategies for your estate plan
2. ~~Compare and contrast~~Analyze **capital asset ownership options;**  
**You will demonstrate your competence:**
  - 2.a. by assessing your capital asset ownership options**Your performance will be successful when:**
  - 2.a. you review the selected options of asset ownership
  - 2.b. you assess the options
  - 2.c. you reflect on the performance of the selected option
3. **Evaluate labor and management performance;**  
**You will demonstrate your competence:**
  - 3.a. by evaluating the performance of labor and management**Your performance will be successful when:**

- 3.a. you observe labor and management activities outlined by best management practices
- 3.b. you measure performance of labor and management by enterprise
- 3.c. you recommend opportunities for improvement if needed

**4. Evaluate financial and production data;**

**You will demonstrate your competence:**

- 4.a. by validating the importance of financial and production data being collected for enterprise analysis

**Your performance will be successful when:**

- 4.a. you complete accurate accounting records
- 4.b. you complete an accurate financial statement
- 4.c. you complete detailed production records

**5. Evaluate best farm management practices;**

**You will demonstrate your competence:**

- 5.a. by evaluating best management practices for the business

**Your performance will be successful when:**

- 5.a. you identify applicable best management practices
- 5.b. you incorporate selected best management practices
- 5.c. you observe results of implementing selected best management practices
- 5.d. you measure changes in business performance

**6. Revise-Evaluate farm financial trend data to in establishing a tax management strategy;**

**You will demonstrate your competence:**

- 6.a. by establishing a tax management strategy based on financial trend data

**Your performance will be successful when:**

- 6.a. you review the farm financial trend data
- 6.b. you evaluate current tax management plan
- 6.c. you compare trend data with current tax scenarios
- 6.d. you establish a tax management strategy which incorporates current and historical trend data

**7. Relate farm tax laws to the farm business liability;**

**You will demonstrate your competence:**

- 7.a. by applying tax laws to your tax management plan

**Your performance will be successful when:**

- 7.a. you investigate sources of tax law information
- 7.b. you summarize the current farm tax laws
- 7.c. you apply the tax law information to your situation
- 7.d. you devise a tax management plan

**8. Incorporate farm financial trend data in establishing a tax management strategy;**

**You will demonstrate your competence:**

- 8.a. by compiling returns on technology investments

**Your performance will be successful when:**

- 8.a. you assess the practicality and availability of technology
- 8.b. you assess the cost/benefits of technology investments
- 8.c. you calculate the change in profitability
- 8.d. you compare to current levels of profitability

9. ☐ Manage **farm** business resources and technologies;
10. ☐ Evaluate implications of farm tax laws to the overall personal tax liability;
11. ☐ Assess the profitability of technology investments; and
12. ☐ Evaluate current year tax management plan.

This one is finished

# Strategies in Farm System Data Management

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2151

**Type of Instruction:** Individualized

**Total Credits:** 4.0

**Total Hours of Instruction:** 16.0

### Description:

This course will help the student focus on long term strategies necessary to maintain and enhance the farm business and personal future financial goals. The student will complete the year by developing an accurate, usable business analysis.

### Course Outcomes:

1. Evaluate tax management relative to estate planning
  - a. **You will demonstrate your competence**
    - i. by applying tax management strategies to the estate plan
  - b. **Your performance will be successful when**
    - i. you describe advantages of different tax strategies
    - ii. you describe the tax advantages of having an estate plan
    - iii. you investigate tax strategies for your estate plan
2. Analyze capital asset ownership options
  - a. **You will demonstrate your competence**
    - i. by assessing your capital asset ownership options
  - b. **Your performance will be successful when**
    - i. you review the selected options of asset ownership
    - ii. you assess the options
    - iii. you reflect on the performance of the selected option
3. Evaluate labor and management performance
  - a. **You will demonstrate your competence**
    - i. by evaluating the performance of labor and management
  - b. **Your performance will be successful when**
    - i. you observe labor and management activities outlined by best management practices

- ii. you measure performance of labor and management by enterprise
  - iii. you recommend opportunities for improvement if needed
- 4. Evaluate financial and production data
  - a. **You will demonstrate your competence**
    - i. by validating the importance of financial and production data being collected for enterprise analysis
  - b. **Your performance will be successful when**
    - i. you complete accurate accounting records
    - ii. you complete an accurate financial statement
    - iii. you complete detailed production records
- 5. Evaluate best farm management practices
  - a. **You will demonstrate your competence**
    - i. by evaluating best management practices for the business
  - b. **Your performance will be successful when**
    - i. you identify applicable best management practices
    - ii. you incorporate selected best management practices
    - iii. you observe results of implementing selected best management practices
    - iv. you measure changes in business performance
- 6. Evaluate farm financial trend data to establish a tax management strategy
  - a. **You will demonstrate your competence**
    - i. by establishing a tax management strategy based on financial trend data
  - b. **Your performance will be successful when**
    - i. you review the farm financial trend data
    - ii. you evaluate current tax management plan
    - iii. you compare trend data with current tax scenarios
    - iv. you establish a tax management strategy which incorporates current and historical trend data
- 7. Relate farm tax laws to the farm business liability
  - a. **You will demonstrate your competence**
    - i. by applying tax laws to your tax management plan
  - b. **Your performance will be successful when**
    - i. you investigate sources of tax law information
    - ii. you summarize the current farm tax laws
    - iii. you apply the tax law information to your situation
    - iv. you devise a tax management plan
- 8. Incorporate farm financial trend data in establishing a tax management strategy
  - a. **You will demonstrate your competence**
    - i. by compiling returns on technology investments
  - b. **Your performance will be successful when**

- i. you assess the practicality and availability of technology
  - ii. you assess the cost/benefits of technology investments
  - iii. you calculate the change in profitability
  - iv. you compare to current levels of profitability
- 9. Manage farm business resources and technologies
- 10. Evaluate implications of farm tax laws to the overall personal tax liability
- 11. Assess the profitability of technology investments
- 12. Evaluate current year tax management plan

NOT A STUDY

**Course Title:** Special Topics - Crops

**Course Number:** FBMt 2222

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

### **Course Outcomes**

1. Identify budget inputs;
2. Determine farm actual production history (APH);
3. Develop enterprise budget;
4. Formulated detailed production records;
5. Evaluate profitability; and
6. Develop a nutrient and/or pest management plan.





**Course Title: Special Topics - Crops**

**Course Number: FBMT 2222**

**Credits: 1**

**Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

**Course Outline**

1. Identify budget inputs;
2. Determine farm actual production history (example APH);
3. Develop enterprise budget;
4. Formulate detailed production records;
5. Evaluate profitability; and
6. Develop a nutrient and/or pest management plan.

**Course Outcomes**

**I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

**II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

### III. Develop an crop management implementation plan

A. Identify key factors to include in plan

B. Incorporate findings into plan

C. Finalize the plan

This one is done.

This one is done.

~~Course Title: Special Topics—Crops~~

~~Course Number: FBMF 2222~~

~~Credits: 1~~

#### ~~Course Description~~

~~This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.~~

- ~~1. Corn~~
- ~~2. Soybeans~~
- ~~3. Alfalfa~~
- ~~4. Mixed grass~~
- ~~5. Small grains~~
- ~~6. Specialty crops (sunflower, berries, seeds, trees, etc.)~~
- ~~7. Pasture~~
- ~~8. Corn silage~~
- ~~9. Cover crops~~
- ~~10. Vegetable crops~~

#### ~~Course Outline~~

~~— I. Determine a crop management specific focus for the course based on your farm business—~~

- ~~A. Select crop enterprise(s) to be evaluated~~
- ~~B. Identify enterprise factors for consideration~~
- ~~C. Examine tools needed to assist with analysis~~

## ~~II. Investigate information related to the crop management special focus~~

- ~~A. Research publications and other sources of pertinent data~~
- ~~B. Compare data for options related to focus area~~

## ~~III. Develop an implementation plan~~

- ~~A. Identify key factors to include in plan~~
- ~~B. Incorporate findings into plan~~
- ~~C. Finalize the plan~~

### **Course Outcomes**

- ~~1. Identify budget inputs;~~
- ~~2. Determine farm actual production history (APH);~~
- ~~3. Develop enterprise budget;~~
- ~~4. Formulated detailed production records;~~
- ~~5. Evaluate profitability; and~~
- ~~6. Develop a nutrient and/or pest management plan.~~

# Special Topics - Crops

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2220-2224

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### Description:

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### Course Outcomes:

1. Determine a crop management specific focus for the course based on your farm business
  - a. Select crop enterprise(s) to be evaluated
  - b. Identify enterprise factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the crop management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop a crop management implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan

- c. Finalize the plan
- 4. Develop enterprise budget

### **Course Outline:**

- 1. Identify budget inputs
- 2. Determine farm actual production history (example APH)
- 3. Develop enterprise budget
- 4. Formulate detailed production records
- 5. Evaluate profitability
- 6. Develop a nutrient and/or pest management plan

# 2152: Integrating System Information for Financial Planning

## Course Outcome Summary

### Course Information

<b>Organization</b>	Minnesota State
<b>Developers</b>	M State FBM Curriculum Review Team
<b>Course Number</b>	FBMT 2152
<b>Total Credits</b>	4

### Description

This course uses farm system information to develop a farm financial plan. Interpretation and analysis of the farm system data will enhance the reliability of the farm plan. The comprehensive farm plan will integrate historical trends, farm and personal goals, financial and enterprise performance of the farm business.

### Exit Learning Outcomes

#### Program Outcomes

- A. Maintain production and financial business records
- B. Interpret business analyses
- C. Utilize business analyses to improve business organization and efficiency
- D. Demonstrate strategic decision-making skills
- E. Evaluate personal and business goals and plans
- F. Manage business and human resources and technologies
- G. Manage risk

### Competencies

- 1. Incorporate a risk management plan;**  
**You will demonstrate your competence:**
  - 1.a. by incorporating a risk management plan into your business**Your performance will be successful when:**
  - 1.a. you complete a risk assessment
  - 1.b. you evaluate the risk position of the business
  - 1.c. you construct the plan
  - 1.d. you implement the plan
- 2. Develop business exit strategies;**  
**You will demonstrate your competence:**
  - 2.a. by assembling a list of business exit strategies**Your performance will be successful when:**
  - 2.a. you evaluate the sustainability of the business
  - 2.b. you identify a business exit strategy that aligns with business and personal goals
- 3. Develop an investment plan for retirement;**  
**You will demonstrate your competence:**

- 3.a. by developing an investment plan for retirement
- Your performance will be successful when:**
  - 3.a. you review the cash flow for the availability of investment funds
  - 3.b. you project fund balance requirements at retirement age
  - 3.c. you identify investment options
  - 3.d. you choose options that meet personal and financial goals
- 4. **Develop enterprise budgets by using trend data;**
  - You will demonstrate your competence:**
    - 4.a. by developing an enterprise budget using trend data
  - Your performance will be successful when:**
    - 4.a. you review historical trend data
    - 4.b. you estimate current input price projections
    - 4.c. you estimate production potential
    - 4.d. you evaluate external market forces that could influence price volatility
    - 4.e. you develop the enterprise budgets
- 5. **Compare long-range business plan options;**
  - You will demonstrate your competence:**
    - 5.a. by comparing long-range business plan options
  - Your performance will be successful when:**
    - 5.a. you identify scenarios to compare
    - 5.b. you review current business performance
    - 5.c. you incorporate historical trend data
    - 5.d. you develop long range business plan projections
- 6. **Modify business, family and personal goals;**
  - You will demonstrate your competence:**
    - 6.a. by refining business, family and personal goals
  - Your performance will be successful when:**
    - 6.a. you verify performance of past goals
    - 6.b. you confirm that business, family and personal goals are aligned with present and future needs
- 7. **Modify financial plans as required by business needs;**
  - You will demonstrate your competence:**
    - 7.a. by modifying financial plans as required by business needs
  - Your performance will be successful when:**
    - 7.a. you assess current business financial needs
    - 7.b. you verify cash flow projections will meet business financial needs
    - 7.c. you verify credit availability will meet business financial needs
- 8. **Develop a business needs assessment by investigating trend data;**
  - You will demonstrate your competence:**
    - 8.a. by investigating trend data to develop a business needs assessment
  - Your performance will be successful when:**
    - 8.a. you assess strengths of the business based on trend data
    - 8.b. you assess weaknesses of the business based on trend data
    - 8.c. you develop a business needs assessment based on strengths/weaknesses of the business

- 9. Analyze income statements;**  
**You will demonstrate your competence:**  
9.a. by analyzing income statements  
**Your performance will be successful when:**  
9.a. you review past business income statement trends  
9.b. you assess business performance based on income statements  
9.c. you compare business plan projections to past income statements
- 10. Identify individual enterprise performance;**  
**11. Incorporate individual enterprise performance into the farm business; and**  
**12. Modify farm business plan based on enterprise performance.**





# 2152: Integrating System Information for Financial Planning

## Course Outcome Summary

### Course Information

Organization	Minnesota State
Developers	M State FBM Curriculum Review Team
Course Number	FBMT 2152
Total Credits	4

### Description

This course uses farm system information to develop a farm financial plan. Interpretation and analysis of the farm system data will enhance the reliability of the farm plan. The comprehensive farm plan will integrate historical trends, farm and personal goals, financial and enterprise performance of the farm business.

### ~~Exit Learning Outcomes~~

#### ~~Program Outcomes~~

- A. ~~Maintain production and financial business records~~
- B. ~~Interpret business analyses~~
- C. ~~Utilize business analyses to improve business organization and efficiency~~
- D. ~~Demonstrate strategic decision-making skills~~
- E. ~~Evaluate personal and business goals and plans~~
- F. ~~Manage business and human resources and technologies~~
- G. ~~Manage risk~~

### ~~Competencies~~Course Outcomes

1. **Incorporate a farm risk management plan;**  
**You will demonstrate your competence:**
  - 1.a. by incorporating a risk management plan into your business**Your performance will be successful when:**
  - 1.a. you complete a risk assessment
  - 1.b. you evaluate the risk position of the business
  - 1.c. you construct the plan
  - 1.d. you implement the plan
2. **Develop farm business exit strategies;**  
**You will demonstrate your competence:**
  - 2.a. by assembling a list of business exit strategies**Your performance will be successful when:**
  - 2.a. you evaluate the sustainability of the business
  - 2.b. you identify a business exit strategy that aligns with business and personal goals
3. **Develop an investment plan for retirement;**  
**You will demonstrate your competence:**

3.a. by developing an investment plan for retirement

**Your performance will be successful when:**

3.a. you review the cash flow for the availability of investment funds

3.b. you project fund balance requirements at retirement age

3.c. you identify investment options

3.d. you choose options that meet personal and financial goals

**4. Develop enterprise budgets by using trend data;**

**You will demonstrate your competence:**

4.a. by developing an enterprise budget using trend data

**Your performance will be successful when:**

4.a. you review historical trend data

4.b. you estimate current input price projections

4.c. you estimate production potential

4.d. you evaluate external market forces that could influence price volatility

4.e. you develop the enterprise budgets

**5. Compare long-range farm business plan options;**

**You will demonstrate your competence:**

5.a. by comparing long-range business plan options

**Your performance will be successful when:**

5.a. you identify scenarios to compare

5.b. you review current business performance

5.c. you incorporate historical trend data

5.d. you develop long range business plan projections

**6. Modify/Review farm business, family and personal goals;**

**You will demonstrate your competence:**

6.a. by refining business, family and personal goals

**Your performance will be successful when:**

6.a. you verify performance of past goals

6.b. you confirm that business, family and personal goals are aligned with present and future needs

**7. Modify/Review financial plans as required by farm business needs;**

**You will demonstrate your competence:**

7.a. by modifying financial plans as required by business needs

**Your performance will be successful when:**

7.a. you assess current business financial needs

7.b. you verify cash flow projections will meet business financial needs

7.c. you verify credit availability will meet business financial needs

**8. Develop a farm business needs assessment by investigating trend data;**

**You will demonstrate your competence:**

8.a. by investigating trend data to develop a business needs assessment

**Your performance will be successful when:**

8.a. you assess strengths of the business based on trend data

8.b. you assess weaknesses of the business based on trend data

8.c. you develop a business needs assessment based on strengths/weaknesses of the business

**9. Analyze income statements;**

**You will demonstrate your competence:**

9.a. by analyzing income statements

**Your performance will be successful when:**

9.a. you review past business income statement trends

9.b. you assess business performance based on income statements

9.c. you compare business plan projections to past income statements

**10. \_\_\_\_\_ Identify individual enterprise performance;**

**11. \_\_\_\_\_ Incorporate individual enterprise performance into the farm business; and**

**12. \_\_\_\_\_ Modify farm business plan based on enterprise performance.**

**This one is done.**

# **Integrating System Information for Financial Planning**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2152

**Type of Instruction:** Individualized

**Total Credits:** 4.0

**Total Hours of Instruction:** 16.0

### **Description:**

This course uses farm system information to develop a farm financial plan. Interpretation and analysis of the farm system data will enhance the reliability of the farm plan. The comprehensive farm plan will integrate historical trends, farm and personal goals, financial and enterprise performance of the farm business.

### **Course Outcomes:**

1. Incorporate a farm risk management plan
  - a. **You will demonstrate your competence**
    - i. by incorporating a risk management plan into your business
  - b. **Your performance will be successful when**
    - i. you complete a risk assessment
    - ii. you evaluate the risk position of the business
    - iii. you construct the plan
    - iv. you implement the plan
2. Develop farm business exit strategies
  - a. **You will demonstrate your competence**
    - i. by assembling a list of business exit strategies
  - b. **Your performance will be successful when**
    - i. you evaluate the sustainability of the business
    - ii. you identify a business exit strategy that aligns with business and personal goals
3. Develop an investment plan for retirement
  - a. **You will demonstrate your competence**
    - i. by developing an investment plan for retirement
  - b. **Your performance will be successful when**

- i. you review the cash flow for the availability of investment funds
  - ii. you project fund balance requirements at retirement age
  - iii. you identify investment options
  - iv. you choose options that meet personal and financial goals
- 4. Develop enterprise budgets by using trend data
  - a. **You will demonstrate your competence**
    - i. by developing an enterprise budget using trend data
  - b. **Your performance will be successful when**
    - i. you review historical trend data
    - ii. you estimate current input price projections
    - iii. you estimate production potential
    - iv. you evaluate external market forces that could influence price volatility
    - v. you develop the enterprise budgets
- 5. Compare long-range farm business plan options
  - a. **You will demonstrate your competence**
    - i. by comparing long-range business plan options
  - b. **Your performance will be successful when**
    - i. you identify scenarios to compare
    - ii. you review current business performance
    - iii. you incorporate historical trend data
    - iv. you develop long range business plan projections
- 6. Review farm business, family, and personal goals
  - a. **You will demonstrate your competence**
    - i. by refining business, family, and personal goals
  - b. **Your performance will be successful when**
    - i. you verify performance of past goals
    - ii. you confirm that business, family, and personal goals are aligned with present and future needs
- 7. Review financial plans as required by farm business needs
  - a. **You will demonstrate your competence**
    - i. by modifying financial plans as required by business needs
  - b. **Your performance will be successful when**
    - i. you assess current business financial needs
    - ii. you verify cash flow projections will meet business financial needs
    - iii. you verify credit availability will meet business financial needs
- 8. Develop a farm business needs assessment by investigating trend data
  - a. **You will demonstrate your competence**
    - i. by investigating trend data to develop a business needs assessment
  - b. **Your performance will be successful when**
    - i. you assess strengths of the business based on trend data
    - ii. you assess weaknesses of the business based on trend data

- iii. you develop a business needs assessment based on strengths/weaknesses of the business
- 9. Analyze income statements
  - a. **You will demonstrate your competence**
    - i. by analyzing income statements
  - b. **Your performance will be successful when**
    - i. you review past business income statement trends
    - ii. you assess business performance based on income statements
    - iii. you compare business plan projections to past income statements
- 10. Identify individual enterprise performance
- 11. Incorporate individual enterprise performance into the farm business
- 12. Modify farm business plan based on enterprise performance

**Course Title:** Special Topics – Livestock

**Course Number:** FBMF 2234

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outline**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data
- Compare data for options related to focus area

III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

IV. Implement the plan

## V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

### Course Outcomes

1. Develop a nutrient and/or pest management plan;
2. Evaluate profitability;
3. Develop enterprise budget;
4. Develop inventory tracking;
5. Generate tracking report for feed fed; and
6. Prepare animal welfare plan.



**Course Title: Special Topics – Livestock**

**Course Number: FBMT 2234**

**Credits: 1**

**Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

**Course Outline**

1. Develop a nutrient and/or pest management plan;
2. Evaluate profitability;
3. Develop enterprise budget;
4. Develop inventory tracking;
5. Generate tracking report for feed fed; and
6. Prepare animal welfare plan.

**Course Outcomes**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data

- Compare data for options related to focus area

### III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

### IV. Implement the plan

### V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

We are finished with this one

**~~Course Title:~~** Special Topics—Livestock

**~~Course Number:~~** FBMT 2234

**~~Credits:~~** 1

### **~~Course Description~~**

~~This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.~~

- ~~1. Beef—cow/calf~~
- ~~2. Dairy~~
- ~~3. Swine~~
- ~~4. Sheep~~
- ~~5. Goat~~
- ~~6. Turkey~~
- ~~7. Chicken~~
- ~~8. Dairy heifers~~
- ~~9. Beef market~~

## ~~10. Specialty livestock (organic, honey bees, deer, elk, etc.)~~

### ~~Course Outline~~

~~I. Determine a livestock management specific focus for the course based on your farm business~~

- ~~• Select livestock management area to be evaluated~~
- ~~• Identify factors for consideration~~
- ~~• Examine tools needed to assist with analysis~~

~~II. Investigate information related to the livestock management special focus~~

- ~~• Research publications and other sources of pertinent data~~
- ~~• Compare data for options related to focus area~~

~~III. Develop an implementation plan~~

- ~~• Identify key factors to include in plan~~
- ~~• Incorporate findings into plan~~
- ~~• Finalize the plan~~

~~IV. Implement the plan~~

~~V. Evaluate the plan~~

- ~~• Monitor actions~~
- ~~• Record findings~~
- ~~• Consider modifications to the plan as needed, based on findings~~

### ~~Course Outcomes~~

- ~~1. Develop a nutrient and/or pest management plan;~~
- ~~2. Evaluate profitability;~~
- ~~3. Develop enterprise budget;~~
- ~~4. Develop inventory tracking;~~
- ~~5. Generate tracking report for feed fed; and~~
- ~~6. Prepare animal welfare plan.~~

# **Special Topics – Livestock**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2234

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### **Description:**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outcomes:**

1. Develop a nutrient and/or pest management plan
2. Evaluate profitability
3. Develop enterprise budget
4. Develop inventory tracking
5. Generate tracking report for feed fed
6. Prepare animal welfare plan

### **Course Outline:**

1. Determine a livestock management specific focus for the course based on your farm business
  - a. Select livestock management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the livestock management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan
4. Implement the plan
5. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

# 2161: Examination of the Context of Farm System Management

## Course Outcome Summary

### Course Information

<b>Organization</b>	Minnesota State
<b>Developers</b>	M State FBM Curriculum Review Team
<b>Course Number</b>	FBMT2161
<b>Total Credits</b>	4

### Description

This course is designed to assist students in preparation of improved farm system management procedures. Students in this course will evaluate several years of an improved farm system analysis.

### Exit Learning Outcomes

#### Program Outcomes

- A. Maintain production and financial business records
- B. Interpret business analyses
- C. Utilize business analyses to improve business organization and efficiency
- D. Demonstrate strategic decision-making skills
- E. Evaluate personal and business goals and plans
- F. Manage business resources and technologies
- G. Manage risk

### Competencies

- 1. Prioritize strategies to improve enterprise trend data;**  
**You will demonstrate your competence:**
  - 1.a. by prioritizing strategies to improve selected enterprise(s)**Your performance will be successful when:**
  - 1.a. you identify areas for improvement within (an) enterprise(s)
  - 1.b. you identify strategies to improve enterprise performance
- 2. Predict future changes in financial ratios;**  
**You will demonstrate your competence:**
  - 2.a. by defending proforma ratios from a projected cash flow plan**Your performance will be successful when:**
  - 2.a. you create a cash flow plan
  - 2.b. you use current and historical business ratios to predict future changes
- 3. Prioritize future business goals;**  
**You will demonstrate your competence:**
  - 3.a. by developing a written list of future business, family, and personal goals**Your performance will be successful when:**
  - 3.a. you consider past business, family, and personal goals
  - 3.b. you assess goals for annual achievement and accuracy

- 3.c. you re-establish goals as they are completed and modified
- 3.d. your goals address business continuation, retirement, and succession plans
- 3.e. you verify goal attainment

**4. Compare strengths and weaknesses of the management system;**

**You will demonstrate your competence:**

- 4.a. by citing strengths and weaknesses of your business management system

**Your performance will be successful when:**

- 4.a. you review your business plan
- 4.b. you consider strengths and weaknesses identified in the risk assessment
- 4.c. you explain the relationship of the financial standard ratios as they pertain to the management system
- 4.d. you list the strengths and weaknesses of the management system

**5. Investigate business structure models;**

**You will demonstrate your competence:**

- 5.a. by investigating business structure model options

**Your performance will be successful when:**

- 5.a. you list at least one alternative business structure model
- 5.b. you list the advantages of the alternative business structure model(s)
- 5.c. you list the disadvantages of the alternative business structure model(s)
- 5.d. you discuss how the alternative business structure would function using historical data

**6. Explain deferred tax liability;**

**You will demonstrate your competence:**

- 6.a. by presenting the implications of deferred tax liability on the farm business to your FBM instructor

**Your performance will be successful when:**

- 6.a. you complete a current cost/market balance sheet
- 6.b. you discuss impact of timed asset liquidation
- 6.c. you categorize assets for ordinary income, investment recapture and capital gains taxation

**7. Evaluate tax management strategies;**

**You will demonstrate your competence:**

- 7.a. by guiding the tax planning session

**Your performance will be successful when:**

- 7.a. you assess tax law changes as they pertain to the farm business
- 7.b. you implement revised tax management strategies
- 7.c. you make decisions to manage tax liability

**8. Appraise the financial and data accounting system;**

**You will demonstrate your competence:**

- 8.a. by appraising the financial and data accounting system.

**Your performance will be successful when:**

- 8.a. you address the level of detail used in the current system(s)
- 8.b. you identify areas for improvement based on analysis results
- 8.c. you compare current system features to other available systems
- 8.d. you consider the feasibility of additional system changes

9. Prioritize future family and personal goals;
10. Appraise the production records;
11. Compare Enterprise Analysis Benchmarking Data; and
12. Evaluate family living cost.





# 2161: Examination of the Context of Farm System Management

## Course Outcome Summary

### Course Information

Organization	Minnesota State
Developers	M State FBM Curriculum Review Team
Course Number	FBMT2161
Total Credits	4

### Description

This course is designed to assist students in preparation of improved farm system management procedures. Students in this course will evaluate several years of an improved farm system analysis.

### ~~Exit Learning Outcomes~~

#### ~~Program Outcomes~~

- A. ~~Maintain production and financial business records~~
- B. ~~Interpret business analyses~~
- C. ~~Utilize business analyses to improve business organization and efficiency~~
- D. ~~Demonstrate strategic decision-making skills~~
- E. ~~Evaluate personal and business goals and plans~~
- F. ~~Manage business resources and technologies~~
- G. ~~Manage risk~~

### Competencies Course Outcomes

1. **Prioritize strategies to improve enterprise trend data;**  
**You will demonstrate your competence:**
  - 1.a. by prioritizing strategies to improve selected enterprise(s)**Your performance will be successful when:**
  - 1.a. you identify areas for improvement within (an) enterprise(s)
  - 1.b. you identify strategies to improve enterprise performance
2. **Predict future changes in financial ratios;**  
**You will demonstrate your competence:**
  - 2.a. by defending proforma ratios from a projected cash flow plan**Your performance will be successful when:**
  - 2.a. you create a cash flow plan
  - 2.b. you use current and historical business ratios to predict future changes
3. **Prioritize future farm business goals;**  
**You will demonstrate your competence:**
  - 3.a. by developing a written list of future business, family, and personal goals**Your performance will be successful when:**
  - 3.a. you consider past business, family, and personal goals
  - 3.b. you assess goals for annual achievement and accuracy

- 3.c. you re-establish goals as they are completed and modified
- 3.d. your goals address business continuation, retirement, and succession plans
- 3.e. you verify goal attainment
- 4. **Compare strengths and weaknesses of the farm management system;**  
**You will demonstrate your competence:**
  - 4.a. by citing strengths and weaknesses of your business management system**Your performance will be successful when:**
  - 4.a. you review your business plan
  - 4.b. you consider strengths and weaknesses identified in the risk assessment
  - 4.c. you explain the relationship of the financial standard ratios as they pertain to the management system
  - 4.d. you list the strengths and weaknesses of the management system
- 5. **Investigate farm business structure models;**  
**You will demonstrate your competence:**
  - 5.a. by investigating business structure model options**Your performance will be successful when:**
  - 5.a. you list at least one alternative business structure model
  - 5.b. you list the advantages of the alternative business structure model(s)
  - 5.c. you list the disadvantages of the alternative business structure model(s)
  - 5.d. you discuss how the alternative business structure would function using historical data
- 6. **Explain deferred tax liability;**  
**You will demonstrate your competence:**
  - 6.a. by presenting the implications of deferred tax liability on the farm business to your FBM instructor**Your performance will be successful when:**
  - 6.a. you complete a current cost/market balance sheet
  - 6.b. you discuss impact of timed asset liquidation
  - 6.c. you categorize assets for ordinary income, investment recapture and capital gains taxation
- 7. **Evaluate tax management strategies;**  
**You will demonstrate your competence:**
  - 7.a. by guiding the tax planning session**Your performance will be successful when:**
  - 7.a. you assess tax law changes as they pertain to the farm business
  - 7.b. you implement revised tax management strategies
  - 7.c. you make decisions to manage tax liability
- 8. **Appraise the financial and data accounting system;**  
**You will demonstrate your competence:**
  - 8.a. by appraising the financial and data accounting system.**Your performance will be successful when:**
  - 8.a. you address the level of detail used in the current system(s)
  - 8.b. you identify areas for improvement based on analysis results
  - 8.c. you compare current system features to other available systems
  - 8.d. you consider the feasibility of additional system changes

9.        Prioritize future ~~family and~~ personal goals;
- ~~—~~10.        ~~Appraise~~ Examine the ~~farm business~~ production records;
11.        Compare Enterprise Analysis Benchmarking Data; and
12.        Evaluate family living cost.

This one is complete

# Examination of the Context of Farm System Management

## Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBM 2161

**Type of Instruction:** Individualized

**Total Credits:** 4.0

**Total Hours of Instruction:** 16.0

### Description:

This course is designed to assist students in preparation of improved farm system management procedures. Students in this course will evaluate several years of an improved farm system analysis.

### Course Outcomes:

1. Prioritize strategies to improve enterprise trend data
  - a. **You will demonstrate your competence**
    - i. by prioritizing strategies to improve selected enterprise(s)
  - b. **Your performance will be successful when**
    - i. you identify areas for improvement within (an) enterprise(s)
    - ii. you identify strategies to improve enterprise performance
2. Predict future changes in financial ratios
  - a. **You will demonstrate your competence**
    - i. by defending proforma ratios from a projected cash flow plan
  - b. **Your performance will be successful when**
    - i. you create a cash flow plan
    - ii. you use current and historical business ratios to predict future changes
3. Prioritize future farm business goals
  - a. **You will demonstrate your competence**
    - i. by developing a written list of future business, family, and personal goals
  - b. **Your performance will be successful when**
    - i. you consider past business, family, and personal goals

- ii. you assess goals for annual achievement and accuracy
  - iii. you re-establish goals as they are completed and modified
  - iv. your goals address business continuation, retirement, and succession plans
  - v. you verify goal attainment
- 4. Compare strengths and weaknesses of the farm management system
  - a. You will demonstrate your competence**
    - i. by citing strengths and weaknesses of your business management system
  - b. Your performance will be successful when**
    - i. you review your business plan
    - ii. you consider strengths and weaknesses identified in the risk assessment
    - iii. you explain the relationship of the financial standard ratios as they pertain to the management system
    - iv. you list the strengths and weaknesses of the management system
- 5. Investigate farm business structure models
  - a. You will demonstrate your competence**
    - i. by investigating business structure model options
  - b. Your performance will be successful when**
    - i. you list at least one alternative business structure model
    - ii. you list the advantages of the alternative business structure model(s)
    - iii. you list the disadvantages of the alternative business structure model(s)
    - iv. you discuss how the alternative business structure would function using historical data
- 6. Explain deferred tax liability
  - a. You will demonstrate your competence**
    - i. by presenting the implications of deferred tax liability on the farm business to your FBM instructor
  - b. Your performance will be successful when**
    - i. you complete a current cost/market balance sheet
    - ii. you discuss impact of timed asset liquidation
    - iii. you categorize assets for ordinary income, investment recapture, and capital gains taxation
- 7. Evaluate tax management strategies
  - a. You will demonstrate your competence**
    - i. by guiding the tax planning session
  - b. Your performance will be successful when**
    - i. you assess tax law changes as they pertain to the farm business
    - ii. you implement revised tax management strategies
    - iii. you make decisions to manage tax liability

8. Appraise the financial and data accounting system
  - a. **You will demonstrate your competence**
    - i. by appraising the financial and data accounting system.
  - b. **Your performance will be successful when**
    - i. you address the level of detail used in the current system(s)
    - ii. you identify areas for improvement based on analysis results
    - iii. you compare current system features to other available systems
    - iv. you consider the feasibility of additional system changes
9. Prioritize future personal goals
10. Examine the farm business production records
11. Compare Enterprise Analysis Benchmarking Data
12. Evaluate family living cost

**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2211

**Credits:** 1

**Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugarbeets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

**Course Outline**

I. Determine a marketing management specific focus for the course based on your farm business

A. Select marketing management area to be evaluated

B. Identify factors for consideration

C. Examine tools needed to assist with analysis

II. Investigate information related to the marketing management special focus

A. Research publications and other sources of pertinent data

B. Compare data for options related to focus area

III. Develop an implementation plan

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

### **Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Measure effects of marketing plans



# Special Topics – Marketing

## Course Outcome Summary

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2210 – FBMT 2214

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### **Description:**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

### **Course Outcomes:**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts

### **Course Issues:**

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugar beets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

# 2162: Refining Farm System Management

## Course Outcome Summary

### Course Information

<b>Organization</b>	Minnesota State
<b>Developers</b>	M State FBM Curriculum Review Team
<b>Course Number</b>	FBMT2162
<b>Total Credits</b>	4

### Description

This course is the culmination of activities designed to enable the student to develop and implement a comprehensive farm business strategic plan. The student will use the components of the Farm Business Management Program to develop and support a farm business strategic plan.

### Exit Learning Outcomes

#### Program Outcomes

- A. Maintain production and financial business records
- B. Interpret business analyses
- C. Utilize business analyses to improve business organization and efficiency
- D. Demonstrate strategic decision-making skills
- E. Evaluate personal and business goals and plans
- F. Manage business and human resources and technologies
- G. Manage risk

### Competencies

1. **Evaluate strategic opportunities by assessing and exploring current and new enterprise opportunities;**  
**You will demonstrate your competence:**
  - 1.a. by identifying business continuation opportunities**Your performance will be successful when:**
  - 1.a. you create a list of most profitable enterprises
  - 1.b. you create a list of potential new enterprises
  - 1.c. you identify possible changes in business structure (i.e. LLC, partnership, S Corp)
  - 1.d. you identify possible changes in business ownership (i.e. new partners, transfer of ownership)
2. **Evaluate business structure and ownership opportunities (i.e. LLC, Partnerships, S or C corp, including new partners or transfer to new potential owners);**  
**You will demonstrate your competence:**
  - 2.a. by defending the projected cash flow plan**Your performance will be successful when:**
  - 2.a. you utilize past financial data to accurately project cash flow
  - 2.b. you utilize actual business data to defend the cash flow projection
3. **Justify enterprise budgeting;**

**You will demonstrate your competence:**

3.a. by justifying enterprise budgets

**Your performance will be successful when:**

3.a. you utilize past financial data to accurately prepare enterprise budgets

3.b. you evaluate current market volatility

3.c. you utilize trend data to justify the enterprise budgets

**4. Evaluate financial ratios;**

**You will demonstrate your competence:**

4.a. by evaluating financial ratios

**Your performance will be successful when:**

4.a. you compare financial ratio trends to benchmark information

4.b. you summarize the affect of past decisions on current farm financial ratios

4.c. you evaluate the strength of current financial ratios

4.d. you explore opportunities for financial ratio improvement

**5. Prioritize strategies to improve enterprise trend direction;**

**You will demonstrate your competence:**

5.a. by prioritizing selected strategies to improve enterprise trends

**Your performance will be successful when:**

5.a. you compare the advantages and disadvantages of implementing the strategy

5.b. you examine trend data to identify underperforming enterprises

5.c. you create a list of prioritized strategies to improve underperforming enterprises

**6. Appraise strategies to improve new & existing enterprise trend direction;**

**You will demonstrate your competence:**

6.a. by evaluating historical farm trends

**Your performance will be successful when:**

6.a. you summarize how past decisions have effected farm business performance and change

6.b. you utilize historical data to predict the future direction of farm business performance

**7. Assess a risk management plan;**

**You will demonstrate your competence:**

7.a. by completing a risk management plan assessment

**Your performance will be successful when:**

7.a. you indicate the level of environmental risk

7.b. you indicate the level of biological risk

7.c. you indicate the level of production risk

7.d. you indicate the level of social/labor/human resource risk

7.e. you indicate the level of financial risk

7.f. you indicate the level of marketing risk

**8. Evaluate emerging technologies;**

**You will demonstrate your competence:**

8.a. by evaluating available emerging technologies

**Your performance will be successful when:**

8.a. you evaluate your current technology system(s)

8.b. you evaluate your current technology needs

8.c. you will determine the compatibility of new technology with existing systems

- 9. Inventory existing technologies;**
- 10. Prioritize future technology needs;**
- 11. Evaluate benchmark trends; and**
- 12. Develop a strategic plan.**



# 2162: Refining Farm System Management

## Course Outcome Summary

### Course Information

Organization	Minnesota State
Developers	M State FBM Curriculum Review Team
Course Number	FBMT2162
Total Credits	4

### Description

This course is the culmination of activities designed to enable the student to develop and implement a comprehensive farm business strategic plan. The student will use the components of the [Farm Business Management Program](#) to develop and support a [farm business strategic plan](#).

### Exit Learning Outcomes

#### Program Outcomes

- A. [Maintain production and financial business records](#)
- B. [Interpret business analyses](#)
- C. [Utilize business analyses to improve business organization and efficiency](#)
- D. [Demonstrate strategic decision-making skills](#)
- E. [Evaluate personal and business goals and plans](#)
- F. [Manage business and human resources and technologies](#)
- G. [Manage risk](#)

### CompetenciesCourse Outcomes

1. **Evaluate strategic opportunities [by assessing and exploring for](#) current and new enterprises—~~opportunities~~;**  
**You will demonstrate your competence:**
  - 1.a. by identifying business continuation opportunities**Your performance will be successful when:**
  - 1.a. you create a list of most profitable enterprises
  - 1.b. you create a list of potential new enterprises
  - 1.c. you identify possible changes in business structure (i.e. LLC, partnership, S Corp)
  - 1.d. you identify possible changes in business ownership (i.e. new partners, transfer of ownership)
2. **Evaluate business structure and ownership opportunities (i.e. LLC, Partnerships, S or C corp, including new partners or transfer to new potential owners);**  
**You will demonstrate your competence:**
  - 2.a. by defending the projected cash flow plan**Your performance will be successful when:**
  - 2.a. you utilize past financial data to accurately project cash flow
  - 2.b. you utilize actual business data to defend the cash flow projection
3. **[Create accurate](#) ~~Justify~~ enterprise budgeting;**

**You will demonstrate your competence:**

3.a. by justifying enterprise budgets

**Your performance will be successful when:**

3.a. you utilize past financial data to accurately prepare enterprise budgets

3.b. you evaluate current market volatility

3.c. you utilize trend data to justify the enterprise budgets

**4. Evaluate financial ratios;**

**You will demonstrate your competence:**

4.a. by evaluating financial ratios

**Your performance will be successful when:**

4.a. you compare financial ratio trends to benchmark information

4.b. you summarize the affect of past decisions on current farm financial ratios

4.c. you evaluate the strength of current financial ratios

4.d. you explore opportunities for financial ratio improvement

**5. Prioritize strategies to improve enterprise trend direction;**

**You will demonstrate your competence:**

5.a. by prioritizing selected strategies to improve enterprise trends

**Your performance will be successful when:**

5.a. you compare the advantages and disadvantages of implementing the strategy

5.b. you examine trend data to identify underperforming enterprises

5.c. you create a list of prioritized strategies to improve underperforming enterprises

**6. Appraise Formulate strategies to improve new and existing enterprise trend directions;**

**You will demonstrate your competence:**

6.a. by evaluating historical farm trends

**Your performance will be successful when:**

6.a. you summarize how past decisions have aeffected farm business performance and change

6.b. you utilize historical data to predict the future direction of farm business performance

**7. Assess a farm business risk management plan;**

**You will demonstrate your competence:**

7.a. by completing a risk management plan assessment

**Your performance will be successful when:**

7.a. you indicate the level of environmental risk

7.b. you indicate the level of biological risk

7.c. you indicate the level of production risk

7.d. you indicate the level of social/labor/human resource risk

7.e. you indicate the level of financial risk

7.f. you indicate the level of marketing risk

**8. Evaluate emerging technologies;**

**You will demonstrate your competence:**

8.a. by evaluating available emerging technologies

**Your performance will be successful when:**

8.a. you evaluate your current technology system(s)

8.b. you evaluate your current technology needs

8.c. you will determine the compatibility of new technology with existing systems

9. Inventory existing technologies utilized within the farm business;

10. Prioritize future technology needs;

11. Evaluate benchmark trends; and

12. Develop a strategic farm business management plan.

We are done with this one.

# Refining Farm System Management

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2162

**Type of Instruction:** Individualized

**Total Credits:** 4.0

**Total Hours of Instruction:** 16.0

### Description:

This course is the culmination of activities designed to enable the student to develop and implement a comprehensive farm business strategic plan. The student will use the components of the Farm Business Management Program to develop and support a strategic plan.

### Course Outcomes:

1. Evaluate strategic opportunities for current and new enterprises
  - a. **You will demonstrate your competence**
    - i. by identifying business continuation opportunities
  - b. **Your performance will be successful when**
    - i. you create a list of most profitable enterprises
    - ii. you create a list of potential new enterprises
    - iii. you identify possible changes in business structure (i.e. LLC, partnership, S Corp)
    - iv. you identify possible changes in business ownership (i.e. new partners, transfer of ownership)
2. Evaluate business structure and ownership opportunities (i.e. LLC, Partnerships, S or C corp., including new partners or transfer to new potential owners)
  - a. **You will demonstrate your competence**
    - i. by defending the projected cash flow plan
  - b. **Your performance will be successful when**
    - i. you utilize past financial data to accurately project cash flow
    - ii. you utilize actual business data to defend the cash flow projection
3. Create accurate enterprise budgets
  - a. **You will demonstrate your competence**



- i. by justifying enterprise budgets
- b. Your performance will be successful when**
  - i. you utilize past financial data to accurately prepare enterprise budgets
  - ii. you evaluate current market volatility
  - iii. you utilize trend data to justify the enterprise budgets
- 4. Evaluate financial ratios
  - a. You will demonstrate your competence**
    - i. by evaluating financial ratios
  - b. Your performance will be successful when**
    - i. you compare financial ratio trends to benchmark information
    - ii. you summarize the effect of past decisions on current farm financial ratios
    - iii. you evaluate the strength of current financial ratios
    - iv. you explore opportunities for financial ratio improvement
- 5. Prioritize strategies to improve enterprise trend direction
  - a. You will demonstrate your competence**
    - i. by prioritizing selected strategies to improve enterprise trends
  - b. Your performance will be successful when**
    - i. you compare the advantages and disadvantages of implementing the strategy
    - ii. you examine trend data to identify underperforming enterprises
    - iii. you create a list of prioritized strategies to improve underperforming enterprises
- 6. Formulate strategies to improve new and existing enterprise trend directions
  - a. You will demonstrate your competence**
    - i. by evaluating historical farm trends
  - b. Your performance will be successful when**
    - i. you summarize how past decisions have affected farm business performance and change
    - ii. you utilize historical data to predict the future direction of farm business performance
- 7. Assess a farm business risk management plan
  - a. You will demonstrate your competence**
    - i. by completing a risk management plan assessment
  - b. Your performance will be successful when**
    - i. you indicate the level of environmental risk
    - ii. you indicate the level of biological risk
    - iii. you indicate the level of production risk
    - iv. you indicate the level of social/labor/human resource risk
    - v. you indicate the level of financial risk
    - vi. you indicate the level of marketing risk
- 8. Evaluate emerging technologies

- a. You will demonstrate your competence**
    - i. by evaluating available emerging technologies
  - b. Your performance will be successful when**
    - i. you evaluate your current technology system(s)
    - ii. you evaluate your current technology needs
    - iii. you will determine the compatibility of new technology with existing systems
9. Inventory existing technologies utilized within the farm business
  10. Prioritize future technology needs
  11. Evaluate benchmark trends
  12. Develop a strategic farm business management plan

**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMF 2204

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outline**

#### **I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

### **Course Outcomes**

1. Identify the components related to the topic that are necessary to the operation.
2. Compile information to complete the topic.
3. Prepare the document.
4. Analyze reporting results.
5. Explain the effects of the results to operation.
6. Predict what impact this topic has on business profitability.



**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMt 2201 – [FBMT 2204](#)

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outline** [??Move section down](#)

#### **I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

### **Course Outcomes**

- ~~1. Identify the components related to the topic that are necessary to the operation.~~
- ~~2. Compile information to complete the topic.~~
- ~~3. Prepare the document.~~
- ~~4. Analyze reporting results.~~
- ~~5. Explain the effects of the results to operation.~~
- ~~6. Predict what impact this topic has on business profitability.~~

- 1. Determine a general farm management specific focus for the course based on your farm business.**
- 2. Investigate information related to the general farm management special focus**
- 3. Develop an implementation plan**

Reviewed with changes noted 11/16/2022

# **Special Topics – General Farm Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2201 - 2204

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### **Description:**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business.

Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outcomes:**

1. Determine a general farm management specific focus for the course based on your farm business
2. Investigate information related to the general farm management special focus
3. Develop an implementation plan

### **Course Outline:**

1. Determine a general farm management specific focus for the course based on your farm business

- a. Select general farm management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
- 2. Investigate information related to the general farm management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
- 3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan



**Course Title:** Application of Productive Enterprise Information

**Course Number:** FBMT 1233

**Credits:** 2

**Course Description:**

This course describes procedures for applying enterprise information provided by computerized analysis of farm business accounts.

**Course Outline:**

- I. Benchmark enterprise analysis information
  - Review selected enterprise data
  - Compare selected enterprise data to industry benchmarks
- II. Verify enterprise contributions to farm profitability
  - Review enterprise profitability
  - Rank enterprises by profitability
  - Quantify the contribution of each enterprise
- III. Compare enterprise practices and technologies with benchmarks (special sorts)
  - Identify specific practices and technologies employed
  - Identify benchmark data (special sort)
  - Compare farm business results with industry benchmarks

**Course Specific Outcomes:**

1. Examine selected enterprise expense data to identify strengths and weaknesses
2. Complete and understand a comparison of students enterprise data with regional data

**Course Title:** Application of Productive Enterprise Information

**Course Number:** FBMT 1233

**Credits:** 2

**Course Description:**

This course describes procedures for applying enterprise information provided by computerized analysis of farm business accounts.

**Course Outline:**

- I. Benchmark enterprise analysis information
  - Review selected enterprise data
  - Compare selected enterprise data to industry benchmarks
- II. Verify enterprise contributions to farm profitability
  - Review enterprise profitability
  - Rank enterprises by profitability
  - Quantify the contribution of each enterprise
- III. Compare enterprise practices and technologies with benchmarks (special sorts)
  - Identify specific practices and technologies employed
  - Identify benchmark data (special sort)
  - Compare farm business results with industry benchmarks

**Course Specific Outcomes:**

1. Examine selected enterprise expense data to identify strengths and weaknesses
2. Complete ~~and understand~~ a comparison of students' enterprise data with regional data
3. ~~a~~ Benchmark farm business enterprise analysis information
4. Verify enterprise contributions to farm profitability
5. Compare enterprise practices and technologies with benchmarks (special sorts)
6. Review the farm business management plan

2- This one is done.

# **Application of Productive Enterprise Information**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1233

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course describes procedures for applying enterprise information provided by computerized analysis of farm business accounts.

### **Course Outcomes:**

1. Examine selected enterprise expense data to identify strengths and weaknesses
2. Complete a comparison of student enterprise data with regional data
3. Benchmark farm business enterprise analysis information
4. Verify enterprise contributions to farm profitability
5. Compare enterprise practices and technologies with benchmarks (special sorts)
6. Review the farm business management plan

### **Course Outline:**

1. Benchmark enterprise analysis information
  - a. Review selected enterprise data
  - b. Compare selected enterprise data to industry benchmarks
2. Verify enterprise contributions to farm profitability
  - a. Review enterprise profitability
  - b. Rank enterprises by profitability
  - c. Quantify the contribution of each enterprise
3. Compare enterprise practices and technologies with benchmarks (special sorts)
  - a. Identify specific practices and technologies employed
  - b. Identify benchmark data (special sort)
  - c. Compare farm business results with industry benchmarks

**Course Title:** Special Topics - Crops

**Course Number:** FBMT 2224

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

### **Course Outcomes**

1. Identify budget inputs;
2. Determine farm actual production history (APH);
3. Develop enterprise budget;
4. Formulated detailed production records;
5. Evaluate profitability; and
6. Develop a nutrient and/or pest management plan.



**Course Title:** Special Topics - Crops

**Course Number:** FBMt 2224

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outcomes**

1. Identify budget inputs;
2. Determine farm actual production history (APH);
3. Develop enterprise budget;
- Formulated detailed production records;
- Evaluate profitability; and
- Develop a nutrient and/or pest management plan.

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

### III. Develop an implementation plan

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

#### ~~Course Outcomes~~

- ~~1. Identify budget inputs;~~
- ~~2.1. Determine farm actual production history (APH);~~
- ~~3.1. Develop enterprise budget;~~
- ~~4.1. Formulated detailed production records;~~
- ~~5.1. Evaluate profitability; and~~
- ~~6.1. Develop a nutrient and/or pest management plan.~~

Reviewed with changes noted 11/17/2022

# Special Topics - Crops

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2220-2224

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### Description:

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### Course Outcomes:

1. Determine a crop management specific focus for the course based on your farm business
  - a. Select crop enterprise(s) to be evaluated
  - b. Identify enterprise factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the crop management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop a crop management implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan



- c. Finalize the plan
- 4. Develop enterprise budget

**Course Outline:**

- 1. Identify budget inputs
- 2. Determine farm actual production history (example APH)
- 3. Develop enterprise budget
- 4. Formulate detailed production records
- 5. Evaluate profitability
- 6. Develop a nutrient and/or pest management plan

**Course Title:** System Plans and Projections

**Course Number:** FBMT 2253

**Credits:** 2

**Course Description:**

This course enables the combination of concepts for preparing farm system plans and projections, and the interaction of possible implications and/or solutions of these concepts.

**Course Outline:**

- I. Review the farm business plan
  - Review goals in relationship to the business plan
  - Review historical trend data
  - Identify areas for improvement
- II. Evaluate business performance in relation to the vision for the future
  - Benchmark business financial and production performance
  - Compare business financial and production performance to industry standards
  - Set standards for future performance
- III. Revise the farm business plan
  - Link the plan to goals
  - Base revisions on historical farm performance
  - Compare revised plan results to historical performance

**Course Specific Outcomes:**

1. Provide all basic data needed to develop a business plan
2. Evaluate the business plan based on realistic market expectations
3. Modify the plan to adhere to business goals

**Course Title:** System Plans and Projections

**Course Number:** FBMT 2253

**Credits:** 2

**Course Description:**

This course enables the combination of concepts for preparing farm system plans and projections, and the interaction of possible implications and/or solutions of these concepts.

**Course Outline:**

- I. Review the farm business plan
  - Review goals in relationship to the business plan
  - Review historical trend data
  - Identify areas for improvement
- II. Evaluate business performance in relation to the vision for the future
  - Benchmark business financial and production performance
  - Compare business financial and production performance to industry standards
  - Set standards for future performance
- III. Revise the farm business plan
  - Link the plan to goals
  - Base revisions on historical farm performance
  - Compare revised plan results to historical performance

**Course ~~Specific~~ Outcomes:**

1. Provide all basic data needed to develop a business plan
2. Evaluate the business plan based on realistic market expectations
3. ~~Modify/Update~~ the plan to adhere to business goals
4. Review the farm business plan
5. Evaluate business performance in relation to the vision for the future
6. Compare newly created plan results to historical performance

3. We are done with this one.

# **System Plans and Projections**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2253

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course enables the combination of concepts for preparing farm system plans and projections, and the interaction of possible implications and/or solutions of these concepts.

### **Course Outcomes:**

1. Provide all basic data needed to develop a business plan
2. Evaluate the business plan based on realistic market expectations
3. Update the plan to adhere to business goals
4. Review the farm business plan
5. Evaluate business performance in relation to the vision for the future
6. Compare newly created plan results to historical performance

### **Course Outcomes:**

1. Review the farm business plan
  - a. Review goals in relationship to the business plan
  - b. Review historical trend data
  - c. Identify areas for improvement
2. Evaluate business performance in relation to the vision for the future
  - a. Benchmark business financial and production performance
  - b. Compare business financial and production performance to industry standards
  - c. Set standards for future performance
3. Revise the farm business plan
  - a. Link the plan to goals

- b. Base revisions on historical farm performance
- c. Compare revised plan results to historical performance

NOTES

**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMT 2203

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from special topics listed below based on student needs.

#### **Special Topics**

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outline**

#### **I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

## **Course Outcomes**

1. Identify the components related to the topic that are necessary to the operation.
2. Compile information to complete the topic.
3. Prepare the document.
4. Analyze reporting results.
5. Explain the effects of the results to operation.
6. Predict what impact this topic has on business profitability.



**Course Title:** Special Topics - General Farm Management

**Course Number:** FBM 2201 – [FBMT 2204](#)

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outline** [??Move section down](#)

#### **I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

### **Course Outcomes**



- ~~1. Identify the components related to the topic that are necessary to the operation.~~
- ~~2. Compile information to complete the topic.~~
- ~~3. Prepare the document.~~
- ~~4. Analyze reporting results.~~
- ~~5. Explain the effects of the results to operation.~~
- ~~6. Predict what impact this topic has on business profitability.~~

- 1. Determine a general farm management specific focus for the course based on your farm business.**
- 2. Investigate information related to the general farm management special focus**
- 3. Develop an implementation plan**

Reviewed with changes noted 11/16/2022

# **Special Topics – General Farm Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2201 - 2204

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### **Description:**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business.

Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outcomes:**

1. Determine a general farm management specific focus for the course based on your farm business
2. Investigate information related to the general farm management special focus
3. Develop an implementation plan

### **Course Outline:**

1. Determine a general farm management specific focus for the course based on your farm business

- a. Select general farm management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
- 2. Investigate information related to the general farm management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
- 3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan



## **ADVANCED FARM BUSINESS MANAGEMENT**

**FBMA 2930 Fundamentals: Risk Management-** This course is intended to have the student enhance their decision-making skills relating to business risk management. This course will have the student further investigate tools available to their business that would be effective in reducing potential risk for their operation. Emphasis will be placed on having the student research risk management options that will meet their business, family, and personal needs.

**FBMA 2931 Applications in Risk Management-**This course is intended to have the student apply concepts in financial management that can be used in the development of a business risk management program. The student is to implement risk management tools that will assist in meeting their business, family and personal needs.

**FBMA 2932 Fundamentals: Strategic Planning-** This course will enable students to identify the elements necessary to evaluate and create a strategic plan for the business. Determining uses for the plan today and tomorrow and developing a plan to locate those team members necessary for strategic plan creation.

**FBMA 2933 Applications in Strategic Planning-** This course will provide practical application of strategic planning skills. Application skills will be practiced upon and applied to the student's business and business plan.

**FBMA 2934 Fundamentals: Business Plans-**This course will provide practical application of the business plan. Application skills will be practiced and applied as the student's business plan is prepared and implemented.

**FBMA 2935 Applications in Business Plans -** This course will provide the necessary instruction to put together and implement a business plan for the farm business.

**FBMA 2936 Directed Study: Decision Making -** This course will examine the individual, family and farm business decision-making process with emphasis on upgrading and improving decision making resources, tools and skills. Particularly, this course will lead the student to critically analyze information, applications and implications of decision-making as it relates to their own situation. Students will evaluate their own decision making process.

**FBMA 2937 Directed Study: Advanced Communications-** This course will assist the student in further acquiring and developing a higher level of communication skills. Students will review and evaluate various communication methods and techniques in dealing with and relating to individuals in both the public and private sector. Students will use this information in formulating an effective communication method and style. Additional course content may include student initiated or group activities.

**FBMA 2938 Directed Study: Technology Issues** - This course will deal with experiencing modern agricultural technological changes and determining if they fit into an individual's farming operation.

**FBMA 2939 Directed Study: Family Transition-** This course provides the opportunity for the student to study the many aspects of farm business and/or family transition, which occur in the typical farm business.

**FBMA 2940 Directed Study: Personnel Management-**This course will organize skills for effective management of farm employees and agribusiness personnel through development of: handbooks, compensation/incentive packages, individual expectations/evaluations, and team meetings.

**FBMA 2941 Directed Study: Enterprise Alternatives** -This course will assist those students wanting to make changes in their farm business through enterprise expansion, addition or enhancement. The course will develop a set of procedures for exploring and evaluating alternative choices.

## ADVANCED FARM BUSINESS MANAGEMENT

**FBMA 2930 Fundamentals: Risk Management-** This course enhances the student's decision-making skills relating to business risk management. The student will further investigate tools available to their business that would be effective in reducing potential risk for their operation. Emphasis will be placed on having the student research risk management options that will meet their business, family, and personal needs.~~This course is intended to have the student enhance their decision-making skills relating to business risk management. This course will have the student further investigate tools available to their business that would be effective in reducing potential risk for their operation. Emphasis will be placed on having the student research risk management options that will meet their business, family, and personal needs.~~

**FBMA 2931 Applications in Risk Management-** The student will apply concepts in financial management to develop a business risk management program. The student will implement risk management tools to assist in meeting business, family and personal needs.~~This course is intended to have the student apply concepts in financial management that can be used in the development of a business risk management program. The student is to implement risk management tools that will assist in meeting their business, family and personal needs.~~

**FBMA 2932 Fundamentals: Strategic Planning-** Students will identify the elements necessary to create, evaluate, and implement a strategic plan for the business. Student will utilize financial information and records to develop the strategic plan.~~This course will enable students to identify the elements necessary to evaluate and create a strategic plan for the business. Determining uses for the plan today and tomorrow and developing a plan to locate those team members necessary for strategic plan creation.~~

**FBMA 2933 Applications in Strategic Planning-** This course will provide practical application of strategic planning skills. Student will utilize financial information and records to apply the strategic plan.~~This course will provide practical application of strategic planning skills. Application skills will be practiced upon and applied to the student's business and business plan.~~

**FBMA 2934 Fundamentals: Business Plans-** Students will identify the elements necessary to create, evaluate, and implement a business plan for the business. Student will utilize financial information and records to develop the business plan.~~This course will provide practical application of the business plan. Application skills will be practiced and applied as the student's business plan is prepared and implemented.~~

**FBMA 2935 Applications in Business Plans -** This course will provide practical application of the business plan. Student will utilize financial information and records to apply the business plan.~~This course will provide the necessary instruction to put together and implement a business plan for the farm business.~~

**FBMA 2936 Directed Study: Decision Making -** This course will examine individual, family and farm business decision-making processes with emphasis on upgrading and improving decision making resources, tools and skills. Particularly, this course will lead the student to critically analyze information, applications, and implications of decision making as it relates to their own situation. Students will evaluate their own decision making process.~~This course will examine the individual, family and farm business decision-making process with emphasis on upgrading and improving decision making resources, tools and skills. Particularly, this course will lead the student to critically analyze information, applications and implications of decision making as it relates to their own situation. Students will evaluate their own decision making process.~~

**FBMA 2937 Directed Study: Advanced Communications-** This course will assist the student in further acquiring and developing a higher level of communication skills. Students will review and evaluate various communication methods and techniques in dealing with and relating to individuals in both the public and private sector. Students will use this information in formulating an effective communication method and style.~~This course will assist the student in further acquiring and developing a higher level of communication skills. Students will review and evaluate various communication methods and techniques in dealing with and relating to individuals in both the public and private sector. Students will use this information in formulating an effective communication method and style. Additional course content may include student initiated or group activities.~~

**FBMA 2938 Directed Study: Technology Issues -** This course will deal with evaluating modern agricultural technological changes and determining if they fit into an individual's farming operation.~~This course will deal with experiencing modern agricultural technological changes and determining if they fit into an individual's farming operation.~~

**FBMA 2939-2940 Directed Study: Family Transition-** Students will study the many aspects of farm business and/or family transition which occur in the typical farm business. Both estate planning and transition planning will be explored.~~This course provides the opportunity for the student to study the many aspects of farm business and/or family transition, which occur in the typical farm business.~~

**FBMA 2940-2941 Directed Study: Personnel Management-** Students will organize skills for effective management of farm employees and agribusiness personnel through development of handbooks, compensation/incentive packages, individual expectations/evaluations, and team meetings.~~This course will organize skills for effective management of farm employees and agribusiness personnel through development of: handbooks, compensation/incentive packages, individual expectations/evaluations, and team meetings.~~

**FBMA 2941-2939 Directed Study: Enterprise Alternatives -** 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.~~This course will assist those students wanting to make changes in their farm business through enterprise expansion, addition or enhancement. The course will develop a set of procedures for exploring and evaluating alternative choices.~~

## **Advanced Farm Business Management Course Descriptions**

**FBMA 2200 Current Issues in Farm Business Management** - This course is designed to assist students to further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in reducing potential risk, performing strategic planning, and revising business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs and goals.

**FBMA 2201 Directed Studies – Current Issues in Farm Business Management** - This course assists students to further develop their skills in business management. It provides an opportunity for students to identify current issues, maintain the financial and enterprise database, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans.

**FBMA 2930 Fundamentals of Financial Management as it relates to Risk Management** - This course enhances the student's decision-making skills relating to business risk management. The student will further investigate tools available to their business that would be effective in reducing potential risk for their operation. Emphasis will be placed on having the student research risk management options that will meet their business, family, and personal needs.

**FBMA 2931 Applied Financial Management as it Relates to Risk Management** - The student will apply concepts in financial management to develop a business risk management program. The student will implement risk management tools to assist in meeting business, family and personal needs.

**FBMA 2932 Fundamentals of Financial Mgmt/Strategic Plan Emphasis** - Students will identify the elements necessary to create, evaluate, and implement a strategic plan for the business. Student will utilize financial information and records to develop the strategic plan.

**FBMA 2933 Applied Financial Management/Strategic Plan Emp** - This course will provide practical application of strategic planning skills. Student will utilize financial information and records to apply the strategic plan.

**FBMA 2934 Fundamentals of Financial Mgmt/Business Plan Emphasis** - Students will identify the elements necessary to create, evaluate, and implement a business plan for the business. Student will utilize financial information and records to develop the business plan.

**FBMA 2935 Applied Financial Mgmt/Business Plan Emphasis** - This course will provide practical application of the business plan. Student will utilize financial information and records to apply the business plan.



## **Advanced Farm Business Management Course Descriptions**

**FBMA 2936 Directed Study – Decision Making** - This course will examine individual, family and farm business decision-making processes with emphasis on upgrading and improving decision making resources, tools and skills. Particularly, this course will lead the student to critically analyze information, applications, and implications of decision making as it relates to their own situation. Students will evaluate their own decision-making process.

**FBMA 2937 Directed Study – Communications** - This course will assist the student in further acquiring and developing a higher level of communication skills. Students will review and evaluate various communication methods and techniques in dealing with and relating to individuals in both the public and private sector. Students will use this information in formulating an effective communication method and style.

**FBMA 2938 Directed Study – Modern Agricultural Tech** - This course will deal with evaluating modern agricultural technological changes and determining if they fit into an individual's farming operation.

**FBMA 2939 Directed Study – Enterprise Alternatives** - 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.

**FBMA 2940 Directed Study – Farm Business Family Transition Course Outcome Summary** - Students will study the many aspects of farm business and/or family transition which occur in the typical farm business. Both estate planning and transition planning will be explored.

**FBMA 2941 Directed Study – Personnel Management** - Students will organize skills for effective management of farm employees and agribusiness personnel through development of handbooks, compensation/incentive packages, individual expectations/evaluations, and team meetings.

**Course Title:** Fundamentals of Financial Mgmt/Bus Plan Emphasis

**Course Number:** FBMA 2934

**Credits:** 3

### **Course Description**

This course will provide practical application of the business plan. Application skills will be practiced and applied as the student's business plan is prepared and implemented.

### **Course Outline**

1. Complete the analysis of their business.
  - Use the analysis information to determine the business cash needs for the upcoming production year.
  - Revise and rework their plan after the completion of the annual analysis
2. Use the business plan in a manner that will allow for decision making in a correct business sense.
  - Recognize the need to monitor and reevaluate the plan on a regular basis
  - Determine what changes to make in their business in order to better compete in today's market place.
3. Steps for developing and/or modifying a business plan.
  - Determine the strengths and weaknesses of their business.
  - Evaluate the vision statement and revise as necessary for the continuation of their business.
  - Evaluate the mission statement and revise as necessary.

### **Course Outcomes**

1. Complete the analysis of their business.
2. Interpret the analysis information to determine the business cash needs for the upcoming production year.
3. Revise the cash flow plan after the completion of the annual analysis.
4. Evaluate the need to monitor and adjust the plan on a regular basis.
5. Justify the business plan in a manner that will allow for informed decision making.
6. Determine the strengths and weaknesses of the business.
7. Evaluate the vision statement and revise as necessary for the continuation of the business.

8. Evaluate the mission statement and revise as necessary.
9. Determine what changes to make in the business in order to better compete in today's market place.
10. Develop a business plan.



**Course Title:** Fundamentals of Financial Mgmt/Business Plan Emphasis

**Course Number:** FBMA 2934

**Credits:** 3

### Course Description

~~This course will provide practical application of the business plan. Application skills will be practiced and applied as the student's business plan is prepared and implemented. Students will identify the elements necessary to create, evaluate, and implement a business plan for the business. Student will utilize financial information and records to develop the business plan.~~

### Course Outline

1. Complete the analysis of their business.

- Use the analysis information to determine the business cash needs for the upcoming production year.
- Revise and rework their plan after the completion of the annual analysis

2. Use the business plan in a manner that will allow for decision making in a correct business sense.

- Recognize the need to monitor and reevaluate the plan on a regular basis
- Determine what changes to make in their business in order to better compete in today's market place.

3. Steps for developing and/or modifying a business plan.

- Determine the strengths and weaknesses of their business.
- Evaluate the vision statement and revise as necessary for the continuation of their business.
- Evaluate the mission statement and revise as necessary.

### Course Outcomes

1. Complete ~~the~~an analysis of the~~ir~~ business.

2. ~~Interpret~~ the analysis and cash flow information to determine the business cash needs for the upcoming production year.

~~3. Revise~~ the cash flow plan after the completion of the annual analysis.

4. ~~Evaluate the need to m~~Monitor and adjust the cash flow plan on a regular basis.

5. ~~Justify the business plan in a manner that will allow for informed decision making.~~

6. —Determine the strengths and weaknesses of the business.
7. —~~Evaluate~~ Develop the vision statement and revise as necessary for the continuation of the business.
8. —~~Evaluate~~ Develop the mission statement and revise as necessary.
9. —Determine what changes to make in the business in order to better compete in today's market place.
10. -Develop a business plan.

(Zach Rada 11/16/2022)

# **Fundamentals of Financial Mgmt/Business Plan Emphasis**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2934

**Type of Instruction:** Individualized

**Total Credits:** 3.0

**Total Hours of Instruction:** 12.0

### **Description:**

Students will identify the elements necessary to create, evaluate, and implement a business plan for the business. Student will utilize financial information and records to develop the business plan.

### **Course Outcomes:**

1. Complete an analysis of the business
2. Interpret the analysis and cash flow information to determine the business cash needs for the upcoming production year
3. Revise the cash flow plan after the completion of the annual analysis
4. Monitor and adjust the cash flow plan on a regular basis
5. Determine the strengths and weaknesses of the business
6. Develop a vision statement and revise as necessary for the continuation of the business
7. Develop a mission statement and revise as necessary
8. Determine what changes to make in the business in order to better compete in today's market place
9. Develop a business plan
10. Justify the business plan

### **Course Outline:**

1. Complete the analysis of their business

- a. Use the analysis information to determine the business cash needs for the upcoming production year
  - b. Revise and rework their plan after the completion of the annual analysis
- 2. Use the business plan in a manner that will allow for decision making in a correct business sense
  - a. Recognize the need to monitor and reevaluate the plan on a regular basis
  - b. Determine what changes to make in their business in order to better compete in today's market place
- 3. Steps for developing and/or modifying a business plan
  - a. Determine the strengths and weaknesses of their business
  - b. Evaluate the vision statement and revise as necessary for the continuation of their business
  - c. Evaluate the mission statement and revise as necessary

**Course Title:** Directed Study – Decision Making

**Course Number:** FBMA 2936

**Credits:** 2

**Course Description:**

This course will examine the individual, family and farm business decision-making process with emphasis on upgrading and improving decision making resources, tools and skills. Particularly, this course will lead the student to critically analyze information, applications, and implications of decision making as it relates to their own situation. Students will evaluate his/her own decision making process.

**Course Outline:**

- I. Implement the decision making process.
  - Define the decision making process.
  - Apply decision making tools and techniques developed in diploma and certificate programs
- II. Develop analytical and action based decision-making skills.
  - Examine the role of predictions in the decision making process.
- III. Develop administrative skills as they relate to decision making.
  - Analyze errors in decision-making (detection and avoidance).
- IV. Develop team/project management skills for the decision making process.
  - Evaluate decision-making traps (data vs. intuition).

**Course Specific Outcomes:**

1. Evaluate decision-making process;
2. Use analytical and problem-solving skills in decision making;
3. Acquire broad-based knowledge and skills necessary to fulfill business goals;
4. Be knowledgeable about the differences among global farm economies and understand the implications these have on farm management;
5. Recognize and analyze ethical and legal problems within farm business situations, choose a resolution, and justify that ethical provided; and
6. Evaluate and discuss a complex farm business issue.



**Course Title:** Directed Study – Decision Making

**Course Number:** FBMA 2936

**Credits:** 2

**Course Description:**

This course will examine ~~the~~ individual, family and farm business decision-making processes with emphasis on upgrading and improving decision making resources, tools and skills. Particularly, this course will lead the student to critically analyze information, applications, and implications of decision making as it relates to their own situation. Students will evaluate ~~his/her~~ their own decision making process.

**Course Outline:**

- I. Implement the decision making process.
  - Define the decision making process.
  - Apply decision making tools and techniques developed in diploma and certificate programs
- II. Develop analytical and action based decision-making skills.
  - Examine the role of predictions in the decision making process.
- III. Develop administrative skills as they relate to decision making.
  - Analyze errors in decision-making (detection and avoidance).
- IV. Develop team/project management skills for the decision making process.
  - Evaluate decision-making traps (data vs. intuition).

**Course Specific Outcomes:**

1. ~~Evaluate-Implement~~ decision-making process;
2. Use analytical and problem-solving skills in decision making;
3. ~~Acquire broad-based knowledge and~~ List skills necessary to fulfill business goals;
4. ~~Be knowledgeable~~ Gain knowledge about the differences among global farm economies and understand the implications these have on farm management;
5. Recognize and analyze ethical and legal problems within farm business situations; ~~and~~ choose a resolution; ~~and justify that ethical provided; and~~
6. ~~Evaluate and d~~ Discuss a complex farm business issue.

Can you fix the grammer? Kinda inconsistent (Zach Rada 11/16/2022)

# **Directed Study – Decision Making**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2936

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course will examine individual, family and farm business decision-making processes with emphasis on upgrading and improving decision making resources, tools and skills. Particularly, this course will lead the student to critically analyze information, applications, and implications of decision making as it relates to their own situation. Students will evaluate their own decision-making process.

### **Course Outcomes:**

1. Implement decision-making process
2. Use analytical and problem-solving skills in decision making
3. List skills necessary to fulfill business goals
4. Gain knowledge about the differences among global farm economies and understand the implications these have on farm management
5. Recognize and analyze ethical and legal problems within farm business situations and choose a resolution
6. Discuss a complex farm business issue

### **Course Outline:**

1. Implement the decision-making process
  - a. Define the decision-making process
  - b. Apply decision making tools and techniques developed in diploma and certificate programs
2. Develop analytical and action based decision-making skills
  - a. Examine the role of predictions in the decision-making process.
3. Develop administrative skills as they relate to decision making

- a. Analyze errors in decision-making (detection and avoidance)
- 4. Develop team/project management skills for the decision-making process
  - a. Evaluate decision-making traps (data vs. intuition)

NEEN

**Course Title:** Applied Financial Mgmt/Bus Plan Emphasis

**Course Number:** FBMA 2935

**Credits:** 3

### **Course Description**

This course will provide the necessary instruction to put together and implement a business plan for the farm business.

### **Course Outline**

1. Recognize what is needed to create a business plan.
  - Determine the elements of their business that need to be included in their plan.
2. Create the business plan for their business.
  - Determine what the goals of the business and family are for the future.
  - Determine the strengths and weaknesses of their business.
  - Develop vision statement for the continuation of their business.
  - Develop a mission statement for their business.
3. Periodically review and update the business plan
  - Recognize the need to update and refine plan on a regular basis.
  - Implement their personal business plan.

### **Student Learning Outcomes**

1. Assemble the goals of the business and family.
2. Assess the business plan.
3. Evaluate the need to update and refine plan on a regular basis.
4. Implement the personal business plan.
5. Determine the strengths and weaknesses of the business.
6. Develop a vision statement for the continuation of the business.
7. Assess the mission statement for the business.
8. Determine the elements of the business that need to be included in the plan.
9. Evaluate the comprehensiveness of the business plan.

**Course Title:** Applied Financial Mgmt/~~Bus~~iness Plan Emphasis

**Course Number:** FBMA 2935

**Credits:** 3

### **Course Description**

This course will provide practical application of the business plan. Student will utilize financial information and records to apply the business plan.

~~This course will provide the necessary instruction to put together and implement a business plan for the farm business.~~

### **Course Outline**

1. Recognize what is needed to create a business plan.

- Determine the elements of their business that need to be included in their plan.

2. Create the business plan for their business.

- Determine what the goals of the business and family are for the future.
- Determine the strengths and weaknesses of their business.
- Develop vision statement for the continuation of their business.
- Develop a mission statement for their business.

3. Periodically review and update the business plan

- Recognize the need to update and refine plan on a regular basis.
- Implement their personal business plan.

### **Student Learning Outcomes**

1. ~~Assemble~~Review and evaluate the goals of the business and family.
2. ~~Assess~~Align the business plan with the business and family goals.
3. Evaluate the ~~need to update and refine business~~ plan on a regular basis.
4. Implement the personal business plan.
5. Determine the strengths and weaknesses of the business.
6. ~~Develop a~~Apply the vision statement for the continuation of the business.
7. Assess the mission statement for the business.
8. Determine the elements of the business that need to be ~~included in the plan~~modified.

9. Evaluate the comprehensiveness of the business plan.

(Zach Rada 11/16/2022)

# **Applied Financial Mgmt/Business Plan Emphasis**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2935

**Type of Instruction:** Individualized

**Total Credits:** 3.0

**Total Hours of Instruction:** 12.0

### **Description:**

This course will provide practical application of the business plan. Student will utilize financial information and records to apply the business plan.

### **Course Outcomes:**

1. Review and evaluate the goals of the business and family
2. Align the business plan with the business and family goals
3. Evaluate the business plan on a regular basis
4. Implement the personal business plan
5. Determine the strengths and weaknesses of the business
6. Apply the vision statement for the continuation of the business
7. Assess the mission statement for the business
8. Determine the elements of the business that need to be modified
9. Evaluate the comprehensiveness of the business plan

### **Course Outline:**

1. Recognize what is needed to create a business plan
  - a. Determine the elements of their business that need to be included in their plan
2. Create the business plan for their business
  - a. Determine what the goals of the business and family are for the future
  - b. Determine the strengths and weaknesses of their business
  - c. Develop vision statement for the continuation of their business
  - d. Develop a mission statement for their business

3. Periodically review and update the business plan
  - a. Recognize the need to update and refine plan on a regular basis
  - b. Implement their personal business plan

NEEN



**Course Title:** Directed Study – Communications

**Course Number:** FBMA 2937

**Credits:** 2

**Course Description:**

This course will assist the student in further acquiring and developing a higher level of communication skills. Students will review and evaluate various communication methods and techniques in dealing with and relating to individuals in both the public and private sector. Students will use this information in formulating an effective communication method and style. Additional course content may include student initiated or group activities.

**Course Outline:**

- I. Explore and develop means of focusing upon crisis communication techniques
  - Apply communication tools and techniques developed in the diploma programs
  - Develop improved written and oral presentations skills
  - Define and apply methods & mechanisms of communications
- II. Explore and develop public and community relation methods
  - Define methods of consumer education techniques
  - Interpret advantages/ disadvantages of various communication methods

**Course Specific Outcomes:**

1. Communicate appropriately and effectively within various organizational contexts;
2. Capable of effectively monitoring, analyzing, and adjusting their own communication behavior;
3. Demonstrate appropriate and effective conflict management strategies;
4. Demonstrate the ability to research, analyze, and reason from evidence to reach an effective conclusion or outcome;
5. Communicate appropriately and effectively within groups; and
6. Demonstrate the ability to analyze a problem and devise a solution in a group.

**Course Title:** Directed Study – Communications

**Course Number:** FBMA 2937

**Credits:** 2

**Course Description:**

This course will assist the student in further acquiring and developing a higher level of communication skills. Students will review and evaluate various communication methods and techniques in dealing with and relating to individuals in both the public and private sector. Students will use this information in formulating an effective communication method and style.

~~Additional course content may include student initiated or group activities.~~

**Course Outline:**

- I. Explore and develop means of focusing upon crisis communication techniques
  - Apply communication tools and techniques developed in the diploma programs
  - Develop improved written and oral presentations skills
  - Define and apply methods & mechanisms of communications
- II. Explore and develop public and community relation methods
  - Define methods of consumer education techniques
  - Interpret advantages/ disadvantages of various communication methods

**Course Specific Outcomes:**

1. Communicate appropriately and effectively within various organizational contexts;
2. Capable of effectively monitoring, analyzing, and adjusting their own communication behavior;
3. Demonstrate appropriate and effective conflict management strategies;
4. Demonstrate the ability to research, analyze, and reason from evidence to reach an effective conclusion or outcome;
5. Communicate appropriately and effectively within groups; ~~and~~
6. Demonstrate the ability to analyze a problem and devise a solution in a group.

D! O! N! E! (Zach Rada 11/16/2022)

# **Directed Study – Communications**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2937

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course will assist the student in further acquiring and developing a higher level of communication skills. Students will review and evaluate various communication methods and techniques in dealing with and relating to individuals in both the public and private sector. Students will use this information in formulating an effective communication method and style.

### **Course Outcomes:**

1. Communicate appropriately and effectively within various organizational contexts
2. Adjust communication behavior effectively
3. Demonstrate appropriate and effective conflict management strategies
4. Demonstrate the ability to research, analyze, and reason from evidence to reach an effective conclusion or outcome
5. Communicate appropriately and effectively within groups
6. Demonstrate the ability to analyze a problem and devise a solution in a group

### **Course Outline:**

1. Explore and develop means of focusing upon crisis communication techniques
  - a. Apply communication tools and techniques developed in the diploma programs
  - b. Develop improved written and oral presentations skills
  - c. Define and apply methods & mechanisms of communications
2. Explore and develop public and community relation methods
  - a. Define methods of consumer education techniques
  - b. Interpret advantages/ disadvantages of various communication methods

**Course Title:** Fundamentals of Financial Management as it relates to Risk Management

**Course Number:** FBMA 2930

**Credits:** 3

### **Course Description**

This course is intended to have the student enhance their decision-making skills relating to business risk management. This course will have the student further investigate tools available to their business that would be effective in reducing potential risk for their operation. Emphasis will be placed on having the student research risk management options that will meet their business, family, and personal needs.

### **Course Outline**

- I. Clarify options for managing business risk
  - implement methods of monitoring budgets / plans to enhance their risk mgmt program
  - adopt strategies to assist in anticipating business risk
- II. Utilize business data in determining the ability to absorb risk
  - analyze financial records of the business to develop a baseline for decisions
  - examine methods of determining business risk
- III. Evaluate risk factors affecting the farm operations
  - analyze management structure to determine if modification is beneficial in reducing risk
  - readdress business, family, & financial goals to help explore risk mgmt techniques
- IV. Interpret enterprise analysis historical data to enhance decision making process in risk mgmt strategy
  - utilize their farm financial ratios to assist in determining risk management needs
  - examine financial trends to determine future bearing capabilities

### **Course Outcomes**

1. Implement methods of monitoring budgets/plans to enhance their risk management program.
2. Adopt strategies to assist in anticipating business risk.
3. Examine methods of determining the ability to absorb risk.
4. Examine methods of determining business risk
5. Evaluate risk factors affecting the farm operations.
6. Analyze management structure to determine if modification is beneficial in reducing risk.
7. Revise business, family, and financial goals to help explore risk management techniques.
8. Interpret enterprise analysis historical data to enhance decision-making process in risk management strategy.
9. Utilize their farm financial ratios to assist in determining risk management needs.

**Course Title:** Fundamentals of Financial Management as it relates to Risk Management

**Course Number:** FBMA 2930

**Credits:** 3

### **Course Description**

This course ~~is intended to have the student~~ enhances the student's ~~their~~ decision-making skills relating to business risk management. ~~This course will have t~~The student will further investigate tools available to their business that would be effective in reducing potential risk for their operation. Emphasis will be placed on having the student research risk management options that will meet their business, family, and personal needs.

### **Course Outline**

- I. Clarify options for managing business risk
  - implement methods of monitoring enterprise budgets / plans to enhance their risk mgmt program
  - adopt strategies to assist in anticipating business risk
- II. Utilize business data in determining the ability to absorb risk
  - analyze financial records of the business to develop a baseline for decisions
  - examine methods of determining business risk
- III. Evaluate risk factors affecting the farm operations
  - analyze management and business structure to determine if modification is beneficial in reducing risk
  - readdress business, family, & financial goals to help explore risk mgmt techniques
- IV. Interpret enterprise analysis historical data to enhance decision making process in risk mgmt strategy
  - utilize their farm financial ratios to assist in determining risk management needs
  - examine financial trends to determine future bearing capabilities

### **Course Outcomes**

1. Implement methods of monitoring enterprise budgets/plans to enhance their risk management program.
2. Adopt strategies to assist in anticipating business risk.
3. Examine methods of determining the ability to absorb risk.
4. Examine methods of determining business risk
5. Evaluate risk factors affecting the farm operations.
6. Analyze management and business structure to determine if modification is beneficial in reducing risk.
7. Revise business, family, and financial goals to help explore risk management techniques.
8. Interpret enterprise analysis historical data to enhance decision-making process in risk management strategy.
9. Utilize their farm financial ratios to assist in determining risk management needs.

(Zach Rada 11/16/2022)

# **Fundamentals of Financial Management as it relates to Risk Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2930

**Type of Instruction:** Individualized

**Total Credits:** 3.0

**Total Hours of Instruction:** 12.0

### **Description:**

This course enhances the student's decision-making skills relating to business risk management. The student will further investigate tools available to their business that would be effective in reducing potential risk for their operation. Emphasis will be placed on having the student research risk management options that will meet their business, family, and personal needs.

### **Course Outcomes:**

1. Implement methods of monitoring enterprise budgets to enhance their risk management program
2. Adopt strategies to assist in anticipating business risk
3. Examine methods of determining the ability to absorb risk
4. Examine methods of determining business risk
5. Evaluate risk factors affecting the farm operations
6. Analyze management and business structure to determine if modification is beneficial in reducing risk
7. Revise business, family, and financial goals to help explore risk management techniques
8. Interpret enterprise analysis historical data to enhance decision-making process in risk management strategy
9. Utilize their farm financial ratios to assist in determining risk management needs

### **Course Outline:**



1. Clarify options for managing business risk
  - a. implement methods of monitoring enterprise budgets / plans to enhance their risk management program
  - b. adopt strategies to assist in anticipating business risk
2. Utilize business data in determining the ability to absorb risk
  - a. analyze financial records of the business to develop a baseline for decisions
  - b. examine methods of determining business risk
3. Evaluate risk factors affecting the farm operations
  - a. analyze management and business structure to determine if modification is beneficial in reducing risk
  - b. readdress business, family, and financial goals to help explore risk management techniques
4. Interpret enterprise analysis historical data to enhance decision making process in risk management strategy
  - a. utilize their farm financial ratios to assist in determining risk management needs
  - b. examine financial trends to determine future bearing capabilities

**Course Title:** Directed Study – Modern Agricultural Tech

**Course Number:** FBMA 2938

**Credits:** 2

**Course Description:**

This course will deal with experiencing modern agricultural technological changes and determining if they fit into an individual's farming operation.

**Course Outline:**

- I. Examine emerging agricultural technology
  - Lay out an application plan for integrating ag technology into the farming operational goals
  - Determine the advantages and disadvantages of the application of ag technology into the business
  - Investigate the feasibility of the application of technology into the business
- II. Promote administrative skills
  - Improve written and oral presentation skills
  - Develop team and/or project management skills
- III. Apply tools and techniques developed in diploma and certificate programs

**Course Specific Outcomes:**

1. Prepare a needs technology assessment of the operation;
2. Determine the current available technology now employed on site;
3. Compare/contrast available technologies available to the operation;
4. Develop cash flow projections involving technological upgrades/investments;
5. Assess the value of potential investments in technology; and
6. Implement the technology.

**Course Title:** Directed Study – Modern Agricultural Tech

**Course Number:** FBMA 2938

**Credits:** 2

**Course Description:**

This course will deal with ~~experiencing-evaluating~~ modern agricultural technological changes and determining if they fit into an individual's farming operation.

**Course Outline:**

- I. Examine emerging agricultural technology
  - Lay out an application plan for integrating ag technology into the farming operational goals
  - Determine the advantages and disadvantages of the application of ag technology into the business
  - Investigate the feasibility of the application of technology into the business
- II. Promote administrative skills
  - Improve written and oral presentation skills
  - Develop team and/or project management skills
- III. ~~Apply tools and techniques developed in diploma and certificate programs~~

**Course Specific Outcomes:**

1. Prepare a needs technology assessment of the operation;
2. Determine the current available technology now employed on site;
3. Compare/contrast available technologies available to the operation;
4. Develop cash flow projections involving technological upgrades/investments;
5. Assess the value of potential investments in technology; ~~and~~
6. Implement the technology.

(Zach Rada 11/16/2022)

# **Directed Study – Modern Agricultural Tech**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2938

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course will deal with evaluating modern agricultural technological changes and determining if they fit into an individual's farming operation.

### **Course Outcomes:**

1. Prepare a technology needs assessment of the operation
2. Determine the current available technology now employed on site
3. Compare available technologies available to the operation
4. Develop cash flow projections involving technological investments
5. Assess the value of potential investments in technology
6. Implement the technology

### **Course Outline:**

1. Examine emerging agricultural technology
  - a. Lay out an application plan for integrating ag technology into the farming operational goals
  - b. Determine the advantages and disadvantages of the application of ag technology into the business
  - c. Investigate the feasibility of the application of technology into the business
2. Promote administrative skills
  - a. Improve written and oral presentation skills
  - b. Develop team and/or project management skills

**Course Title:** Applied Financial Management Relates Risk Management

**Course Number:** FBMA 2931

**Credits:** 3

### **Course Description**

This course is intended to have the student apply concepts in financial management that can be used in the development of a business risk management program. The student is to implement risk management tools that will assist in meeting business, family and personal needs.

### **Course Outline**

I. Implement risk management strategies that will meet the goals of the business risk management program

- Apply information gained from analyzing of historical business data in determine risk
- Apply knowledge gained from analysis of historical business data in determining risk in the business

II. Implement use of risk management tools that will address risk factors effecting the business

- Develop a risk management program that meets business, family & financial goal
- Utilize farm financial ratios of the business in development of risk management program
- Apply enterprise analysis data in decision-making process of determining risk management needs

III. Implement a modified management structure for the business that will benefit in reducing business risk

- Utilize financial trends in the development of a risk management program

### **Course Outcomes:**

1. Implement risk management strategies that will meet the goals of the business risk management program
2. Evaluate information gained from analyzing historical business data in determining risk
3. Apply knowledge gained from analyzing historical business data in determining risk in the business
4. Interpret use of risk management tools that will address risk factors effecting the business
5. Implement a modified management structure for the business that will benefit in reducing business risk

6. Design a risk management program that meets business, family & financial goals
7. Choose enterprise analysis data in decision-making process of determining risk management needs
8. Utilize farm financial ratios of the business in development of risk management program
9. Utilize financial trends in the development of a risk management program



**Course Title:** Applied Financial Management as it Relates to Risk Management

**Course Number:** FBMA 2931

**Credits:** 3

### **Course Description**

~~This course is intended to have the student~~ The student will apply concepts in financial management ~~that can be used in the to~~ development of a business risk management program. The student will ~~is to~~ implement risk management tools ~~that will to~~ assist in meeting business, family and personal needs.

### **Course Outline**

I. Implement risk management strategies that will meet the goals of the business risk management program

- Apply information gained from analyzing of historical business data in determine risk
- Apply knowledge gained from analysis of historical business data in determining risk in the business

II. Implement use of risk management tools that will address risk factors effecting the business

- Develop a risk management program that meets business, family & financial goal
- Utilize farm financial ratios of the business in development of risk management program
- Apply enterprise analysis data in decision-making process of determining risk management needs

III. Implement a modified management structure for the business that will benefit in reducing business risk

- Utilize financial trends in the development of a risk management program

### **Course Outcomes:**

1. Implement risk management strategies that will meet the goals of the business risk management program
2. Evaluate information gained from analyzing historical business data in determining risk
3. Apply knowledge gained from analyzing historical business data in determining risk in the business
4. Interpret use of risk management tools that will address risk factors effecting the business

5. Implement a modified management structure for the business that will benefit in reducing business risk

6. Design a risk management program that meets business, family & financial goals

7. ~~Choose~~Use enterprise analysis data in decision-making process of determining risk management needs

8. Utilize farm financial ratios of the business in development of risk management program

9. Utilize financial trends in the development of a risk management program

**Bingo! (Zach Rada 11/16/2022)**



# Applied Financial Management as it Relates to Risk Management

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2931

**Type of Instruction:** Individualized

**Total Credits:** 3.0

**Total Hours of Instruction:** 12.0

### Description:

The student will apply concepts in financial management to develop a business risk management program. The student will implement risk management tools to assist in meeting business, family and personal needs.

### Course Outcomes:

1. Implement risk management strategies that will meet the goals of the business risk management program
2. Evaluate information gained from analyzing historical business data in determining risk
3. Apply knowledge gained from analyzing historical business data in determining risk in the business
4. Interpret use of risk management tools that will address risk factors effecting the business
5. Implement a modified management structure for the business that will benefit in reducing business risk
6. Design a risk management program that meets business, family, and financial goals
7. Use enterprise analysis data in decision-making process of determining risk management needs
8. Utilize farm financial ratios of the business in development of risk management program
9. Utilize financial trends in the development of a risk management program

## **Course Outline:**

1. Implement risk management strategies that will meet the goals of the business risk management program
  - a. Apply information gained from analyzing of historical business data in determine risk
  - b. Apply knowledge gained from analysis of historical business data in determining risk in the business
2. Implement use of risk management tools that will address risk factors effecting the business
  - a. Develop a risk management program that meets business, family, and financial goal
  - b. Utilize farm financial ratios of the business in development of risk management program
  - c. Apply enterprise analysis data in decision-making process of determining risk management needs
3. Implement a modified management structure for the business that will benefit in reducing business risk
  - a. Utilize financial trends in the development of a risk management program

**Course Title:** Directed Study – Enterprise Alternatives

**Course Number:** FBMA 2939

**Credits:** 2

**Course Description:**

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

**Course Outline:**

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

**Course Specific Outcomes:**

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

**Course Title:** Directed Study – Enterprise Alternatives

**Course Number:** FBMA 2939

**Credits:** 2

**Course Description:**

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

**Course Outline:**

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

**Course Specific Outcomes:**

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

(Zach Rada 11/16/2022)

# **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
  - a. Select alternatives best suited to personnel and other resources available
  - b. Prioritize criteria that affect implementation of alternatives
2. Evaluate industry standards for alternatives
  - a. Compare industry standards to local standards and personal accomplishments
  - b. Determine interviewing techniques needed to evaluate enterprise alternatives
3. Conduct team meetings to evaluate information for enterprise alternatives
  - a. Develop team/project skills and procedures needed to assess alternatives

- b. Compare and contrast alternatives available; new, value added, expansion
- c. Apply tools and techniques developed in diploma and certificate programs

NEEN

**Course Title:** Fund Financial Mgmt/Strategic Plan Emphasis

**Course Number:** FBMA 2932

**Credits:** 3

### **Course Description**

This course will enable students to identify the elements necessary to evaluate and create a strategic plan for the business, determining uses for the plan today and tomorrow and developing a plan to locate those team members necessary for strategic plan creation.

### **Course Outline**

#### **1. Reviewing the elements of a strategic plan for the farm business.**

- Describe the process of strategic planning.
- Determine what part the strategic plan will have on the farm portfolio
- Recognize the importance of both internal and external environmental monitoring.
- Recognize key financial ratios to use to create gap analysis to identify the ideal future & business capacity.
- Identify specific business trends and evaluate a potential business performance audit.

#### **2. Preparing a strategic plan for the farm business.**

- Diagram the primary elements of strategic business modeling.
- Contrast the driving force of a business from distinctive business competencies.
- Recognize the who, what, how and why in creating a business mission statement.
- Determine elements of business values. Scan & integrate those with family, business & financial goals.

#### **3. Implementing the strategic plan for the farm business.**

- Identify the action necessary to implement the plan.
- Categorize the steps necessary to formulate action plans and contingency plans.

**Course Title:** Fundamentals of Financial Mgmt/Strategic Plan Emphasis

**Course Number:** FBMA 2932

**Credits:** 3

### Course Description

~~This course will enable s~~Students ~~to will~~ identify the elements necessary to ~~evaluate create, and create-evaluate, and implement~~ a strategic plan for the business. ~~determining uses for the plan today and tomorrow and developing a plan to locate those team members necessary for strategic plan creation.~~ Student will utilize financial information and records to develop the strategic plan.

### Course Outline

#### 1. Reviewing the elements of a strategic plan for the farm business.

- Describe the process of strategic planning.
- Determine what part the strategic plan will have on the farm portfolio
- Recognize the importance of both internal and external environmental monitoring.
- Recognize key financial ratios to use to create gap analysis to identify the ideal future & business capacity.
- Identify specific business trends and evaluate a potential business performance audit.

#### 2. Preparing a strategic plan for the farm business.

- Diagram the primary elements of strategic business modeling.
- Contrast the driving force of a business from distinctive business competencies.
- Recognize the who, what, how and why in creating a business mission statement.
- Determine elements of business values. Scan & integrate those with family, business & financial goals.

#### 3. Implementing the strategic plan for the farm business.

- Identify the action necessary to implement the plan.
- Categorize the steps necessary to formulate action plans and contingency plans.



## Course Outcomes

1. Evaluate ~~what part~~ the impact of the strategic plan ~~will~~ affecting the farm ~~portfolio~~ financials and operation
2. Measure the importance of both internal and external environmental monitoring
3. Identify the action steps necessary to implement the plan
4. ~~Categorize~~ Prioritize the steps necessary to formulate action plans and contingency plans
5. Compare key financial ratios to identify the ideal ~~future &~~ business capacity
6. Identify specific business trends and evaluate ~~a potential~~ business performance ~~audit~~
7. Describe & diagram the primary elements of strategic business modeling plan
8. Contrast the market forces impacting of a business from distinctive business capacity
9. Recognize the components in creating a business mission statement

(Zach Rada 11/16/2022)

# **Fundamentals of Financial Mgmt/Strategic Plan Emphasis**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2932

**Type of Instruction:** Individualized

**Total Credits:** 3.0

**Total Hours of Instruction:** 12.0

### **Description:**

Students will identify the elements necessary to create, evaluate, and implement a strategic plan for the business. Student will utilize financial information and records to develop the strategic plan.

### **Course Outcomes:**

1. Evaluate the impact of the strategic plan affecting the farm financials and operation
2. Measure the importance of both internal and external environmental monitoring
3. Identify the action steps necessary to implement the plan
4. Prioritize the steps necessary to formulate action plans and contingency plans
5. Compare key financial ratios to identify the ideal business capacity
6. Identify specific business trends and evaluate business performance
7. Describe & diagram the primary elements of strategic business plan
8. Contrast the market forces impacting business capacity
9. Recognize the components in creating a business mission statement

### **Course Outline:**

1. Reviewing the elements of a strategic plan for the farm business
  - a. Describe the process of strategic planning
  - b. Determine what part the strategic plan will have on the farm portfolio
  - c. Recognize the importance of both internal and external environmental monitoring

- d. Recognize key financial ratios to use to create gap analysis to identify the ideal future and business capacity
  - e. Identify specific business trends and evaluate a potential business performance audit
- 2. Preparing a strategic plan for the farm business
  - a. Diagram the primary elements of strategic business modeling
  - b. Contrast the driving force of a business from distinctive business competencies
  - c. Recognize the who, what, how, and why in creating a business mission statement
  - d. Determine elements of business values. Scan & integrate those with family, business & financial goals
- 3. Implementing the strategic plan for the farm business
  - a. Identify the action necessary to implement the plan
  - b. Categorize the steps necessary to formulate action plans and contingency plans

**Course Title:** Directed Study – Farm Business Family Transition

**Course Number:** FBMA 2940

**Credits:** 2

**Course Description:**

This course provides the opportunity for the student to study the many aspects of farm business and/or family transition which occur in the typical farm business.

**Course Outline:**

- I. Outline the preferred future of the farming operation as it relates to family members
  - List items that owners/operators desire for the future of the family business
  - Outline the avenues of transfer and the advantages/disadvantages of each avenue
  - Discuss with family members their desires for the future of the operation
  - List the impacts of taking no action as it relates to transition planning
- II. Develop a comprehensive transition plan for the family business
  - Review balance sheet to assist in planning transition
  - Perform a cash analysis to explore options for transition (gifting, retirement income, etc)
  - Utilize the proper business structure to set in motion the transition

**Course Specific Outcomes:**

1. Develop a plan to legally transfer a farm or business;
2. Understand the tax implications of different types of farm transfers;
3. Communicate farm future plans between buyer and seller;
4. Prepare a balance sheet to develop values used in the planning process;
5. Determine the needs for retirement incomes and any gifting of the business; and
6. Determine the best business structure for the transition (LLC, corporation, sole proprietor).

**Course Title:** Directed Study – Farm Business Family Transition

**Course Number:** FBMA 2940

**Credits:** 2

**Course Description:**

~~This course provides the opportunity for the s~~Students ~~to will~~ study the many aspects of farm business and/or family transition which occur in the typical farm business. Both estate planning and transition planning will be explored.

**Course Outline:**

- I. Outline the preferred future of the farming operation as it relates to family members
  - ~~List items~~Identify goals that owners/operators desire for the future of the family business
  - Outline the avenues of transfer and the advantages/disadvantages of each avenue
  - Discuss with family members their desires for the future of the operation
  - List the ~~impacts-risk~~ of taking no action as it relates to transition planning
- II. Develop a comprehensive transition plan for the family business
  - Review balance sheet to assist in planning transition
  - Perform a cash analysis to explore options for transition (gifting, retirement income, etc)
  - Utilize the proper business structure to set in motion the transition

**Course Specific Outcomes:**

1. Develop a plan to ~~legally~~ transfer a farm or business for both assets and responsibilities;
2. Understand the tax implications of different types of farm transfers;
3. Communicate future farm ~~future~~ plans with stakeholders-between-buyer-and-seller;
4. Prepare a balance sheet to develop values used in the planning process;
5. Determine the needs for retirement incomes and any gifting of the business; ~~and~~
6. Determine the best business structure for the transition (~~LLC, corporation, sole proprietor~~).

# **Directed Study – Farm Business Family Transition**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2940

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

Students will study the many aspects of farm business and/or family transition which occur in the typical farm business. Both estate planning and transition planning will be explored.

### **Course Outcomes:**

1. Develop a plan to transfer a farm or business
2. Understand the tax implications of different types of farm transfers
3. Communicate future farm plans with stakeholders
4. Prepare a balance sheet to develop values used in the planning process
5. Determine the needs for retirement incomes and any gifting of the business
6. Determine the best business structure for the transition

### **Course Outline:**

1. Outline the preferred future of the farming operation as it relates to family members
  - a. Identify goals that owners/operators desire for the future of the family business
  - b. Outline the avenues of transfer and the advantages/disadvantages of each avenue
  - c. Discuss with family members their desires for the future of the operation
  - d. List the risk of taking no action as it relates to transition planning
2. Develop a comprehensive transition plan for the family business
  - a. Review balance sheet to assist in planning transition

- b. Perform a cash analysis to explore options for transition (gifting, retirement income, etc)
- c. Utilize the proper business structure to set in motion the transition

MINN

**Course Title:** Applied Financial Management/Strategic Plan Emp

**Course Number:** FBMA 2933

**Credits:** 3

### **Course Description**

This course will provide practical application of strategic planning skills. Application skills will be practiced upon and applied to the student's business and business plan.

### **Course Outline**

1. Examine values, operating philosophy & determine the stakeholders.

- Update the current business portfolio to reflect implemented strategic plans.
- Identify and prioritize the driving forces in the business.
- Determine direction of the business by visualizing the future & describing what it looks like.
- Identify quality or attribute that the business possesses that makes it different from others.

2. Gather & analyze business enterprise & financial data to design a specific performance audit.

- Create an implementation plan to apply the action plans in a prioritized manner.
- Craft an internal and external monitoring which includes the use of business analysis.
- Perform gap analysis & determine measurable difference between reality and preferred future.
- Develop a contingency plan for the business.
- Develop action plans to be used to close the gap between actual & desired performance.

### **Course Outcomes**

1. Revise the current business portfolio to reflect implemented strategic plans.
2. Design an internal and external monitoring model which includes the use of business analysis.
3. Create an implementation plan to apply the action plans in a prioritized manner.
4. Develop action plans to reduce the gap between actual and desired performance.
5. Employ gap analysis and determine measurable difference between future vision and today's performance.
6. Assemble and analyze business enterprise and financial data to design a specific performance audit.



7. Identify qualities or attributes that distinguish the business.
8. Identify and prioritize the driving forces in the business.
9. Participate with the planning team in writing a general mission statement for the business.
10. Examine values, operating philosophy and determine the operational stakeholders.



**Course Title:** Applied Financial Management/Strategic Plan Emp

**Course Number:** FBMA 2933

**Credits:** 3

### Course Description

This course will provide practical application of strategic planning skills. ~~Application skills will be practiced upon and applied to the student's business and business plan.~~ Student will utilize financial information and records to apply the strategic plan.

### Course Outline

1. Examine values, operating philosophy & determine the stakeholders.

- Update the current business portfolio to reflect implemented strategic plans.
- Identify and prioritize the driving forces in the business.
- Determine direction of the business by visualizing the future & describing what it looks like.
- Identify quality or attribute that the business possesses that makes it different from others.

2. Gather & analyze business enterprise & financial data to design a specific performance audit.

- Create an implementation plan to apply the action plans in a prioritized manner.
- Craft an internal and external monitoring which includes the use of business analysis.
- Perform gap analysis & determine measurable difference between reality and preferred future.
- Develop a contingency plan for the business.
- Develop action plans to be used to close the gap between actual & desired performance.

### Course Outcomes

1. Revise the current business ~~portfolio~~ to reflect implemented strategic plans.
2. ~~Design an internal and external~~ Implement a monitoring model which includes the use of business analysis.
3. ~~Create-Prioritize and~~ implementation the action plan ~~to apply the action plans in a prioritized manner.~~
4. Develop ~~action plans~~ strategies to reduce the gap between actual and desired performance.
5. Employ gap analysis and determine measurable difference between future vision and ~~today's current~~ performance.

6. Assemble and analyze business enterprise and financial data to design a-specific performance ~~audit~~metrics.
7. Identify qualities or attributes that distinguish the business strengths and weaknesses.
- ~~8. Identify and prioritize the driving forces in the business.~~
89. Participate with the planning team in writing a general mission statement for the business.
940. Examine values, operating philosophy and determine ~~the operational~~ stakeholders.

(Zach Rada 11/16/2022)

# **Applied Financial Management/Strategic Plan Emp**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2933

**Type of Instruction:** Individualized

**Total Credits:** 3.0

**Total Hours of Instruction:** 12.0

### **Description:**

This course will provide practical application of strategic planning skills. Student will utilize financial information and records to apply the strategic plan.

### **Course Outcomes:**

1. Revise the current business to reflect implemented strategic plans
2. Implement a monitoring model which includes the use of business analysis
3. Prioritize and implement the action plan
4. Develop strategies to reduce the gap between actual and desired performance
5. Employ gap analysis and determine measurable difference between future vision and current performance
6. Assemble and analyze business enterprise and financial data to design specific performance metrics
7. Identify qualities or attributes that distinguish the business strengths and weaknesses
8. Participate with the planning team in writing a general mission statement for the business
9. Examine values and operating philosophy

### **Course Outline:**

1. Examine values, operating philosophy & determine the stakeholders
  - a. Update the current business portfolio to reflect implemented strategic plans
  - b. Identify and prioritize the driving forces in the business

- c. Determine direction of the business by visualizing the future and describing what it looks like
  - d. Identify quality or attribute that the business possesses that makes it different from others
- 2. Gather and analyze business enterprise & financial data to design a specific performance audit
  - a. Create an implementation plan to apply the action plans in a prioritized manner
  - b. Craft an internal and external monitoring which includes the use of business analysis
  - c. Perform gap analysis & determine measurable difference between reality and preferred future
  - d. Develop a contingency plan for the business
  - e. Develop action plans to be used to close the gap between actual and desired performance

**Course Title:** Directed Study – Personal Management

**Course Number:** FBMA 2941

**Credits:** 2

**Course Description:**

This course will organize skills for effective management of farm employees and agribusiness personnel through development of handbooks, compensation/incentive packages, individual expectations/evaluations, and team meetings.

**Course Outline:**

- I. Determine methods for evaluating yourself as a manager of employees & consultants
  - Diagram a team concept/approach for determining business needs
  - Organize essential features for effective employee meetings
- II. Conduct team meetings to diagnose & recommend treatments of business needs
  - Apply tools and techniques developed in diploma or certificate programs
  - Determine a procedure for enhancing employee skills through education and training
  - Develop methods of employee motivation
  - Develop written guidelines for employee evaluation
- III. Develop employee handbooks specific to the farm business
  - Outline complete job descriptions for each employee of the farm business
  - Develop employee compensation and incentive packages with guidelines for periodic review
- IV. Conduct interviews with prospective employees

**Course Specific Outcomes:**

1. Prepare a job description;
2. Develop a compensation package for employees;
3. Develop an employee evaluation format;
4. Prepare "employee rules" for distribution to workers;
5. Develop a format for team meetings; and
6. Develop a list ways to motivate employees.

**Course Title:** Directed Study – ~~Personal~~Personnel Management

**Course Number:** FBMA 2941

**Credits:** 2

**Course Description:**

~~This course~~Students will organize skills for effective management of farm employees and agribusiness personnel through development of handbooks, compensation/incentive packages, individual expectations/evaluations, and team meetings.

**Course Outline:**

- I. Determine methods for evaluating yourself as a manager of employees & consultants
  - Diagram a team concept/approach for determining business needs
  - Organize essential features for effective employee meetings
- II. Conduct team meetings to diagnose & recommend treatments of business needs
  - ~~Apply tools and techniques developed in diploma or certificate programs~~
  - Determine a procedure for enhancing employee skills through education and training
  - Develop methods of employee motivation
  - Develop written guidelines for employee evaluation
- III. Develop employee handbooks specific to the farm business
  - Outline complete job descriptions for each employee of the farm business
  - Develop employee compensation and incentive packages with guidelines for periodic review
- IV. Conduct interviews with prospective employees

**Course Specific Outcomes:**

1. Prepare a job description;
2. Develop a compensation package for employees;
3. Develop an employee evaluation format;
4. Prepare ~~"employee rules" for distribution to workers~~employee handbook;
5. Develop a format for team meetings; ~~and~~
6. Develop a list of ways to motivate employees.

(Zach Rada 11/16/2022)

# **Directed Study – Personnel Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2941

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

Students will organize skills for effective management of farm employees and agribusiness personnel through development of handbooks, compensation/incentive packages, individual expectations/evaluations, and team meetings.

### **Course Outcomes:**

1. Prepare a job description
2. Develop a compensation package for employees
3. Develop an employee evaluation format
4. Prepare an employee handbook
5. Develop a format for team meetings
6. Develop a list of ways to motivate employees

### **Course Outline:**

1. Determine methods for evaluating yourself as a manager of employees and consultants
  - a. Diagram a team concept/approach for determining business needs
  - b. Organize essential features for effective employee meetings
2. Conduct team meetings to diagnose & recommend treatments of business needs
  - a. Determine a procedure for enhancing employee skills through education and training
  - b. Develop methods of employee motivation
  - c. Develop written guidelines for employee evaluation
3. Develop employee handbooks specific to the farm business
  - a. Outline complete job descriptions for each employee of the farm business



- b. Develop employee compensation and incentive packages with guidelines for periodic review
- 4. Conduct interviews with prospective employees

NEEN

**Course Title:** Current Issues in Farm Business Management

**Course Number:** FBMA 2200

**Credits:** 1-5

**Course Description:**

This course is designed to assist students to further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in reducing potential risk, performing strategic planning, and revising business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs.

**Course Outline:**

- I. Gather individual business and benchmarking data for developing business and personal goals
  - Assess business need(s) using farm business analysis data
  - Select the key area(s) of the business to target efforts
  - Research publications and other sources of pertinent data
  - Compare with individual, regional, state, and/or special sort business analysis data
  - Develop updated business and personal goals related to key area(s)
- II. Monitor and review all farm plans
  - Monitor existing plans to assess potential change(s) related to new area(s)
  - Evaluate updated goal(s) for addition to current farm plan(s)
  - Compare updated goal(s) for consistency with farm mission and vision
  - Adjust statements as needed for inclusion in the farm plan(s)
- III. Research data and evaluate alternatives for new or revised plans
  - Assess new information to the farm plan for potential alternative(s) as needed
  - Gather new data in support of alternative(s) for consideration
  - Incorporate business analysis data with decisions to support alternative(s)
  - Record findings
  - Evaluate alternative(s)
- IV. Develop framework for revised farm plans that meet current business needs
  - Specify modification(s) to the plan as needed, based on findings

- Develop a process for incorporation of modification(s) in a revised plan(s)
- Modify current plan(s) as needed to adjust for new goal(s)
- Develop evaluation and monitoring guidelines for the revised plan(s)
- Implement the revised plan(s)

**Course Specific Outcomes:**

1. Identify terms of the current issue;
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;

**Course Title:** Current Issues in Farm Business Management

**Course Number:** FBMA 2200

**Credits:** 1-5

**Course Description:**

This course is designed to assist students to further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in reducing potential risk, performing strategic planning, and revising business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs and goals.

**Course Outline:**

- I. Gather individual business and benchmarking data for developing business and personal goals
  - Assess business need(s) using farm business analysis data
  - Select the key area(s) of the business to target efforts
  - Research publications and other sources of pertinent data
  - Compare with individual, regional, state, and/or special sort business analysis data
  - Develop updated business and personal goals related to key area(s)
- II. Monitor and review all farm plans
  - Monitor existing plans to assess potential change(s) related to new area(s)
  - Evaluate updated goal(s) for addition to current farm plan(s)
  - Compare updated goal(s) for consistency with farm mission and vision
  - Adjust statements as needed for inclusion in the farm plan(s)
- III. Research data and evaluate alternatives for new or revised plans
  - Assess new information to the farm plan for potential alternative(s) as needed
  - Gather new data in support of alternative(s) for consideration
  - Incorporate business analysis data with decisions to support alternative(s)
  - Record findings
  - Evaluate alternative(s)
- IV. Develop framework for revised farm plans that meet current business needs
  - Specify modification(s) to the plan as needed, based on findings

- Develop a process for incorporation of modification(s) in a revised plan(s)
- Modify current plan(s) as needed to adjust for new goal(s)
- Develop evaluation and monitoring guidelines for the revised plan(s)
- Implement the revised plan(s)

### Course Specific Outcomes:

1. Identify the current issues; Identify terms of the current issue;
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Identify strategic plans or goals;
10. Outline tax management plan;
11. Maintain current accurate farm business records and accounts;
12. Discuss short term implementation plan;
13. Discuss long term implementation plan;
14. Develop current financial statement to determine feasibility;
15. Recognize the effects of the current issue to financial statements.

Changes Complete (Zach Rada 11/16/2022)

# **Current Issues in Farm Business Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2200

**Type of Instruction:** Individualized

**Total Credits:** 1.0-5.0

**Total Hours of Instruction:** 4.0-20.0

### **Description:**

This course is designed to assist students to further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in reducing potential risk, performing strategic planning, and revising business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs and goals.

### **Course Outcomes:**

1. Identify the current issues
2. Define related terminology
3. Explain concepts of topic
4. Apply current issue to business
5. Analyze the effects of current issue on your business
6. Identify steps of the implementation plan
7. Analyze historic data and/or rationale of changes
8. Identify strengths and weaknesses of business
9. Identify strategic plans or goals
10. Outline tax management plan
11. Maintain current accurate farm business records and accounts
12. Discuss short term implementation plan
13. Discuss long term implementation plan
14. Develop current financial statement to determine feasibility
15. Recognize the effects of the current issue to financial statements

### **Course Outline:**

1. Gather individual business and benchmarking data for developing business and personal goals
  - a. Assess business need(s) using farm business analysis data
  - b. Select the key area(s) of the business to target efforts
  - c. Research publications and other sources of pertinent data
  - d. Compare with individual, regional, state, and/or special sort business analysis data
  - e. Develop updated business and personal goals related to key area(s)
2. Monitor and review all farm plans
  - a. Monitor existing plans to assess potential change(s) related to new area(s)
  - b. Evaluate updated goal(s) for addition to current farm plan(s)
  - c. Compare updated goal(s) for consistency with farm mission and vision
  - d. Adjust statements as needed for inclusion in the farm plan(s)
3. Research data and evaluate alternatives for new or revised plans
  - a. Assess new information to the farm plan for potential alternative(s) as needed
  - b. Gather new data in support of alternative(s) for consideration
  - c. Incorporate business analysis data with decisions to support alternative(s)
  - d. Record findings
  - e. Evaluate alternative(s)
4. Develop framework for revised farm plans that meet current business needs
  - a. Specify modification(s) to the plan as needed, based on findings
  - b. Develop a process for incorporation of modification(s) in a revised plan(s)
  - c. Modify current plan(s) as needed to adjust for new goal(s)
  - d. Develop evaluation and monitoring guidelines for the revised plan(s)
  - e. Implement the revised plan(s)

**Course Title:** Directed Studies – Current Issues in Farm Business Management

**Course Number:** FBMA 2201

**Credits:** 1-5

**Course Description:**

This course is designed to assist students to further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise database, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. This data also provides development and maintenance of farm business data, reports, and plans.

**Course Outline:**

- I. Analyze and update Farm Business Records and Accounts
  - Update whole farm financial records
  - Complete crop and livestock enterprising of direct and overhead expenses
  - Complete cash accuracy checks for farm business records and accounts
- II. Generate Financial Statements, Business Analysis and Business Projections
  - Prepare accurate Balance Sheets (Market and Cost)
  - Complete business analysis
  - Modify analysis as needed with cash and Liability accuracy checks
  - Prepare annual cash flow for the business
- III. Research benchmarking data for implications on farm planning
  - Examine current business analysis for potential alternative(s) in planning efforts
  - Compare individual business analysis to regional and state benchmark data
  - Evaluate individual business analysis in comparison to special sort data
  - Record findings
  - Evaluate alternative(s)
- IV. Develop and activate revised farm plans that meet current business needs
  - Specify modification(s) to the plan as needed, based on findings
  - Develop a process for incorporation of modification(s) in a revised plan(s)
  - Modify current plan(s) as needed to adjust for new goal(s)
  - Develop evaluation and monitoring guidelines for the revised plan(s)
  - Implement the revised plan(s)



**Course Specific Outcomes:**

1. Identify terms of the current issue;
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals;
10. Develop tax management plan;
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility; and
15. Predict the effects of the current issue to financial statements.

**Course Title:** Directed Studies – Current Issues in Farm Business Management

**Course Number:** FBMA 2201

**Credits:** 1-5

**Course Description:**

This course ~~is designed to assist~~ students to further develop their skills in business management. It provides an opportunity for students to identify current issues, maintain the financial and enterprise database, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. ~~This data also provides development and maintenance of farm business data, reports, and plans.~~

**Course Outline:**

- I. Analyze and update Farm Business Records and Accounts
  - Update whole farm financial records
  - Complete crop and livestock enterprising of direct and overhead expenses
  - Complete cash accuracy checks for farm business records and accounts
- II. Generate Financial Statements, Business Analysis and Business Projections
  - Prepare accurate Balance Sheets (Market and Cost)
  - Complete business analysis
  - Modify analysis as needed with cash and Liability accuracy checks
  - Prepare annual cash flow for the business
- III. Research benchmarking data for implications on farm planning
  - Examine current business analysis for potential alternative(s) in planning efforts
  - Compare individual business analysis to regional and state benchmark data
  - Evaluate individual business analysis in comparison to special sort data
  - Record findings
  - Evaluate alternative(s)
- IV. Develop and activate revised farm plans that meet current business needs
  - Specify modification(s) to the plan as needed, based on findings
  - Develop a process for incorporation of modification(s) in a revised plan(s)
  - Modify current plan(s) as needed to adjust for new goal(s)
  - Develop evaluation and monitoring guidelines for the revised plan(s)
  - Implement the revised plan(s)

### Course Specific Outcomes:

1. ~~Identify the current issues; Identify terms of the current issue;~~
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals;
10. Develop tax management plan;
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility; ~~and~~
15. Predict the effects of the current issue to financial statements.

(Zach Rada 11/16/2022)

# **Directed Studies – Current Issues in Farm Business Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2201

**Type of Instruction:** Individualized

**Total Credits:** 1.0-5.0

**Total Hours of Instruction:** 4.0-20.0

### **Description:**

This course assists students to further develop their skills in business management. It provides an opportunity for students to identify current issues, maintain the financial and enterprise database, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans.

### **Course Outcomes:**

1. Identify the current issues
2. Define related terminology
3. Explain concepts of topic
4. Apply current issue to business
5. Analyze the effects of current issue on your business
6. Identify steps of the implementation plan
7. Analyze historic data and/or rationale of changes
8. Identify strengths and weaknesses of business
9. Develop strategic plans or goals
10. Develop tax management plan
11. Maintain current accurate farm business records and accounts
12. Develop short term implementation plan
13. Develop long term implementation plan
14. Analyze current financial statement to determine feasibility
15. Predict the effects of the current issue to financial statements

## **Course Outline:**

1. Analyze and update Farm Business Records and Accounts
  - a. Update whole farm financial records
  - b. Complete crop and livestock enterprising of direct and overhead expenses
  - c. Complete cash accuracy checks for farm business records and accounts
2. Generate Financial Statements, Business Analysis and Business Projections
  - a. Prepare accurate Balance Sheets (Market and Cost)
  - b. Complete business analysis
  - c. Modify analysis as needed with cash and Liability accuracy checks
  - d. Prepare annual cash flow for the business
3. Research benchmarking data for implications on farm planning
  - a. Examine current business analysis for potential alternative(s) in planning efforts
  - b. Compare individual business analysis to regional and state benchmark data
  - c. Evaluate individual business analysis in comparison to special sort data
  - d. Record findings
  - e. Evaluate alternative(s)
4. Develop and activate revised farm plans that meet current business needs
  - a. Specify modification(s) to the plan as needed, based on findings
  - b. Develop a process for incorporation of modification(s) in a revised plan(s)
  - c. Modify current plan(s) as needed to adjust for new goal(s)
  - d. Develop evaluation and monitoring guidelines for the revised plan(s)
  - e. Implement the revised plan(s)

## AGRICULTURAL COMMODITIES MARKETING

**FBMT 1170 Introduction to Farm Commodities Marketing** - This course is designed to introduce students to the various methods and tools to market farm commodities.

**FBMT 1173 Directed Study & Farm Commodities Marketing** - This course provides the student with the opportunity to use the various marketing methods and tools.

**FBMT 1223 Using System Analysis in Total Farm Planning** - This course enables study of concepts related to farm business analysis, and exploration of possible implications and/or solutions to these concepts. A systematic method to assess farm business strengths and weaknesses based on the analysis will be used.

**FBMT 2205 Special Topics in General Farm Management** - This course covers special topics of interest in general farm management. Analysis of special topics in general farm business management for students actively engaged in the operation and management of a farm business.

**FBMT 2212 Special Topics in Marketing** - Analysis of special topics in marketing for students actively engaged in the operation and management of a farm business.

**FBMT 1180 Applying Commodity Marketing Fundamentals** - This course is designed to teach students to apply the various methods and tools to market farm commodities.

**FBMT 1183 Directed Study Applying Commodity Marketing Fundamentals** - This course provides the student with the opportunity to apply marketing methods and tools to their individual farming operation.

**FBMT 1213 Managing a Farm System in a Global Economy** - This course assists the students in achieving awareness of development in agricultural policies and practices throughout the world and assessing the impact of these policies and practices on the profitability and viability of their farm business.

**FBMT 2201 Special Topics in General Farm Management** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

**FBMT 2206 Special Topics in General Farm Management** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

**FBMT 1190 Evaluating Farm Commodity Marketing Tools** - This course is designed to teach students to evaluate the various farm marketing tools and to select the tool appropriate to the present marketing situation.

**FBMT 1193 Directed Study and Evaluating Marketing Tools** - This course will allow the student to implement and use the marketing tools appropriate to the current marketing situation.  
Prerequisite:

**FBMT 2202 Special Topics in General Farm Management** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

**FBMT 2207 Special Topics in General Farm Management** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

**FBMT 2243 Using Financial Instruments in Farm System Management** - This course integrates the application of various financial instruments used in acquiring capital for use in the business and investigates the way in which both earnings and financial progress can be measured.

**FBMT 2170 Monitoring Farm Commodity Marketing Plans** - This course is designed to teach students to monitor and refine current farm commodity marketing plans. Emphasis will be placed on current market conditions and pricing opportunities.

**FBMT 2173 Directed Study Monitoring Marketing Plans** - This course will provide activities directed toward monitoring and refining the student's farm commodity marketing plan.

**FBMT 2208 Special Topics in General Farm Management** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

**FBMT 2213 Special Topics in Marketing** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

**FBMT 2263 Evaluating Farm System Programs** - This course develops an awareness of individuals and agencies, both public and private, which have expertise available to assist the farm operator to solve farm systems problems. It enables study and application of farm business evaluation concepts, and exploration of possible implications. Exact subject matter and time spent per topic will vary depending on student need, location, and time.

**FBMT 2180 Strategies in Farm Commodity Marketing** - This course is designed to help students plan marketing strategies necessary to achieve farm business and personal goals.

**FBMT 2183 Directed Study & Strategies in Farm Commodity Marketing** - This course will help students identify and implement marketing strategies necessary to achieve their farm business and personal goals.

**FBMT 2209 Special Topics in General Farm Management** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

**FBMT 2214 Special Topics in Marketing** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

**FBMT 2229/2239 Special Topics in Crops/Livestock** - Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

## **Commodities Marketing Course Descriptions**

**FBMT 1170 Introduction to Farm Commodities Marketing** - This course is designed to introduce students to the various methods and tools to market farm commodities. The students will study types of marketing contracts, cash markets, the roles of brokers and market advisors, and the importance of insurance. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

**FBMT 1173 Introduction to Farm Commodities Marketing** - This course provides the student with the opportunity to use the various marketing methods and tools. The students will analyze various types of marketing contracts and cash markets. The student will recognize the roles of brokers and market advisors. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

**FBMT 1180 Applying Commodity Marketing Fundamentals** - This course is designed to teach students to apply the various methods and tools to market farm commodities. The students will utilize various marketing tools to enhance their farm business operations.

**FBMT 1183 Directed Study – Applying Commodity Marketing Fundamentals** - This course is designed to teach students to apply the various methods and tools to market farm commodities. The students will develop various marketing tools to enhance their farm business operations. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

**FBMT 1190 Evaluating Farm Commodity Marketing Tools** - This course is designed to teach students to evaluate the various farm marketing tools and to select the tool appropriate to the present marketing situation. The student will analyze marketing alternatives and apply to farm business marketing. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

**FBMT 1193 Evaluating Farm Commodity Marketing Tools** - This course is designed to teach students to implement the various farm marketing tools and to select the tool appropriate to the present marketing situation. The student will utilize marketing alternatives and apply to farm business marketing. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

**FBMT 1213 Managing a Farm System in a Global Economy** - This course assists the students in achieving awareness of development in agricultural policies and practices throughout the world and assessing the impact of these policies and practices on the profitability and viability of their farm business.

### **FBMT 2170 Monitoring Farm Commodity Marketing Plans**

- This course is designed to revise current farm commodity marketing plans. Emphasis will be placed on current market conditions and pricing opportunities. The student will prioritize and evaluate marketing opportunities and risk. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)



## **Commodities Marketing Course Descriptions**

**FBMT 2173 Monitoring Farm Commodity Marketing Plans** - This course is designed to justify current farm commodity marketing plans. Emphasis will be placed on current market conditions and pricing opportunities. The student will prioritize and evaluate marketing opportunities and risk. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

**FBMT 2180 Strategies in Farm Commodity Marketing** - This course is designed to plan marketing strategies necessary to achieve farm business. The student will create a year-round marketing plan utilizing a variety of marketing strategies to maximize farm income return. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

**FBMT 2183 Strategies in Farm Commodity Marketing** - This course is designed to plan marketing strategies necessary to achieve farm business. The student will implement a year-round marketing plan utilizing a variety of marketing strategies to maximize farm income return. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

**FBMT 2243 Using Financial Instruments in Farm System Management** - This course integrates the application of various financial instruments used in acquiring capital for use in the business and investigates the way in which both earnings and financial progress can be measured.

**FBMT 2263 Evaluating Farm System Programs** - This course develops the student's awareness of individuals and agencies, both public and private, which have expertise available to assist the farm operator to solve farm systems problems. It enables study and application of farm business evaluation concepts, and exploration of possible implications. Exact subject matter and time spent per topic will vary depending on student need, location, and time.

# **1170: Introduction to Farm Commodities Marketing**

## **Course Outcome Summary**

### **Course Information**

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 1170
<b>Credits:</b>	3

### **Description:**

This course is designed to introduce students to the various methods and tools to market farm commodities. The students will study types of marketing contracts, cash markets, the roles of brokers and market advisors, and the importance of insurance. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

### **Competencies**

1. Describe the history of commodity markets;
2. Identify the influences of supply and demand on prices;
3. Identify the law of demand;
4. Identify the law of supply;
5. List commodities that are traded;
6. Identify market symbols;
7. List commodity trading exchange;
8. List USGIS specifications for commodities; and
9. List your alternative sales tools.

# 1170: Introduction to Farm Commodities Marketing

## Course Outcome Summary

### Course Information

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 1170
<b>Credits:</b>	3

### Description:

This course is designed to introduce students to the various methods and tools to market farm commodities. The students will study types of marketing contracts, cash markets, the roles of brokers and market advisors, and the importance of insurance. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

### Competencies

1. Describe the history of commodity markets;
2. Identify the influences of supply and demand on prices;
3. Identify the law of demand;
4. Identify the law of supply;
5. List commodities that are traded;
6. Identify market symbols;
7. List commodity trading exchanges;
8. List [United States Grain Inspection Service \(USGIS\)](#) specifications for commodities; and
9. ~~List your~~ Describe alternative sales tools.

[Reviewed with changes 11/16/22](#)

# Introduction to Farm Commodities Marketing

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBM 1170

**Type of Instruction:** Individualized

**Total Credits:** 3.0

**Total Hours of Instruction:** 12.0

### Description:

This course is designed to introduce students to the various methods and tools to market farm commodities. The students will study types of marketing contracts, cash markets, the roles of brokers and market advisors, and the importance of insurance. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

### Course Outcomes:

1. Describe the history of commodity markets
2. Identify the influences of supply and demand on prices
3. Identify the law of demand
4. Identify the law of supply
5. List commodities that are traded
6. Identify market symbols
7. List commodity trading exchanges
8. List United States Grain Inspection Service (USGIS) specifications for commodities
9. Describe alternative sales tools

# **1173 Directed Study - Introduction to Farm Commodities Marketing**

## **Course Outcome Summary**

### **Course Information**

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 1173
<b>Credits:</b>	2

### **Description:**

This course provides the student with the opportunity to use the various marketing methods and tools. The students will use various types of marketing contracts and cash markets. The student will recognize the roles of brokers and market advisors. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

### **New Learning Outcomes**

1. Calculate a cost of production;
2. Define price basis for commodity marketing;
3. Describe contract specifications;
4. Explain cash markets;
5. Explain forward contracts; and
6. Explain the basis and recognize its importance on futures markets.

# 1173 Directed Study - Introduction to Farm Commodities Marketing

## Course Outcome Summary

### Course Information

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 1173
<b>Credits:</b>	2

### Description:

This course provides the student with the opportunity to use the various marketing methods and tools. The students will ~~use~~analyze various types of marketing contracts and cash markets. The student will recognize the roles of brokers and market advisors. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

### New Learning Course Outcomes

1. Calculate a cost of production;
2. Define price basis for commodity marketing;
3. Describe contract specifications;
4. Define and explain~~Explain~~ cash markets;
5. Define and explain~~Explain~~ forward contracts; and
6. Explain ~~the~~ basis and recognize ~~its the~~ importance on futures markets.

Reviewed with changes 11/16/22

# Introduction to Farm Commodities Marketing

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1173

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### Description:

This course provides the student with the opportunity to use the various marketing methods and tools. The students will analyze various types of marketing contracts and cash markets. The student will recognize the roles of brokers and market advisors.

(Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

### Course Outcomes:

1. Calculate a cost of production
2. Define price basis for commodity marketing
3. Describe contract specifications
4. Define and explain cash markets
5. Define and explain forward contracts
6. Explain basis and recognize the importance on futures markets

**Course Title:** Using System Analysis in Total Farm Planning

**Course Number:** FBMT 1223

**Credits:** 2

**Course Description:**

This course enables study of concepts related to farm business analysis, and exploration of possible implications and/or solutions to these concepts. A systematic method to assess farm business strengths and weaknesses based on the analysis will be used.

**Course Outline:**

- I. Review completed farm business analysis
  - Review year end farm business analysis
  - Complete a farm financial standards scorecard
  - Review historical farm business analysis trends
- II. Assess farm business strengths and weaknesses from the farm business analysis
  - Complete a farm business S.W.O.T. analysis using the information from the whole farm and enterprise analysis
  - Compare farm financial scorecard to industry averages
  - Develop enterprise budgets to reflect desired enterprise improvements
- III. Summarize the implications of the farm business analysis
  - Assess the accuracy of the farm analysis income statement
  - Evaluate the farm financial standard ratios
  - Assess the enterprise(s) for efficiency and accuracy

**Course Specific Outcomes:**

1. Explain selected sections of the farm business analysis
2. Complete and understand the financial scorecard and determine the farm business's strengths and weaknesses



**Course Title:** Using System Analysis in Total Farm Planning

**Course Number:** FBMT 1223

**Credits:** 2

**Course Description:**

This course enables study of concepts related to farm business analysis, and exploration of possible implications and/or solutions to these concepts. A systematic method to assess farm business strengths and weaknesses based on the analysis will be used.

**Course Outline?????????:**

- I. Review completed farm business analysis ???????
  - Review year end farm business analysis
  - Complete a farm financial standards scorecard
  - Review historical farm business analysis trends
  
- II. Assess farm business strengths and weaknesses from the farm business analysis ???????
  - ~~Complete a farm business S.W.O.T. analysis using the information from the whole farm and enterprise analysis~~
  - ~~Compare farm financial scorecard to industry averages~~
  - ~~Develop enterprise budgets to reflect desired enterprise improvements~~
  
- III. Summarize the implications of the farm business analysis ???????
  - Assess the accuracy of the farm analysis income statement
  - Evaluate the farm financial standard ratios
  - Assess the enterprise(s) for efficiency and accuracy

**Course Specific Outcomes:**

1. Explain selected sections of the farm business analysis
2. Complete and understand the financial scorecard ~~and~~
- 2.3. ~~d~~Determine the farm business's strengths and weaknesses
4. Complete a farm business S.W.O.T. analysis using the information from the whole farm and enterprise analysis
5. Compare farm financial scorecard to industry averages
6. Develop enterprise budgets to reflect desired enterprise improvements

Remove from Marketing Certificate and add to Other Courses

Reviewed changes noted 11/16/2022

# Using System Analysis in Total Farm Planning

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1223

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### Description:

This course enables study of concepts related to farm business analysis, and exploration of possible implications and/or solutions to these concepts. A systematic method to assess farm business strengths and weaknesses based on the analysis will be used.

### Course Outcomes:

1. Explain selected sections of the farm business analysis
2. Complete and understand the financial scorecard
3. Determine the farm business's strengths and weaknesses
4. Complete a farm business S.W.O.T. analysis using the information from the whole farm and enterprise analysis
5. Compare farm financial scorecard to industry averages
6. Develop enterprise budgets to reflect desired enterprise improvements

### Course Outline:

1. Review completed farm business analysis
  - a. Review year end farm business analysis
  - b. Complete a farm financial standards scorecard
  - c. Review historical farm business analysis trends
2. Assess farm business strengths and weaknesses from the farm business analysis
3. Summarize the implications of the farm business analysis
  - a. Assess the accuracy of the farm analysis income statement

**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMT 2205

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outline**

#### **I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

#### **IV. Implement the plan**

#### **V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

### **Course Outcomes**

1. Identify the components related to the topic that are necessary to the operation.
2. Compile information to complete the topic.
3. Prepare the document.
4. Analyze reporting results.
5. Explain the effects of the results to operation.
6. Predict what impact this topic has on business profitability.

**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMT 2205 – [FBMT 2209](#)

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outline** [??move section down](#)

#### **I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

#### **IV. Implement the plan**

#### **V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

### Course Outcomes

- ~~1. Identify the components related to the topic that are necessary to the operation.~~
- ~~2. Compile information to complete the topic.~~
- ~~3. Prepare the document.~~
- ~~4. Analyze reporting results.~~
- ~~5. Explain the effects of the results to operation.~~
- ~~6. Predict what impact this topic has on business profitability.~~
- 1. Determine a general farm management specific focus for the course based on your farm business**
- 2. Investigate information related to the general farm management special focus**
- 3. Develop an implementation plan**
- 4. Determine the challenges that affect the farm business related to the course focus.
- 5. Research and implement the opportunities that affect the farm business related to the course focus.
- 6. Collect and evaluate the plan results.

Reviewed with changes noted 11/16/2022

# **Special Topics – General Farm Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2205 - 2209

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business.

Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outcomes:**

1. Determine a general farm management specific focus for the course based on your farm business
2. Investigate information related to the general farm management special focus
3. Develop an implementation plan
4. Determine the challenges that affect the farm business related to the course focus
5. Research and implement the opportunities that affect the farm business related to the course focus
6. Collect and evaluate the plan results

## **Course Outline:**

1. Determine a general farm management specific focus for the course based on your farm business
  - a. Select general farm management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the general farm management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan
4. Implement the plan
5. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings



**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2212

**Credits:** 1

**Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugarbeets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

**Course Outline**

I. Determine a marketing management specific focus for the course based on your farm business

A. Select marketing management area to be evaluated

B. Identify factors for consideration

C. Examine tools needed to assist with analysis

II. Investigate information related to the marketing management special focus

A. Research publications and other sources of pertinent data

B. Compare data for options related to focus area

III. Develop an implementation plan

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

### **Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Measure effects of marketing plans

**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2210 – FBMT 2214

**Credits:** 1

**Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

**Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts

**Course Issues**

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugar beets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

# Special Topics – Marketing

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2210 – FBMT 2214

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### Description:

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

### Course Outcomes:

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts

### Course Issues:

Small Grains  
Corn  
Soybeans  
Pork  
Cattle  
Milk  
Canola  
Edible Beans  
Vegetable Crops

Sugar beets  
Grass Seed  
Forages  
Seed Crops  
Wild Rice  
Sunflowers  
Other commodities not listed  
Organic Products

**Course Title:** Applying Commodity Marketing Fundamentals

**Course Number:** FBMT 1180

**Credits:** 3

**Course Description:**

This course is designed to teach students to apply the various methods and tools to market farm commodities. The students will utilize various marketing tools to enhance their farm business operations.

**Course Outline:**

- I. Cost Calculation
  - Calculate production costs
  - Calculate storage costs
  - Interest costs
- II. Preparing for trading
  - Chart farm commodities
  - Identify characteristics of a good marketing service
  - Selecting and using brokers and market advisory services
- III. Plan for basic marketing
  - Evaluate crop insurance alternatives
  - Apply selected marketing tools to the farm business
  - Use basis history to enhance commodity selling price
- IV. Options for using marketing tools
  - Using cash markets as marketing tool
  - Using futures markets as marketing tool
  - Using options markets as marketing tool

**Course Specific Outcomes:**

1. Compute storage costs;
2. Analyze production and storage costs as related to cash flow needs;
3. Explain hedging contracts;
4. Explain the roles of brokers and marketing advisors;
5. Explain what market positions are subject to margin calls;
6. Identify seasonal marketing trends;
7. Name primary commodity marketing reports;
8. Record data to calculate production and storage costs; and
9. Use basis history to enhance commodity selling price.

**Course Title:** Applying Commodity Marketing Fundamentals

**Course Number:** FBMF 1180

**Credits:** 3

**Course Description:**

This course is designed to teach students to apply the various methods and tools to market farm commodities. The students will utilize various marketing tools to enhance their farm business operations.

**Course Outline: ??Entire Section??**

- I. Cost Calculation
  - Calculate production costs
  - Calculate storage costs
  - Interest costs
- II. Preparing for trading
  - Chart farm commodities
  - Identify characteristics of a good marketing service
  - Selecting and using brokers and market advisory services
- III. Plan for basic marketing
  - Evaluate crop insurance alternatives
  - Apply selected marketing tools to the farm business
  - Use basis history to enhance commodity selling price
- IV. Options for using marketing tools
  - Using cash markets as marketing tool
  - Using futures markets as marketing tool
  - Using options markets as marketing tool

**Course ~~Specific~~ Outcomes:**

1. Compute storage costs;
2. Analyze production and storage costs as related to cash flow needs;
3. Explain hedging contracts;
4. Explain the roles of brokers and marketing advisors;
5. Explain what market positions are subject to margin calls;
6. Identify seasonal marketing trends;
7. Name primary commodity marketing reports;
8. Record data to calculate production and storage costs; and
9. Use basis history to enhance commodity selling price.

# Applying Commodity Marketing Fundamentals

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1180

**Type of Instruction:** Individualized

**Total Credits:** 3.0

**Total Hours of Instruction:** 12.0

### Description:

This course is designed to teach students to apply the various methods and tools to market farm commodities. The students will utilize various marketing tools to enhance their farm business operations.

### Course Outcomes:

1. Compute storage costs
2. Analyze production and storage costs as related to cash flow needs
3. Explain hedging contracts
4. Explain the roles of brokers and marketing advisors
5. Explain what market positions are subject to margin calls
6. Identify seasonal marketing trends
7. Name primary commodity marketing reports
8. Record data to calculate production and storage costs
9. Use basis history to enhance commodity selling price

### Course Outline:

1. Cost Calculation
  - a. Calculate production costs
  - b. Calculate storage costs
  - c. Interest costs
2. Preparing for trading
  - a. Chart farm commodities
  - b. Identify characteristics of a good marketing service
  - c. Selecting and using brokers and market advisory services
3. Plan for basic marketing

- a. Evaluate crop insurance alternatives
  - b. Apply selected marketing tools to the farm business
  - c. Use basis history to enhance commodity selling price
- 4. Options for using marketing tools
  - a. Using cash markets as marketing tool
  - b. Using futures markets as marketing tool
  - c. Using options markets as marketing tool

NOTES



# **1183 Directed Study - Applying Commodity Marketing Fundamentals**

## **Course Information**

**Organization:** Minnesota State  
**Developers:** Minnesota State FBM Curriculum Review Team  
**Course:** FBMT 1183  
**Credit:** 2

## **COURSE DESCRIPTION:**

This course is designed to teach students to apply the various methods and tools to market farm commodities. The students will develop various marketing tools to enhance their farm business operations. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

## **COURSE OUTCOMES:**

1. Complete a production and storage cost worksheets;
2. Interpret farm commodities market trends;
3. Chart local basis and cash prices;
4. Examine farm business goals for marketing;
5. Compare marketing alternatives; and
6. Develop a marketing plan.

## **NEW OUTCOMES BRJ**

Apply selected marketing tools to the farm business;  
Examine current marketing plan;  
Define the value of broker and/or marketing advisors services;  
Identify record keeping processes;  
Compare/contrast commodity broker services;  
Summarize local basis movements

# 1183 Directed Study - Applying Commodity Marketing Fundamentals

## Course Information

**Organization:** Minnesota State  
**Developers:** Minnesota State FBM Curriculum Review Team  
**Course:** FBMT 1183  
**Credit:** 2

## COURSE DESCRIPTION:

This course is designed to teach students to apply the various methods and tools to market farm commodities. The students will develop various marketing tools to enhance their farm business operations. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

## COURSE OUTCOMES:

- 1. Complete a production and storage cost worksheets;
- 2. Interpret farm commodities market trends;
- 3. Chart local basis and cash prices;
- 4. Examine farm business goals for marketing;
- 5. Compare marketing alternatives; and
- 6. Develop a marketing plan.

## NEW COURSE OUTCOMES BRJ

- 1. Apply selected marketing tools to the farm business;
- 2. ~~Examine~~ Summarize current marketing plan;
- 3. Develop and define the relationship between the producer and a marketing advisor ~~Define the value of broker and/or marketing advisors services;~~
- 4. ~~Identify~~ Implement the chosen record keeping format ~~processes;~~
- 5. Compare/contrast commodity broker services;
- 6. Summarize local basis movements

Reviewed with changes noted 11/16/2022

# Directed Study – Applying Commodity Marketing Fundamentals

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1183

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### Description:

This course is designed to teach students to apply the various methods and tools to market farm commodities. The students will develop various marketing tools to enhance their farm business operations. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

### Course Outcomes:

1. Apply selected marketing tools to the farm business
2. Summarize current marketing plan
3. Develop and define the relationship between the producer and a marketing advisor
4. Implement the chosen record keeping format
5. Compare/contrast commodity broker services
6. Summarize local basis movements

# **1190: Evaluating Farm Commodity Marketing Tools**

## **Course Outcome Summary**

### **Course Information**

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 1190
<b>Credits:</b>	3

### **Description:**

This course is designed to teach students to evaluate the various farm marketing tools and to select the tool appropriate to the present marketing situation. The student will analyze marketing alternatives and apply to farm business marketing. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

### **New Learning Outcomes**

1. Analyze various farm marketing tools;
2. Calculate price risk;
3. Chart commodity price movement;
4. Explain call options;
5. Explain put options;
6. Interpret farm commodity charts to identify marketing opportunities;
7. Recognize changes in government farm programs;
8. Recognize changes in insurance; and
9. Relate current government farm programs to the farm business.

# 1190: Evaluating Farm Commodity Marketing Tools

## Course Outcome Summary

### Course Information

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 1190
<b>Credits:</b>	3

### Description:

This course is designed to teach students to evaluate the various farm marketing tools and to select the tool appropriate to the present marketing situation. The student will analyze marketing alternatives and apply to farm business marketing. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

### ~~New Learning Course Outcomes~~

1. Analyze various farm marketing tools;
2. Calculate price risk;
3. Chart commodity price movement;
4. ~~Explain~~ Develop strategies of use for call options;
5. ~~Explain~~ Develop strategies of use for put options;
6. Interpret farm commodity charts to identify marketing opportunities;
7. Recognize changes in government farm programs;
8. Recognize changes in insurance; and
9. Relate current government farm programs to the farm business.

Reviewed with changes noted 11/16/2022

# Evaluating Farm Commodity Marketing Tools

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1190

**Type of Instruction:** Individualized

**Total Credits:** 3.0

**Total Hours of Instruction:** 12.0

### Description:

This course is designed to teach students to evaluate the various farm marketing tools and to select the tool appropriate to the present marketing situation. The student will analyze marketing alternatives and apply to farm business marketing. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

### Course Outline:

1. Analyze various farm marketing tools
2. Calculate price risk
3. Chart commodity price movement
4. Develop strategies of use for call options
5. Develop strategies of use for put options
6. Interpret farm commodity charts to identify marketing opportunities
7. Recognize changes in government farm programs
8. Recognize changes in insurance
9. Relate current government farm programs to the farm business

# **1193: Directed Study - Evaluating Farm Commodity Marketing Tools**

## **Course Outcome Summary**

### **Course Information**

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 1193
<b>Credits:</b>	2

### **Description:**

This course is designed to teach students to implement the various farm marketing tools and to select the tool appropriate to the present marketing situation. The student will utilize marketing alternatives and apply to farm business marketing. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

### **New Learning Outcomes**

1. Use future and/or option markets as marketing tool;
2. Utilize cash markets as marketing tool;
3. Design marketing plans based on current market situations;
4. Compare local basis history to other marketing strategies;
5. Evaluate a risk management plan; and
6. Prioritize marketing strategies to enhance farm profit.

# 1193: Directed Study - Evaluating Farm Commodity Marketing Tools

## Course Outcome Summary

### Course Information

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 1193
<b>Credits:</b>	2

### Description:

This course is designed to teach students to implement the various farm marketing tools and to select the tool appropriate to the present marketing situation. The student will utilize marketing alternatives and apply to farm business marketing. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

### New Learning Course Outcomes

- ~~1. Use future and/or option markets as marketing tool; \_\_\_\_\_~~
  - ~~2. Utilize cash markets as marketing tool; \_\_\_\_\_~~
  - ~~3. Design marketing plans based on current market situations;~~
  - ~~4. Compare local basis history to other marketing strategies;~~
  - ~~5. Evaluate a risk management plan; and~~
  - ~~6. Prioritize marketing strategies to enhance farm profit.~~
- 
1. Develop strategies of use for call options; \_\_\_\_\_
  2. Develop strategies of use for put options; \_\_\_\_\_
  3. Interpret farm commodity charts to identify marketing opportunities;
  4. Recognize changes in government farm programs; \_\_\_\_\_
  5. Recognize changes in insurance; and \_\_\_\_\_
  6. Relate current government farm programs to the farm business.

Reviewed with changes noted 11/17/2022



# Evaluating Farm Commodity Marketing Tools

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1193

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### Description:

This course is designed to teach students to implement the various farm marketing tools and to select the tool appropriate to the present marketing situation. The student will utilize marketing alternatives and apply to farm business marketing. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

### Course Outcomes:

1. Develop strategies of use for call options
2. Develop strategies of use for put options
3. Interpret farm commodity charts to identify marketing opportunities
4. Recognize changes in government farm programs;
5. Recognize changes in insurance
6. Relate current government farm programs to the farm business

# **2170: Monitoring Farm Commodity Marketing Plans**

## **Course Outcome Summary**

### **Course Information**

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 2170
<b>Credits:</b>	3

### **Description:**

This course is designed to revise current farm commodity marketing plans. Emphasis will be placed on current market conditions and pricing opportunities. The student will prioritize and evaluate marketing opportunities and risk. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

### **Learning Outcomes**

1. Describe the importance of insurance in marketing
2. Sketch world production areas for crop production
3. Calculate returns to option fencing
4. Calculate synthetic prices
5. Demonstrate margin call calculations
6. Distinguish between speculators and hedgers
7. Explain technical indicators
8. Explain the purpose of price limits for futures prices
9. Interpret tax laws relating to marketing plans

# 2170: Monitoring Farm Commodity Marketing Plans

## Course Outcome Summary

### Course Information

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 2170
<b>Credits:</b>	3

### Description:

This course is designed to revise current farm commodity marketing plans. Emphasis will be placed on current market conditions and pricing opportunities. The student will prioritize and evaluate marketing opportunities and risk. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

### ~~Learning Course Outcomes~~

1. ~~Describe the importance of insurance in marketing~~Develop a marketing plan utilizing crop insurance as a risk management tool
2. ~~Sketch world production areas for crop production~~Assemble discount tables from local cash buyers
3. ~~Calculate returns to option fencing~~Investigate fees and expenses for pricing contracts
4. ~~Calculate synthetic prices~~Construct marketing plans based on seasonal price trends
5. ~~Demonstrate margin call calculations~~Construct a marketing plan, using cash sales to reduce market risk
6. ~~Distinguish between speculators and hedgers~~Design option strategies to create minimum prices
7. Explain technical indicators related to commodity charts
8. Explain the purpose of price limits for futures prices
9. Interpret tax laws relating to marketing plans

Reviewed with changes noted 11/26/2022

# Monitoring Farm Commodity Marketing Plans

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2170

**Type of Instruction:** Individualized

**Total Credits:** 3.0

**Total Hours of Instruction:** 12.0

### Description:

This course is designed to revise current farm commodity marketing plans. Emphasis will be placed on current market conditions and pricing opportunities. The student will prioritize and evaluate marketing opportunities and risk. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

### Course Outcomes:

1. Develop a marketing plan utilizing crop insurance as a risk management tool
2. Assemble discount tables from local cash buyers
3. Investigate fees and expenses for pricing contracts
4. Construct marketing plans based on seasonal price trends
5. Construct a marketing plan, using cash sales to reduce market risk
6. Design option strategies to create minimum prices
7. Explain technical indicators related to commodity charts
8. Explain the purpose of price limits for futures prices
9. Interpret tax laws relating to marketing plans

# **2173: Directed Study - Monitoring Farm Commodity Marketing Plans**

## **Course Outcome Summary**

### **Course Information**

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 2173
<b>Credits:</b>	2

### **Description:**

This course is designed to justify current farm commodity marketing plans. Emphasis will be placed on current market conditions and pricing opportunities. The student will prioritize and evaluate marketing opportunities and risk. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

### **New Learning Outcomes**

1. Describe the importance of insurance in marketing;
2. Sketch world production areas for crop production;
3. Calculate returns to option fencing;
4. Calculate synthetic prices;
5. Demonstrate margin call calculations;
6. Distinguish between speculators and hedgers;
7. Explain technical indicators;
8. Explain the purpose of price limits for futures prices; and
9. Interpret tax laws relating to marketing plans.

# 2173: Directed Study - Monitoring Farm Commodity Marketing Plans

## Course Outcome Summary

### Course Information

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 2173
<b>Credits:</b>	2

### Description:

This course is designed to justify current farm commodity marketing plans. Emphasis will be placed on current market conditions and pricing opportunities. The student will prioritize and evaluate marketing opportunities and risk. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

### New Learning Course Outcomes

1. Construct marketing plans based on seasonal price trends
2. Construct a marketing plan, using cash sales to reduce market risk
3. Design option strategies to create minimum prices
4. Explain technical indicators related to commodity charts
5. Explain the purpose of price limits for futures prices
6. Interpret tax laws relating to marketing plans

- ~~1. Describe the importance of insurance in marketing;~~
- ~~2. Sketch world production areas for crop production;~~
- ~~3. Calculate returns to option fencing;~~
- ~~4. Calculate synthetic prices;~~
- ~~5. Demonstrate margin call calculations;~~
- ~~6. Distinguish between speculators and hedgers;~~
- ~~7. Explain technical indicators;~~
- ~~8. Explain the purpose of price limits for futures prices; and~~
- ~~9. Interpret tax laws relating to marketing plans.~~

Reviewed with changes noted 11/26/2022

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# Monitoring Farm Commodity Marketing Plans

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2173

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### Description:

This course is designed to justify current farm commodity marketing plans. Emphasis will be placed on current market conditions and pricing opportunities. The student will prioritize and evaluate marketing opportunities and risk. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

### Course Outcomes:

1. Construct marketing plans based on seasonal price trends
2. Construct a marketing plan, using cash sales to reduce market risk
3. Design option strategies to create minimum prices
4. Explain technical indicators related to commodity charts
5. Explain the purpose of price limits for futures prices
6. Interpret tax laws relating to marketing plans

# **2180: Strategies in Farm Commodity Marketing**

## **Course Outcome Summary**

### **Course Information**

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 2180
<b>Credits:</b>	3

### **Description:**

This course is designed to plan marketing strategies necessary to achieve farm business. The student will create a year round marketing plan utilizing a variety of marketing strategies to maximize farm income return. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

### **New Learning Outcomes**

1. Analyze specialty crop and livestock contracts;
2. Evaluate the financial return to marketing investment;
3. Evaluate various sources of marketing information;
4. Interpret commodity charts to identify fundamental market Signals;
5. Interpret commodity charts to identify technical market Signals;
6. Interpret technical indicators to develop marketing strategies;
7. Measure intermarket spreads;
8. Measure intramarket spreads; and
9. Propose changes to marketing tool usage.



# 2180: Strategies in Farm Commodity Marketing

## Course Outcome Summary

### Course Information

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 2180
<b>Credits:</b>	3

### Course Description:

This course is designed to plan marketing strategies necessary to achieve farm business. The student will create a year round marketing plan utilizing a variety of marketing strategies to maximize farm income return. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

### New Learning Course Outcomes

1. Analyze specialty crop and livestock contracts;
2. Evaluate the financial return to marketing investment;
3. Evaluate various sources of marketing information;
4. Interpret commodity charts to identify fundamental market ~~S~~signals;
5. Interpret commodity charts to identify technical market ~~S~~signals;
6. Interpret technical indicators to develop marketing strategies;
7. Measure intermarket spreads;
8. Measure intramarket spreads; and
9. Propose changes to marketing tool usage.

Reviewed with changes noted 11/16/2022

# Strategies in Farm Commodity Marketing

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2180

**Type of Instruction:** Individualized

**Total Credits:** 3.0

**Total Hours of Instruction:** 12.0

### Description:

This course is designed to plan marketing strategies necessary to achieve farm business. The student will create a year-round marketing plan utilizing a variety of marketing strategies to maximize farm income return. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

### Course Outcomes:

1. Analyze specialty crop and livestock contracts
2. Evaluate the financial return to marketing investment
3. Evaluate various sources of marketing information
4. Interpret commodity charts to identify fundamental market signals
5. Interpret commodity charts to identify technical market signals
6. Interpret technical indicators to develop marketing strategies
7. Measure intermarket spreads
8. Measure intramarket spreads
9. Propose changes to marketing tool usage

# **2183: Directed Study – Strategies in Farm Commodity Marketing**

## **Course Outcome Summary**

### **Course Information**

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 2183
<b>Credits:</b>	2

### **Description:**

This course is designed to plan marketing strategies necessary to achieve farm business. The student will implement a year round marketing plan utilizing a variety of marketing strategies to maximize farm income return. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

### **New Learning Outcomes**

1. Plan orders with advanced futures stops;
2. Assess marketing plan in relation to farm business goals;
3. Assess marketing plans as related to cash flow needs;
4. Create a detailed year round marketing plan;
5. Design a farm business plan with improved marketing strategies;
6. Reevaluate a risk management plan; and
7. Revise current production cost and carrying charge calculations.

# 2183: Directed Study – Strategies in Farm Commodity Marketing

## Course Outcome Summary

### Course Information

<b>Organization:</b>	Minnesota State
<b>Developers:</b>	Minnesota State FBM Curriculum Review Team
<b>Course:</b>	FBMT 2183
<b>Credits:</b>	2

### Course Description:

This course is designed to plan marketing strategies necessary to achieve farm business. The student will implement a year round marketing plan utilizing a variety of marketing strategies to maximize farm income return. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

### New Learning Course Outcomes

1. ~~Plan orders with advanced futures steps;~~
2. Assess marketing plan in relation to farm business goals;
3. Assess marketing plans as related to cash flow needs;
4. Create a detailed year round marketing plan;
5. Design a farm business plan with improved marketing strategies;
6. Reevaluate a risk management plan; and
7. Revise current production cost and carrying charge calculations.

~~7.~~ Reviewed with changes noted 11/16/2022

# Strategies in Farm Commodity Marketing

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBM 2183

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### Description:

This course is designed to plan marketing strategies necessary to achieve farm business. The student will implement a year-round marketing plan utilizing a variety of marketing strategies to maximize farm income return. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

### Course Outcomes:

1. Assess marketing plan in relation to farm business goals
2. Assess marketing plans as related to cash flow needs
3. Create a detailed year-round marketing plan
4. Design a farm business plan with improved marketing strategies
5. Reevaluate a risk management plan
6. Revise current production cost and carrying charge calculations

**Course Title:** Managing a Farm System in a Global Economy

**Course Number:** FBM 1213

**Credits:** 3

**Course Description:**

This course assists the students in achieving awareness of development in agricultural policies and practices throughout the world and assessing the impact of these policies and practices on the profitability and viability of their farm business.

**Course Outline:**

- I. Identify global markets and competitors
  - List global markets (who will buy our products)
  - List competitors (who else can provide the same product)
  - Describe how each one affects the business.
- II. Assess farm technology needs to compete in global markets
  - Identify potential technology that will improve competitive advantage
  - Examine what technologies are or are not acceptable to target market
  - Evaluate the cost for selected technology
  - Evaluate the benefits of the selected technology
- III. Identify the competitive advantages of the farm business in a global economy
  - Comparison is based on important features or attributes of the farm business
  - Comparison includes advantages of the farm business
  - Comparison includes disadvantages of the farm business
  - Comparison includes logical conclusions drawn from the comparison
- IV. Analyze the impact of global policies and economics on the farm business
  - Explain how currency relationships can affect the farm business
  - Describe how global policies can affect the farm business
  - Describe how global economics can affect the farm business
- V. Relate global environmental issues to the farm business
  - List current environmental issues
  - Identify the current issue related to farm business
  - Identify corrective measures to the identified issues

**Course Specific Outcomes:**

1. Examine selected agricultural policies and practices throughout the world that influence US agriculture.
2. Explain how world agricultural policies and practices impact on the farm business they are actively engaged in operating and managing.



**Course Title:** Managing a Farm System in a Global Economy

**Course Number:** FBM1 1213

**Credits:** 32

**Course Description:**

This course assists the students in achieving awareness of development in agricultural policies and practices throughout the world and assessing the impact of these policies and practices on the profitability and viability of their farm business.

**Course Outline:** ??move entire section

- I. Identify global markets and competitors
  - List global markets (who will buy our products)
  - List competitors (who else can provide the same product)
  - Describe how each one affects the business.
- II. Assess farm technology needs to compete in global markets
  - Identify potential technology that will improve competitive advantage
  - Examine what technologies are or are not acceptable to target market
  - Evaluate the cost for selected technology
  - Evaluate the benefits of the selected technology
- III. Identify the competitive advantages of the farm business in a global economy
  - Comparison is based on important features or attributes of the farm business
  - Comparison includes advantages of the farm business
  - Comparison includes disadvantages of the farm business
  - Comparison includes logical conclusions drawn from the comparison
- IV. Analyze the impact of global policies and economics on the farm business
  - Explain how currency relationships can affect the farm business
  - Describe how global policies can affect the farm business
  - Describe how global economics can affect the farm business
- V. Relate global environmental issues to the farm business
  - List current environmental issues
  - Identify the current issue related to farm business
  - Identify corrective measures to the identified issues



**Course ~~Specific~~ Outcomes:**

1. Examine selected agricultural policies and practices throughout the world that influence US agriculture.
2. Explain how world agricultural policies and practices impact on the farm business they are actively engaged in operating and managing.
3. Identify world environmental issues.
4. Identify world markets and competitors.
5. Summarize farm technology needs to compete in global markets
6. Compare and explain the advantages and disadvantages of the farm business in a global economy.

~~2.~~ Reviewed with changes noted 11/16/2022 

# Managing a Farm System in a Global Economy

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1213

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### Description:

This course assists the students in achieving awareness of development in agricultural policies and practices throughout the world and assessing the impact of these policies and practices on the profitability and viability of their farm business.

### Course Outcomes:

1. Examine selected agricultural policies and practices throughout the world that influence US agriculture
2. Explain how world agricultural policies and practices impact on the farm business they are actively engaged in operating and managing
3. Identify world environmental issues
4. Identify world markets and competitors
5. Summarize farm technology needs to compete in global markets
6. Compare and explain the advantages and disadvantages of the farm business in a global economy

### Course Outline:

1. Identify global markets and competitors
  - a. List global markets (who will buy our products)
  - b. List competitors (who else can provide the same product)
  - c. Describe how each one affects the business.
2. Assess farm technology needs to compete in global markets
  - a. Identify potential technology that will improve competitive advantage
  - b. Examine what technologies are or are not acceptable to target market
  - c. Evaluate the cost for selected technology
  - d. Evaluate the benefits of the selected technology

3. Identify the competitive advantages of the farm business in a global economy
  - a. Comparison is based on important features or attributes of the farm business
  - b. Comparison includes advantages of the farm business
  - c. Comparison includes disadvantages of the farm business
  - d. Comparison includes logical conclusions drawn from the comparison
4. Analyze the impact of global policies and economics on the farm business
  - a. Explain how currency relationships can affect the farm business
  - b. Describe how global policies can affect the farm business
  - c. Describe how global economics can affect the farm business
5. Relate global environmental issues to the farm business
  - a. List current environmental issues
  - b. Identify the current issue related to farm business
  - c. Identify corrective measures to the identified issues

**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMF 2201

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outline**

#### **I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

### **Course Outcomes**

1. Identify the components related to the topic that are necessary to the operation.
2. Compile information to complete the topic.
3. Prepare the document.
4. Analyze reporting results.
5. Explain the effects of the results to operation.
6. Predict what impact this topic has on business profitability.



**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMT 2201 – [FBMT 2204](#)

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outline** [??Move section down](#)

#### **I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

### **Course Outcomes**

- ~~1. Identify the components related to the topic that are necessary to the operation.~~
- ~~2. Compile information to complete the topic.~~
- ~~3. Prepare the document.~~
- ~~4. Analyze reporting results.~~
- ~~5. Explain the effects of the results to operation.~~
- ~~6. Predict what impact this topic has on business profitability.~~

**1. Determine a general farm management specific focus for the course based on your farm business.**

**2. Investigate information related to the general farm management special focus**

**3. Develop an implementation plan**

Reviewed with changes noted 11/16/2022

# **Special Topics – General Farm Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2201 - 2204

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### **Description:**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outcomes:**

1. Determine a general farm management specific focus for the course based on your farm business
2. Investigate information related to the general farm management special focus
3. Develop an implementation plan

### **Course Outline:**

1. Determine a general farm management specific focus for the course based on your farm business



- a. Select general farm management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
- 2. Investigate information related to the general farm management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
- 3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan



**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMF 2206

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outline**

#### **I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

#### **IV. Implement the plan**

#### **V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

### **Course Outcomes**

1. Identify the components related to the topic that are necessary to the operation.
2. Compile information to complete the topic.
3. Prepare the document.
4. Analyze reporting results.
5. Explain the effects of the results to operation.
6. Predict what impact this topic has on business profitability.

**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMT 2205 – [FBMT 2209](#)

**Credits:** 2

**Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

**Course Outline** [??move section down](#)

**I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

**II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

**III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

**IV. Implement the plan**

**V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

### Course Outcomes

- ~~1. Identify the components related to the topic that are necessary to the operation.~~
- ~~2. Compile information to complete the topic.~~
- ~~3. Prepare the document.~~
- ~~4. Analyze reporting results.~~
- ~~5. Explain the effects of the results to operation.~~
- ~~6. Predict what impact this topic has on business profitability.~~

- 1. Determine a general farm management specific focus for the course based on your farm business**
- 2. Investigate information related to the general farm management special focus**
- 3. Develop an implementation plan**
- 4. Determine the challenges that affect the farm business related to the course focus.
- 5. Research and implement the opportunities that affect the farm business related to the course focus.
- 6. Collect and evaluate the plan results.

Reviewed with changes noted 11/16/2022.

# **Special Topics – General Farm Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2205 - 2209

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business.

Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outcomes:**

1. Determine a general farm management specific focus for the course based on your farm business
2. Investigate information related to the general farm management special focus
3. Develop an implementation plan
4. Determine the challenges that affect the farm business related to the course focus
5. Research and implement the opportunities that affect the farm business related to the course focus
6. Collect and evaluate the plan results

## **Course Outline:**

1. Determine a general farm management specific focus for the course based on your farm business
  - a. Select general farm management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the general farm management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan
4. Implement the plan
5. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

**Course Title:** Directed Studies - Current Issues in Farm Business Management

**Course Number:** FBMA 2224

**Credits:** 1-5

**Course Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2214 - Current Issues in Farm Business Management.)

**Course Outline:**

- I. Analyze and update Farm Business Records and Accounts
  - Update whole farm financial records
  - Complete crop and livestock enterprising of direct and overhead expenses
  - Complete cash accuracy checks for farm business records and accounts
- II. Generate Financial Statements, Business Analysis and Business Projections
  - Prepare accurate Balance Sheets (Market and Cost)
  - Complete business analysis
  - Modify analysis as needed with cash and Liability accuracy checks
  - Prepare annual cash flow for the business
- III. Research benchmarking data for implications on farm planning
  - Examine current business analysis for potential alternative(s) in planning efforts
  - Compare individual business analysis to regional and state benchmark data
  - Evaluate individual business analysis in comparison to special sort data
  - Record findings
  - Evaluate alternative(s)
- IV. Develop and activate revised farm plans that meet current business needs
  - Specify modification(s) to the plan as needed, based on findings
  - Develop a process for incorporation of modification(s) in a revised plan(s)
  - Modify current plan(s) as needed to adjust for new goal(s)
  - Develop evaluation and monitoring guidelines for the revised plan(s)
  - Implement the revised plan(s)



**Course Specific Outcomes:**

1. Identify terms of the current issue;
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals;
10. Develop tax management plan;
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility; and
15. Predict the effects of the current issue to financial statements.

**Course Title:** Directed Studies - Current Issues in Farm Business Management

**Course Number:** FBMA 2224

**Credits:** 1-5

**Course Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

**Current Issues**

Employee Management/Human Resources

Mediation/Bankruptcy

Business Restructure

Natural Disaster Planning/Response

Farm Transition Planning

Estate Planning

Government Policy/Regulation

Government Programs

Emerging Technologies

Business Expansion/Contraction

Consumer confidence/environmental stewardship

Strategic Market Channel Analysis

Financial Statements and Budgeting

Marketing and Cost of Production

Mental Health

Tax Planning and Management

Advanced Record Keeping

Advanced Benchmarking

Other Topics of Need

**Course Outcomes:**

1. Identify the current issue(s);
2. Define related terminology;
3. Explain concepts of identified current issue(s);

4. Apply current issue(s) to business;
5. Analyze the effects of current issue(s) on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals related to issue(s);
10. Develop tax management plan related to issue(s);
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility;
15. Predict the effects of the current issue(s) to financial statements.

### Course Outline:

- I. Analyze and update Farm Business Records and Accounts
  - Update whole farm financial records
  - Complete crop and livestock enterprising of direct and overhead expenses
  - Complete cash accuracy checks for farm business records and accounts
- II. Generate Financial Statements, Business Analysis and Business Projections
  - Prepare accurate Balance Sheets (Market and Cost)
  - Complete business analysis
  - Modify analysis as needed with cash and Liability accuracy checks
  - Prepare annual cash flow for the business
- III. Research benchmarking data for implications on farm planning
  - Examine current business analysis for potential alternative(s) in planning efforts
  - Compare individual business analysis to regional and state benchmark data
  - Evaluate individual business analysis in comparison to special sort data
  - Record findings
  - Evaluate alternative(s)
- IV. Develop and activate revised farm plans that meet current business needs
  - Specify modification(s) to the plan as needed, based on findings
  - Develop a process for incorporation of modification(s) in a revised plan(s)
  - Modify current plan(s) as needed to adjust for new goal(s)
  - Develop evaluation and monitoring guidelines for the revised plan(s)
  - Implement the revised plan(s)

### Implement the revised plan(s)**Course Description:–**

~~This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to~~

~~generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2214—Current Issues in Farm Business Management.)~~

**Course Outline:——**

~~Analyze and update Farm Business Records and Accounts~~

~~Update whole farm financial records~~

~~Complete crop and livestock enterprising of direct and overhead expenses~~

~~Complete cash accuracy checks for farm business records and accounts~~

~~Generate Financial Statements, Business Analysis and Business Projections~~

~~Prepare accurate Balance Sheets (Market and Cost)~~

~~Complete business analysis~~

~~Modify analysis as needed with cash and Liability accuracy checks~~

~~Prepare annual cash flow for the business~~

~~Research benchmarking data for implications on farm planning~~

~~Examine current business analysis for potential alternative(s) in planning efforts~~

~~Compare individual business analysis to regional and state benchmark data~~

~~Evaluate individual business analysis in comparison to special sort data~~

~~Record findings~~

~~Evaluate alternative(s)~~

~~Develop and activate revised farm plans that meet current business needs~~

~~Specify modification(s) to the plan as needed, based on findings~~

~~Develop a process for incorporation of modification(s) in a revised plan(s)~~

~~Modify current plan(s) as needed to adjust for new goal(s)~~

~~Develop evaluation and monitoring guidelines for the revised plan(s)~~

~~Implement the revised plan(s)~~

**Course Specific Outcomes:—**

~~Identify terms of the current issue;~~

~~Define related terminology;~~

~~Explain concepts of topic;~~

~~Apply current issue to business;~~

~~Analyze the effects of current issue on your business;~~

~~Identify steps of the implementation plan;~~

~~Analyze historic data and/or rationale of changes;~~

~~Identify strengths and weaknesses of business;~~

~~Develop strategic plans or goals;~~

~~Develop tax management plan;~~

~~Maintain current accurate farm business records and accounts;~~

~~Develop short term implementation plan;~~

~~Develop long term implementation plan;~~

~~Analyze current financial statement to determine feasibility; and~~

~~Predict the effects of the current issue to financial statements.~~

(Zach Rada 11/16/2022)

# **Directed Studies – Current Issues in Farm Business Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2224

**Type of Instruction:** Individualized

**Total Credits:** 1.0-5.0

**Total Hours of Instruction:** 4.0-20.0

### **Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **Course Outcomes:**

1. Identify the current issue(s)
2. Define related terminology
3. Explain concepts of identified current issue(s)
4. Apply current issue(s) to business
5. Analyze the effects of current issue(s) on your business
6. Identify steps of the implementation plan
7. Analyze historic data and/or rationale of changes
8. Identify strengths and weaknesses of business
9. Develop strategic plans or goals related to issue(s)
10. Develop tax management plan related to issue(s)
11. Maintain current accurate farm business records and accounts
12. Develop short term implementation plan
13. Develop long term implementation plan

14. Analyze current financial statement to determine feasibility
15. Predict the effects of the current issue(s) to financial statements

### **Course Outline:**

1. Analyze and update Farm Business Records and Accounts
  - a. Update whole farm financial records
  - b. Complete crop and livestock enterprising of direct and overhead expenses
  - c. Complete cash accuracy checks for farm business records and accounts
2. Generate Financial Statements, Business Analysis and Business Projections
  - a. Prepare accurate Balance Sheets (Market and Cost)
  - b. Complete business analysis
  - c. Modify analysis as needed with cash and Liability accuracy checks
  - d. Prepare annual cash flow for the business
3. Research benchmarking data for implications on farm planning
  - a. Examine current business analysis for potential alternative(s) in planning efforts
  - b. Compare individual business analysis to regional and state benchmark data
  - c. Evaluate individual business analysis in comparison to special sort data
  - d. Record findings
  - e. Evaluate alternative(s)
4. Develop and activate revised farm plans that meet current business needs
  - a. Specify modification(s) to the plan as needed, based on findings
  - b. Develop a process for incorporation of modification(s) in a revised plan(s)
  - c. Modify current plan(s) as needed to adjust for new goal(s)
  - d. Develop evaluation and monitoring guidelines for the revised plan(s)
  - e. Implement the revised plan(s)

### **Course Issues:**

1. Employee Management/Human Resources
2. Mediation/Bankruptcy
3. Business Restructure
4. Natural Disaster Planning/Response
5. Farm Transition Planning
6. Estate Planning
7. Government Policy/Regulation
8. Government Programs
9. Emerging Technologies

10. Business Expansion/Contraction
11. Consumer confidence/environmental stewardship
12. Strategic Market Channel Analysis
13. Financial Statements and Budgeting
14. Marketing and Cost of Production
15. Mental Health
16. Tax Planning and Management
17. Advanced Record Keeping
18. Advanced Benchmarking
19. Other Topics of Need

NEED



**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMT 2202

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outline**

#### **I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

### **Course Outcomes**

1. Identify the components related to the topic that are necessary to the operation.
2. Compile information to complete the topic.
3. Prepare the document.
4. Analyze reporting results.
5. Explain the effects of the results to operation.
6. Predict what impact this topic has on business profitability.



**Course Title:** Special Topics - General Farm Management

**Course Number:** FBM T 2201 – [FBMT 2204](#)

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outline** [??Move section down](#)

#### **I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

### **Course Outcomes**

- ~~1. Identify the components related to the topic that are necessary to the operation.~~
- ~~2. Compile information to complete the topic.~~
- ~~3. Prepare the document.~~
- ~~4. Analyze reporting results.~~
- ~~5. Explain the effects of the results to operation.~~
- ~~6. Predict what impact this topic has on business profitability.~~

- 1. Determine a general farm management specific focus for the course based on your farm business.**
- 2. Investigate information related to the general farm management special focus**
- 3. Develop an implementation plan**

Reviewed with changes noted 11/16/2022.

# **Special Topics – General Farm Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2201 - 2204

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### **Description:**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outcomes:**

1. Determine a general farm management specific focus for the course based on your farm business
2. Investigate information related to the general farm management special focus
3. Develop an implementation plan

### **Course Outline:**

1. Determine a general farm management specific focus for the course based on your farm business

- a. Select general farm management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
- 2. Investigate information related to the general farm management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
- 3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan

**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMT 2207

**Credits:** 2

**Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

**Course Outline**

**I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

**II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

**III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

**IV. Implement the plan**

**V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

### **Course Outcomes**

1. Identify the components related to the topic that are necessary to the operation.
2. Compile information to complete the topic.
3. Prepare the document.
4. Analyze reporting results.
5. Explain the effects of the results to operation.
6. Predict what impact this topic has on business profitability.



**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMT 2205 – [FBMT 2209](#)

**Credits:** 2

**Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

**Course Outline [??move section down](#)**

**I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

**II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

**III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

**IV. Implement the plan**

**V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

### Course Outcomes

- ~~1. Identify the components related to the topic that are necessary to the operation.~~
- ~~2. Compile information to complete the topic.~~
- ~~3. Prepare the document.~~
- ~~4. Analyze reporting results.~~
- ~~5. Explain the effects of the results to operation.~~
- ~~6. Predict what impact this topic has on business profitability.~~
- 1. Determine a general farm management specific focus for the course based on your farm business**
- 2. Investigate information related to the general farm management special focus**
- 3. Develop an implementation plan**
- 4. Determine the challenges that affect the farm business related to the course focus.
- 5. Research and implement the opportunities that affect the farm business related to the course focus.
- 6. Collect and evaluate the plan results.

Reviewed with changes noted 11/16/2022

# **Special Topics – General Farm Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2205 - 2209

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business.

Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outcomes:**

1. Determine a general farm management specific focus for the course based on your farm business
2. Investigate information related to the general farm management special focus
3. Develop an implementation plan
4. Determine the challenges that affect the farm business related to the course focus
5. Research and implement the opportunities that affect the farm business related to the course focus
6. Collect and evaluate the plan results

## **Course Outline:**

1. Determine a general farm management specific focus for the course based on your farm business
  - a. Select general farm management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the general farm management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan
4. Implement the plan
5. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

**Course Title:** Using Financial Instruments in Farm System Management

**Course Number:** FBMT 2243

**Credits:** 2

**Course Description:**

This course integrates the application of various financial instruments used in acquiring capital for use in the business and investigates the way in which both earnings and financial progress can be measured.

**Course Outline:**

- I. Develop a management (financial and production) portfolio
  - Identify the content of a portfolio
  - Assemble financial and production documents
- II. Compare financial instruments for acquiring capital
  - Identify financial instruments available for use
  - Compare advantages and disadvantages of financial instruments
- III. Apply decision making criteria
  - Identify decision criteria
  - Assemble information essential to the decision
  - Assess the validity of the information
  - Choose a course of action

**Course Specific Outcomes:**

1. Evaluate key aspects of the balance sheet that will provide positive results for securing a loan
2. Explain the impact of the farm plan on the selected ratios

**Course Title:** Using Financial Instruments in Farm System Management

**Course Number:** FBMT 2243

**Credits:** 2

**Course Description:**

This course integrates the application of various financial instruments used in acquiring capital for use in the business and investigates the way in which both earnings and financial progress can be measured.

**Course Outline:** ??Move to bottom

- I. Develop a management (financial and production) portfolio
  - Identify the content of a portfolio
  - Assemble financial and production documents
- II. Compare financial instruments for acquiring capital
  - Identify financial instruments available for use
  - Compare advantages and disadvantages of financial instruments
- III. Apply decision making criteria
  - Identify decision criteria
  - Assemble information essential to the decision
  - Assess the validity of the information
  - Choose a course of action

**Course ~~Specific~~ Outcomes:**

1. Evaluate key aspects of the balance sheet ~~that will provide positive results for securing a loan~~
2. Evaluate key aspects of the cash flow
3. Explain the impact of the farm plan on the selected ratios
4. Identify the content of a portfolio
5. Identify financial instruments available for use
6. Compare advantages and disadvantages of financial instruments

2- Reviewed with changes noted 11/16/2022

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# Using Financial Instruments in Farm System Management

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2243

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### Description:

This course integrates the application of various financial instruments used in acquiring capital for use in the business and investigates the way in which both earnings and financial progress can be measured.

### Course Outcomes:

1. Evaluate key aspects of the balance sheet
2. Evaluate key aspects of the cash flow
3. Explain the impact of the farm plan on the selected ratios
4. Identify the content of a portfolio
5. Identify financial instruments available for use
6. Compare advantages and disadvantages of financial instruments.

### Course Outline:

1. Develop a management (financial and production) portfolio
  - a. Identify the content of a portfolio
  - b. Assemble financial and production documents
2. Compare financial instruments for acquiring capital
  - a. Identify financial instruments available for use
  - b. Compare advantages and disadvantages of financial instruments
3. Apply decision making criteria
  - a. Identify decision criteria
  - b. Assemble information essential to the decision
  - c. Assess the validity of the information

d. Choose a course of action

NEEN



**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMT 2208

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outline**

#### **I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

#### **IV. Implement the plan**

#### **V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

### **Course Outcomes**

1. Identify the components related to the topic that are necessary to the operation.
2. Compile information to complete the topic.
3. Prepare the document.
4. Analyze reporting results.
5. Explain the effects of the results to operation.
6. Predict what impact this topic has on business profitability.

**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMT 2205 – [FBMT 2209](#)

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outline [??move section down](#)**

#### **I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

#### **IV. Implement the plan**

#### **V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

### Course Outcomes

- ~~1. Identify the components related to the topic that are necessary to the operation.~~
- ~~2. Compile information to complete the topic.~~
- ~~3. Prepare the document.~~
- ~~4. Analyze reporting results.~~
- ~~5. Explain the effects of the results to operation.~~
- ~~6. Predict what impact this topic has on business profitability.~~
- 1. Determine a general farm management specific focus for the course based on your farm business**
- 2. Investigate information related to the general farm management special focus**
- 3. Develop an implementation plan**
- 4. Determine the challenges that affect the farm business related to the course focus.
- 5. Research and implement the opportunities that affect the farm business related to the course focus.
- 6. Collect and evaluate the plan results.

Reviewed with changes noted 11/16/2022

# **Special Topics – General Farm Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2205 - 2209

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outcomes:**

1. Determine a general farm management specific focus for the course based on your farm business
2. Investigate information related to the general farm management special focus
3. Develop an implementation plan
4. Determine the challenges that affect the farm business related to the course focus
5. Research and implement the opportunities that affect the farm business related to the course focus
6. Collect and evaluate the plan results

## **Course Outline:**

1. Determine a general farm management specific focus for the course based on your farm business
  - a. Select general farm management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the general farm management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan
4. Implement the plan
5. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2213

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugarbeets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

### **Course Outline**

#### **I. Determine a marketing management specific focus for the course based on your farm business**

- Select marketing management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

#### **II. Investigate information related to the marketing management special focus**

- Research publications and other sources of pertinent data
- Compare data for options related to focus area

#### **III. Develop an implementation plan**

- Identify key factors to include in plan

- Incorporate findings into plan
- Finalize the plan

### **Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Measure effects of marketing plans



**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2210 – FBMT 2214

**Credits:** 1

**Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

**Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts

**Course Issues**

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugar beets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

# Special Topics – Marketing

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2210 – FBMT 2214

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### Description:

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

### Course Outcomes:

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts

### Course Issues:

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugar beets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

**Course Title:** Evaluating Farm System Programs

**Course Number:** FBMF 2263

**Credits:** 2

**Course Description:**

This course develops an awareness of individuals and agencies, both public and private, which have expertise available to assist the farm operator to solve farm systems problems. It enables study and application of farm business evaluation concepts, and exploration of possible implications. Exact subject matter and time spent per topic will vary depending on student need, location, and time.

**Course Outline:**

- I. Assemble management resource team
  - Identify key management resources
  - Recruit management resource team members
  - Host an initial management resource team meeting
- II. Analyze strengths and weakness of the business with the management resource team
  - Conduct a SWOT analysis
  - Review the SWOT analysis
  - Identify strengths and weaknesses in the farm business
- III. Develop a plan of action for improving the business
  - Analyze the business SWOT analysis
  - Prioritize areas to be addressed in the plan of action
  - Develop an action plan
  - Action plan includes monitoring

**Course Specific Outcomes:**

1. Explain public agency programs that could impact business operations
2. Incorporate public and private program options in to a plan to improve the business

**Course Title:** Evaluating Farm System Programs

**Course Number:** FBMT 2263

**Credits:** 2

**Course Description:**

This course develops the student's awareness of individuals and agencies, both public and private, which have expertise available to assist the farm operator to solve farm systems problems. It enables study and application of farm business evaluation concepts, and exploration of possible implications. Exact subject matter and time spent per topic will vary depending on student need, location, and time.

**Course Outline:** ??move section down

- I. Assemble management resource team
  - Identify key management resources
  - Recruit management resource team members
  - Host an initial management resource team meeting
- II. Analyze strengths and weakness of the business with the management resource team
  - Conduct a SWOT analysis
  - Review the SWOT analysis
  - Identify strengths and weaknesses in the farm business
- III. Develop a plan of action for improving the business
  - Analyze the business SWOT analysis
  - Prioritize areas to be addressed in the plan of action
  - Develop an action plan
  - Action plan includes monitoring

**Course ~~Specific~~ Outcomes:**

1. Explain public agency programs that could impact business operations
2. Incorporate public and private program options in to a plan to improve the business
3. Assemble a management resource team
4. Analyze strengths and weakness of the business with the management resource team ←
5. Develop a plan of action for improving the business
6. Describe the implications of public and/or private programs on the farm financial plan ←

Reviewed with changes noted 11/16/2022

# Evaluating Farm System Programs

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2263

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### Description:

This course develops the student's awareness of individuals and agencies, both public and private, which have expertise available to assist the farm operator to solve farm systems problems. It enables study and application of farm business evaluation concepts, and exploration of possible implications. Exact subject matter and time spent per topic will vary depending on student need, location, and time.

### Course Outcomes:

1. Explain public agency programs that could impact business operations
2. Incorporate public and private program options in to a plan to improve the business
3. Assemble a management resource team
4. Analyze strengths and weakness of the business with the management resource team
5. Develop a plan of action for improving the business
6. Describe the implications of public and/or private programs on the farm financial plan

### Course Outline:

1. Assemble management resource team
  - a. Identify key management resources
  - b. Recruit management resource team members
  - c. Host an initial management resource team meeting

2. Analyze strengths and weakness of the business with the management resource team
  - d. Conduct a SWOT analysis
  - e. Review the SWOT analysis
  - f. Identify strengths and weaknesses in the farm business
3. Develop a plan of action for improving the business
  - a. Analyze the business SWOT analysis
  - b. Prioritize areas to be addressed in the plan of action
  - c. Develop an action plan
  - d. Action plan includes monitoring

NEW

**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMT 2209

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outline**

#### **I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

#### **IV. Implement the plan**

#### **V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

### **Course Outcomes**

1. Identify the components related to the topic that are necessary to the operation.
2. Compile information to complete the topic.
3. Prepare the document.
4. Analyze reporting results.
5. Explain the effects of the results to operation.
6. Predict what impact this topic has on business profitability.



**Course Title:** Special Topics - General Farm Management

**Course Number:** FBMT 2205 – [FBMT 2209](#)

**Credits:** 2

**Course Description**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

**Course Outline** [??move section down](#)

**I. Determine a general farm management specific focus for the course based on your farm business**

- A. Select general farm management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

**II. Investigate information related to the general farm management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

**III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

**IV. Implement the plan**

**V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

### Course Outcomes

- ~~1. Identify the components related to the topic that are necessary to the operation.~~
- ~~2. Compile information to complete the topic.~~
- ~~3. Prepare the document.~~
- ~~4. Analyze reporting results.~~
- ~~5. Explain the effects of the results to operation.~~
- ~~6. Predict what impact this topic has on business profitability.~~
- 1. Determine a general farm management specific focus for the course based on your farm business**
- 2. Investigate information related to the general farm management special focus**
- 3. Develop an implementation plan**
- 4. Determine the challenges that affect the farm business related to the course focus.
- 5. Research and implement the opportunities that affect the farm business related to the course focus.
- 6. Collect and evaluate the plan results.

Reviewed with changes noted 11/16/2022

# **Special Topics – General Farm Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2205 - 2209

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course focuses on the analysis of special topics in general farm management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

1. Tax planning
2. Balance sheet development
3. Cash flow planning
4. Analysis – whole farm
5. Enterprise analysis
6. Record keeping
7. Benchmarking
8. Production yields
9. Ratio interpretation
10. Goal setting

### **Course Outcomes:**

1. Determine a general farm management specific focus for the course based on your farm business
2. Investigate information related to the general farm management special focus
3. Develop an implementation plan
4. Determine the challenges that affect the farm business related to the course focus
5. Research and implement the opportunities that affect the farm business related to the course focus
6. Collect and evaluate the plan results

## **Course Outline:**

1. Determine a general farm management specific focus for the course based on your farm business
  - a. Select general farm management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the general farm management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan
4. Implement the plan
5. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2214

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugarbeets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

### **Course Outline**

#### **I. Determine a marketing management specific focus for the course based on your farm business**

- Select marketing management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

#### **II. Investigate information related to the marketing management special focus**

- Research publications and other sources of pertinent data
- Compare data for options related to focus area

#### **III. Develop an implementation plan**

- Identify key factors to include in plan

- Incorporate findings into plan
- Finalize the plan

### **Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Measure effects of marketing plans

**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2210 – FBMT 2214

**Credits:** 1

**Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

**Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts

**Course Issues**

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugar beets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

# Special Topics – Marketing

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2210 – FBMT 2214

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### Description:

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

### Course Outcomes:

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts

### Course Issues:

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugar beets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products



**Course Title:** Special Topics - Crops

**Course Number:** FBMT 2229

**Credits:** 2

**Course Description:**

These courses cover special topics of interest in crop management. This course focuses on the analysis of special topics in oilseed or biofuel crop management, the economics related to cost of production, and the potential for processing the oilseed crop on the farm. On-farm processing of energy crops will result in both a biodiesel supply and a by-product that has been approved for livestock feed in some states. This course will provide basic principles to assist in researching new biofuel crop opportunities, incorporating the energy crop into a normal rotation, and basic economics of production and processing on the farm.

**Course Outline:**

- I. Determine a crop management specific focus for the course based on your farm business
  - Select crop management area to be evaluated
  - Identify factors for consideration
  - Examine tools needed to assist with analysis
- II. Investigate information related to the crop management special focus
  - Research publications and other sources of pertinent data
  - Compare data for options related to focus area
- III. Develop an implementation plan
  - Identify key factors to include in plan
  - Incorporate findings into plan
  - Finalize the plan
- IV. Implement the plan
- V. Evaluate the plan
  - Monitor actions
  - Record findings
  - Consider modifications to the plan as needed, based on findings

**Course Specific Outcomes:**

1. Identify budget inputs;
2. Determine farm actual production history (APH);
3. Develop enterprise budget;
4. Formulated detailed production records;
5. Evaluate profitability; and
6. Develop a nutrient and/or pest management plan.

**Course Title:** Special Topics - Crops

**Course Number:** FBMT 2225 – [FBMT 2229](#)

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outcomes**

1. Identify budget inputs;
2. Determine farm actual production history (APH);
3. Develop enterprise budget;
4. Formulated detailed production records;
5. Evaluate profitability; and
6. Develop a nutrient and/or pest management plan.

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

**IV. Implement the plan**

**V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

**~~Course Outcomes~~**

- ~~1. Identify budget inputs;~~
- ~~2.1. Determine farm actual production history (APH);~~
- ~~3.1. Develop enterprise budget;~~
- ~~4.1. Formulated detailed production records;~~
- ~~5.1. Evaluate profitability; and~~
- ~~6.1. Develop a nutrient and/or pest management plan.~~

Reviewed with changes noted 11/17/2022

# **Special Topics - Crops**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2225 – FBMT 2229

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outcomes:**

1. Identify budget inputs
2. Determine farm actual production history (APH)
3. Develop enterprise budget
4. Formulated detailed production records
5. Evaluate profitability
6. Develop a nutrient and/or pest management plan

### **Course Outline:**

1. Determine a crop management specific focus for the course based on your farm business
  - a. Select crop enterprise(s) to be evaluated
  - b. Identify enterprise factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the crop management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Implement the plan
4. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

**Course Title:** Special Topics – Livestock

**Course Number:** FBMT 2239

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outline**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data
- Compare data for options related to focus area

III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

IV. Implement the plan

## V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

### Course Outcomes

1. Develop a nutrient and/or pest management plan;
2. Evaluate profitability;
3. Develop enterprise budget;
4. Develop inventory tracking;
5. Generate tracking report for feed fed; and
6. Prepare animal welfare plan.

**Course Title:** Special Topics – Livestock

**Course Number:** FBMT 2235 – [FBMT 2239](#)

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outcomes**

- [1. Develop a nutrient and/or pest management plan](#)
- [2. Evaluate profitability](#)
- [3. Develop enterprise budget](#)
- [4. Develop inventory tracking](#)
- [5. Generate tracking report for feed fed](#)
- [6. Prepare animal welfare plan](#)

### **Course Outline**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data



- Compare data for options related to focus area

### III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

### IV. Implement the plan

### V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

### **Course Outcomes**

- ~~1. Develop a nutrient and/or pest management plan;~~
- ~~2. Evaluate profitability;~~
- ~~3. Develop enterprise budget;~~
- ~~4. Develop inventory tracking;~~
- ~~5. Generate tracking report for feed fed; and~~
- ~~6. Prepare animal welfare plan.~~

Reviewed with changes noted 11/17/2022

# **Special Topics - Livestock**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2235 - 2239

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outcomes:**

1. Develop a nutrient and/or pest management plan
2. Evaluate profitability
3. Develop enterprise budget
4. Develop inventory tracking
5. Generate tracking report for feed fed
6. Prepare animal welfare plan

### **Course Outline:**

1. Determine a livestock management specific focus for the course based on your farm business
  - a. Select livestock management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the livestock management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan
4. Implement the plan
5. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

## **Current Issues in FBM Course Descriptions**

**FBMA 2210 Current Issues in Farm Business Management** - This course is designed to further develop student skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

**FBMA 2211 Current Issues in Farm Business Management** - This course is designed to further develop student skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

**FBMA 2212 Current Issues in Farm Business Management** - This course is designed to further develop student skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

**FBMA 2213 Current Issues in Farm Business Management** - This course is designed to further develop student skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

**FBMA 2214 Current Issues in Farm Business Management** - This course is designed to further develop student skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

## **Current Issues in FBM Course Descriptions**

### **FBMA 2220 Directed Studies – Current Issues in Farm Business Management -**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **FBMA 2221 Directed Studies – Current Issues in Farm Business Management -**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **FBMA 2222 Directed Studies – Current Issues in Farm Business Management -**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **FBMA 2223 Directed Studies – Current Issues in Farm Business Management -**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

## **Current Issues in FBM Course Descriptions**

### **FBMA 2224 Directed Studies – Current Issues in Farm Business Management -**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

**Course Title:** Current Issues in Farm Business Management

**Course Number:** FBMA 2210

**Credits:** 1-5

### **Course Description**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2220 - Directed Studies - Current Issues in Farm Business Management.) Student and instructor will determine credit load and current issue topic based on student need.

### **Current Issues**

Employee Management (workers comp, safety training)  
Mediation/Bankruptcy  
Family Re-organization  
Business Restructure  
Natural Disaster Planning/Response  
Farm Transition  
Government Policy/Regulation ( buffer strips, WOTUS, compliance, new legislation)  
Government Programs  
Emerging Technologies  
Business Expansion/Contraction  
Human Resources(insurance/retirement planning/college/disability)  
Auditing/compliance/(financials & inputs)  
Consumer confidence/environmental stewardship  
Strategic Market Planning

### **Course Outcomes:**

1. Identify terms of the current issue;
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals;
10. Develop tax management plan;
11. Maintain current accurate farm business records and accounts;

12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility; and
15. Predict the effects of the current issue to financial statements.

## Course Outline

### 1. Gather individual business and benchmarking data for developing business and personal goals

- Assess business need(s) using farm business analysis data
- Select the key area(s) of the business to target efforts
- Research publications and other sources of pertinent data
- Compare with individual, regional, state, and/or special sort business analysis data
- Develop updated business and personal goals related to key area(s)

### 2. Monitor and review all farm plans

- Monitor existing plans to assess potential change(s) related to new area(s)
- Evaluate updated goal(s) for addition to current farm plan(s)
- Compare updated goal(s) for consistency with farm mission and vision
- Adjust statements as needed for inclusion in the farm plan(s)

### 3. Research data and evaluate alternatives for new or revised plans

- Assess new information to the farm plan for potential alternative(s) as needed
- Gather new data in support of alternative(s) for consideration
- Incorporate business analysis data with decisions to support alternative(s)
- Record findings
- Evaluate alternative(s)

### 4. Develop framework for revised farm plans that meet current business needs

- Specify modification(s) to the plan as needed, based on findings
- Develop a process for incorporation of modification(s) in a revised plan(s)
- Modify current plan(s) as needed to adjust for new goal(s)
- Develop evaluation and monitoring guidelines for the revised plan(s)
- Implement the revised plan(s)



**Course Title:** Current Issues in Farm Business Management

**Course Number:** FBMA 2210

**Credits:** 1-5

### Course Description

This course is designed to ~~assist students~~ further develop ~~their~~student skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. ~~(Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2220 Directed Studies Current Issues in Farm Business Management.)~~ Student and instructor will determine number of credits between one to five ~~load~~ and determine current issue(s) topic based on student's need.

### Current Issues

Employee Management/Human Resources ~~(workers comp, safety training)~~

Mediation/Bankruptcy

~~Family Re-organization~~

Business Restructure

Natural Disaster Planning/Response

Farm Transition Planning

Estate Planning

Government Policy/Regulation ~~(buffer strips, WOTUS, compliance, new legislation)~~

Government Programs

Emerging Technologies

Business Expansion/Contraction

~~Human Resources(insurance/retirement planning/college/disability)~~

~~Auditing/compliance/(financials & inputs)~~

Consumer confidence/environmental stewardship

Strategic Market Channel Analysis Planning

Financial Statements and Budgeting

Marketing and Cost of Production

Mental Health

Tax Planning and Management

Advanced Record Keeping

Advanced Benchmarking

Other Topics of Need

### Course Outcomes:

1. Identify ~~terms of~~ the current issue(s);
2. Define related terminology;
3. Explain concepts of ~~topic~~identified current issue(s);

4. Apply current issue(s) to business;
5. Analyze the effects of current issue(s) on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals related to issue(s);
10. Develop tax management plan related to issue(s);
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility; ~~and~~
15. Predict the effects of the current issue(s) to financial statements.

## Course Outline

### 1. Gather individual business and benchmarking data for developing business and personal goals

- Assess business need(s) using farm business analysis data
- Select the key area(s) of the business to target efforts
- Research publications and other sources of pertinent data
- Compare with individual, regional, state, and/or special sort business analysis data
- Develop updated business and personal goals related to key area(s)

### 2. Monitor and review all farm plans

- Monitor existing plans to assess potential change(s) related to new area(s)
- Evaluate updated goal(s) for addition to current farm plan(s)
- Compare updated goal(s) for consistency with farm mission and vision
- Adjust statements as needed for inclusion in the farm plan(s)

### 3. Research data and evaluate alternatives for new or revised plans

- Assess new information to the farm plan for potential alternative(s) as needed
- Gather new data in support of alternative(s) for consideration
- Incorporate business analysis data with decisions to support alternative(s)
- Record findings
- Evaluate alternative(s)

### 4. Develop framework for revised farm plans that meet current business needs

- Specify modification(s) to the plan as needed, based on findings
- Develop a process for incorporation of modification(s) in a revised plan(s)
- Modify current plan(s) as needed to adjust for new goal(s)
- Develop evaluation and monitoring guidelines for the revised plan(s)

- Implement the revised plan(s)

(Zach Rada 11/16/2022)

# **Current Issues in Farm Business Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2210

**Type of Instruction:** Individualized

**Total Credits:** 1.0-5.0

**Total Hours of Instruction:** 4.0-20.0

### **Description:**

This course is designed to further develop student skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **Course Outcomes:**

1. Identify the current issue(s)
2. Define related terminology
3. Explain concepts of identified current issue(s)
4. Apply current issue(s) to business
5. Analyze the effects of current issue(s) on your business
6. Identify steps of the implementation plan
7. Analyze historic data and/or rationale of changes
8. Identify strengths and weaknesses of business
9. Develop strategic plans or goals related to issue(s)
10. Develop tax management plan related to issue(s)
11. Maintain current accurate farm business records and accounts
12. Develop short term implementation plan
13. Develop long term implementation plan
14. Analyze current financial statement to determine feasibility
15. Predict the effects of the current issue(s) to financial statements

## **Course Outline:**

1. Gather individual business and benchmarking data for developing business and personal goals
  - a. Assess business need(s) using farm business analysis data
  - b. Select the key area(s) of the business to target efforts
  - c. Research publications and other sources of pertinent data
  - d. Compare with individual, regional, state, and/or special sort business analysis data
  - e. Develop updated business and personal goals related to key area(s)
2. Monitor and review all farm plans
  - a. Monitor existing plans to assess potential change(s) related to new area(s)
  - b. Evaluate updated goal(s) for addition to current farm plan(s)
  - c. Compare updated goal(s) for consistency with farm mission and vision
  - d. Adjust statements as needed for inclusion in the farm plan(s)
3. Research data and evaluate alternatives for new or revised plans
  - a. Assess new information to the farm plan for potential alternative(s) as needed
  - b. Gather new data in support of alternative(s) for consideration
  - c. Incorporate business analysis data with decisions to support alternative(s)
  - d. Record findings
  - e. Evaluate alternative(s)
4. Develop framework for revised farm plans that meet current business needs
  - a. Specify modification(s) to the plan as needed, based on findings
  - b. Develop a process for incorporation of modification(s) in a revised plan(s)
  - c. Modify current plan(s) as needed to adjust for new goal(s)
  - d. Develop evaluation and monitoring guidelines for the revised plan(s)
  - e. Implement the revised plan(s)

## **Course Issues:**

1. Employee Management/Human Resources
2. Mediation/Bankruptcy
3. Business Restructure
4. Natural Disaster Planning/Response
5. Farm Transition Planning
6. Estate Planning
7. Government Policy/Regulation
8. Government Programs
9. Emerging Technologies
10. Business Expansion/Contraction
11. Consumer confidence/environmental stewardship

12. Strategic Market Channel Analysis
13. Financial Statements and Budgeting
14. Marketing and Cost of Production
15. Mental Health
16. Tax Planning and Management
17. Advanced Record Keeping
18. Advanced Benchmarking
19. Other Topics of Need

NEED

**Course Title:** Current Issues in Farm Business Management

**Course Number:** FBMA 2220

**Credits:** 1-5

### **Course Description**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2210 - Directed Studies - Current Issues in Farm Business Management.) Student and instructor will determine credit amount and current issue topic based on student need.

### **Current Issues**

Employee Management (workers comp, safety training)  
Mediation/Bankruptcy  
Family Re-organization  
Business Restructure  
Natural Disaster Planning/Response  
Farm Transition  
Government Policy/Regulation (buffer strips, WOTUS, compliance, new legislation)  
Government Programs  
Emerging Technologies  
Business Expansion/Contraction  
Human Resources (insurance/retirement planning/college/disability)  
Auditing/compliance (financials & inputs)  
Consumer confidence/environmental stewardship  
Strategic Market Planning

### **Course Outcomes:**

1. Identify terms of the current issue;
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals;

10. Develop tax management plan;
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility; and
15. Predict the effects of the current issue to financial statements.

## **Course Outline**

### **1. Analyze and update Farm Business Records and Accounts**

- Update whole farm financial records
- Complete crop and livestock enterprising of direct and overhead expenses
- Complete cash accuracy checks for farm business records and accounts

### **2. Generate Financial Statements, Business Analysis and Business Projections**

- Prepare accurate Balance Sheets (Market and Cost)
- Complete business analysis
- Modify analysis as needed with cash and Liability accuracy checks
- Prepare annual cash flow for the business

### **3. Research benchmarking data for implications on farm planning**

- Examine current business analysis for potential alternative(s) in planning efforts
- Compare individual business analysis to regional and state benchmark data
- Evaluate individual business analysis in comparison to special sort data
- Record findings
- Evaluate alternative(s)

### **4. Develop and activate revised farm plans that meet current business needs**

- Specify modification(s) to the plan as needed, based on findings
- Develop a process for incorporation of modification(s) in a revised plan(s)
- Modify current plan(s) as needed to adjust for new goal(s)
- Develop evaluation and monitoring guidelines for the revised plan(s)
- Implement the revised plan(s)



**Course Title:** Directed Studies - Current Issues in Farm Business Management

**Course Number:** FBMA 2220

**Credits:** 1-5

**Course Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

**Current Issues**

Employee Management/Human Resources  
Mediation/Bankruptcy  
Business Restructure  
Natural Disaster Planning/Response  
Farm Transition Planning  
Estate Planning  
Government Policy/Regulation  
Government Programs  
Emerging Technologies  
Business Expansion/Contraction  
Consumer confidence/environmental stewardship  
Strategic Market Channel Analysis  
Financial Statements and Budgeting  
Marketing and Cost of Production  
Mental Health  
Tax Planning and Management  
Advanced Record Keeping  
Advanced Benchmarking  
Other Topics of Need

**Course Outcomes:**

1. Identify the current issue(s);
2. Define related terminology;
3. Explain concepts of identified current issue(s);

4. Apply current issue(s) to business;
5. Analyze the effects of current issue(s) on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals related to issue(s);
10. Develop tax management plan related to issue(s);
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility;
15. Predict the effects of the current issue(s) to financial statements.

### Course Outline:

- I. Analyze and update Farm Business Records and Accounts
  - Update whole farm financial records
  - Complete crop and livestock enterprising of direct and overhead expenses
  - Complete cash accuracy checks for farm business records and accounts
- II. Generate Financial Statements, Business Analysis and Business Projections
  - Prepare accurate Balance Sheets (Market and Cost)
  - Complete business analysis
  - Modify analysis as needed with cash and Liability accuracy checks
  - Prepare annual cash flow for the business
- III. Research benchmarking data for implications on farm planning
  - Examine current business analysis for potential alternative(s) in planning efforts
  - Compare individual business analysis to regional and state benchmark data
  - Evaluate individual business analysis in comparison to special sort data
  - Record findings
  - Evaluate alternative(s)
- IV. Develop and activate revised farm plans that meet current business needs
  - Specify modification(s) to the plan as needed, based on findings
  - Develop a process for incorporation of modification(s) in a revised plan(s)
  - Modify current plan(s) as needed to adjust for new goal(s)
  - Develop evaluation and monitoring guidelines for the revised plan(s)
  - Implement the revised plan(s)

### Implement the revised plan(s) ~~Course Description~~

~~This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in~~

~~improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2210—Directed Studies—Current Issues in Farm Business Management.) Student and instructor will determine credit amount and current issue topic based on student need.~~

### **~~Current Issues~~**

~~Employee Management (workers comp, safety training)~~

~~Mediation/Bankruptcy~~

~~Family Re-organization~~

~~Business Restructure~~

~~Natural Disaster Planning/Response~~

~~Farm Transition~~

~~Government Policy/Regulation (buffer strips, WOTUS, compliance, new legislation)~~

~~Government Programs~~

~~Emerging Technologies~~

~~Business Expansion/Contraction~~

~~Human Resources (insurance/retirement planning/college/disability)~~

~~Auditing/compliance (financials & inputs)~~

~~Consumer confidence/environmental stewardship~~

~~Strategic Market Planning~~

### **~~Course Outcomes:~~**

- ~~1.——Identify terms of the current issue;~~
- ~~2.——Define related terminology;~~
- ~~3.——Explain concepts of topic;~~
- ~~4.——Apply current issue to business;~~
- ~~5.——Analyze the effects of current issue on your business;~~
- ~~6.——Identify steps of the implementation plan;~~

- ~~7. — Analyze historic data and/or rationale of changes;~~
- ~~8. — Identify strengths and weaknesses of business;~~
- ~~9. — Develop strategic plans or goals;~~
- ~~10. — Develop tax management plan;~~
- ~~11. — Maintain current accurate farm business records and accounts;~~
- ~~12. — Develop short term implementation plan;~~
- ~~13. — Develop long term implementation plan;~~
- ~~14. — Analyze current financial statement to determine feasibility; and~~
- ~~15. — Predict the effects of the current issue to financial statements.~~

### **Course Outline**

- ~~1. — Analyze and update Farm Business Records and Accounts~~  
~~Update whole farm financial records~~  
~~Complete crop and livestock enterprising of direct and overhead expenses~~  
~~Complete cash accuracy checks for farm business records and accounts~~
- ~~2. — Generate Financial Statements, Business Analysis and Business Projections~~  
~~Prepare accurate Balance Sheets (Market and Cost)~~  
~~Complete business analysis~~  
~~Modify analysis as needed with cash and Liability accuracy checks~~  
~~Prepare annual cash flow for the business~~
- ~~3. — Research benchmarking data for implications on farm planning~~  
~~Examine current business analysis for potential alternative(s) in planning efforts~~  
~~Compare individual business analysis to regional and state benchmark data~~  
~~Evaluate individual business analysis in comparison to special sort data~~  
~~Record findings~~  
~~Evaluate alternative(s)~~
- ~~4. — Develop and activate revised farm plans that meet current business needs~~  
~~Specify modification(s) to the plan as needed, based on findings~~

~~Develop a process for incorporation of modification(s) in a revised plan(s)~~

~~Modify current plan(s) as needed to adjust for new goal(s)~~

~~Develop evaluation and monitoring guidelines for the revised plan(s)~~

~~Implement the revised plan(s)~~

(Zach Rada 11/16/2022)

# **Directed Studies – Current Issues in Farm Business Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2220

**Type of Instruction:** Individualized

**Total Credits:** 1.0-5.0

**Total Hours of Instruction:** 4.0-20.0

### **Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **Course Outcomes:**

1. Identify the current issue(s)
2. Define related terminology
3. Explain concepts of identified current issue(s)
4. Apply current issue(s) to business
5. Analyze the effects of current issue(s) on your business
6. Identify steps of the implementation plan
7. Analyze historic data and/or rationale of changes
8. Identify strengths and weaknesses of business
9. Develop strategic plans or goals related to issue(s)
10. Develop tax management plan related to issue(s)
11. Maintain current accurate farm business records and accounts
12. Develop short term implementation plan
13. Develop long term implementation plan

14. Analyze current financial statement to determine feasibility
15. Predict the effects of the current issue(s) to financial statements

### **Course Outline:**

1. Analyze and update Farm Business Records and Accounts
  - a. Update whole farm financial records
  - b. Complete crop and livestock enterprising of direct and overhead expenses
  - c. Complete cash accuracy checks for farm business records and accounts
2. Generate Financial Statements, Business Analysis and Business Projections
  - a. Prepare accurate Balance Sheets (Market and Cost)
  - b. Complete business analysis
  - c. Modify analysis as needed with cash and Liability accuracy checks
  - d. Prepare annual cash flow for the business
3. Research benchmarking data for implications on farm planning
  - a. Examine current business analysis for potential alternative(s) in planning efforts
  - b. Compare individual business analysis to regional and state benchmark data
  - c. Evaluate individual business analysis in comparison to special sort data
  - d. Record findings
  - e. Evaluate alternative(s)
4. Develop and activate revised farm plans that meet current business needs
  - a. Specify modification(s) to the plan as needed, based on findings
  - b. Develop a process for incorporation of modification(s) in a revised plan(s)
  - c. Modify current plan(s) as needed to adjust for new goal(s)
  - d. Develop evaluation and monitoring guidelines for the revised plan(s)
  - e. Implement the revised plan(s)

### **Course Issues:**

1. Employee Management/Human Resources
2. Mediation/Bankruptcy
3. Business Restructure
4. Natural Disaster Planning/Response
5. Farm Transition Planning
6. Estate Planning
7. Government Policy/Regulation
8. Government Programs
9. Emerging Technologies

10. Business Expansion/Contraction
11. Consumer confidence/environmental stewardship
12. Strategic Market Channel Analysis
13. Financial Statements and Budgeting
14. Marketing and Cost of Production
15. Mental Health
16. Tax Planning and Management
17. Advanced Record Keeping
18. Advanced Benchmarking
19. Other Topics of Need

NOTES



**Course Title:** Current Issues in Farm Business Management

**Course Number:** FBMA 2211

**Credits:** 1-5

### **Course Description**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2221 - Directed Studies - Current Issues in Farm Business Management.) Student and instructor will determine credit amount and current issue topics based on student need.

### **Current Issues**

Employee Management (workers comp, safety training)  
Mediation/Bankruptcy  
Family Re-organization  
Business Restructure  
Natural Disaster Planning/Response  
Farm Transition  
Government Policy/Regulation (buffer strips, WOTUS, compliance, new legislation)  
Government Programs  
Emerging Technologies  
Business Expansion/Contraction  
Human Resources (insurance/retirement planning/college/disability)  
Auditing/compliance (financials & inputs)  
Consumer confidence/environmental stewardship  
Strategic Market Planning

### **Course Outcomes:**

1. Identify terms of the current issue;
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;

8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals;
10. Develop tax management plan;
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility; and
15. Predict the effects of the current issue to financial statements.

## **Course Outline**

### **1. Gather individual business and benchmarking data for developing business and personal goals**

- Assess business need(s) using farm business analysis data
- Select the key area(s) of the business to target efforts
- Research publications and other sources of pertinent data
- Compare with individual, regional, state, and/or special sort business analysis data
- Develop updated business and personal goals related to key area(s)

### **2. Monitor and review all farm plans**

- Monitor existing plans to assess potential change(s) related to new area(s)
- Evaluate updated goal(s) for addition to current farm plan(s)
- Compare updated goal(s) for consistency with farm mission and vision
- Adjust statements as needed for inclusion in the farm plan(s)

### **3. Research data and evaluate alternatives for new or revised plans**

- Assess new information to the farm plan for potential alternative(s) as needed
- Gather new data in support of alternative(s) for consideration
- Incorporate business analysis data with decisions to support alternative(s)
- Record findings
- Evaluate alternative(s)

### **4. Develop framework for revised farm plans that meet current business needs**

- Specify modification(s) to the plan as needed, based on findings
- Develop a process for incorporation of modification(s) in a revised plan(s)
- Modify current plan(s) as needed to adjust for new goal(s)
- Develop evaluation and monitoring guidelines for the revised plan(s)
- Implement the revised plan(s)

**Course Title:** Current Issues in Farm Business Management

**Course Number:** FBMA 2211

**Credits:** 1-5

### **Course Description**

This course is designed to further develop student skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **Current Issues**

Employee Management/Human Resources

Mediation/Bankruptcy

Business Restructure

Natural Disaster Planning/Response

Farm Transition Planning

Estate Planning

Government Policy/Regulation

Government Programs

Emerging Technologies

Business Expansion/Contraction

Consumer confidence/environmental stewardship

Strategic Market Channel Analysis

Financial Statements and Budgeting

Marketing and Cost of Production

Mental Health

Tax Planning and Management

Advanced Record Keeping

Advanced Benchmarking

Other Topics of Need

### **Course Outcomes:**

1. Identify the current issue(s);
2. Define related terminology;
3. Explain concepts of identified current issue(s);
4. Apply current issue(s) to business;
5. Analyze the effects of current issue(s) on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;

9. Develop strategic plans or goals related to issue(s);
10. Develop tax management plan related to issue(s);
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility;
15. Predict the effects of the current issue(s) to financial statements.

### **Course Description**

~~This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2221—Directed Studies—Current Issues in Farm Business Management.) Student and instructor will determine credit amount and current issue topics based on student need.~~

### **Current Issues**

~~Employee Management (workers comp, safety training)~~  
~~Mediation/Bankruptcy~~  
~~Family Re-organization~~  
~~Business Restructure~~  
~~Natural Disaster Planning/Response~~  
~~Farm Transition~~  
~~Government Policy/Regulation (buffer strips, WOTUS, compliance, new legislation)~~  
~~Government Programs~~  
~~Emerging Technologies~~  
~~Business Expansion/Contraction~~  
~~Human Resources (insurance/retirement planning/college/disability)~~  
~~Auditing/compliance (financials & inputs)~~  
~~Consumer confidence/environmental stewardship~~  
~~Strategic Market Planning~~

### **Course Outcomes:**

- ~~1. Identify terms of the current issue;~~
- ~~2. Define related terminology;~~
- ~~3. Explain concepts of topic;~~
- ~~4. Apply current issue to business;~~
- ~~5. Analyze the effects of current issue on your business;~~
- ~~6. Identify steps of the implementation plan;~~
- ~~7. Analyze historic data and/or rationale of changes;~~
- ~~8. Identify strengths and weaknesses of business;~~
- ~~9. Develop strategic plans or goals;~~
- ~~10. Develop tax management plan;~~
- ~~11. Maintain current accurate farm business records and accounts;~~
- ~~12. Develop short term implementation plan;~~
- ~~13. Develop long term implementation plan;~~

- ~~14. Analyze current financial statement to determine feasibility; and~~  
~~15. Predict the effects of the current issue to financial statements.~~



## Course Outline

### 1. Gather individual business and benchmarking data for developing business and personal goals

- Assess business need(s) using farm business analysis data
- Select the key area(s) of the business to target efforts
- Research publications and other sources of pertinent data
- Compare with individual, regional, state, and/or special sort business analysis data
- Develop updated business and personal goals related to key area(s)

### 2. Monitor and review all farm plans

- Monitor existing plans to assess potential change(s) related to new area(s)
- Evaluate updated goal(s) for addition to current farm plan(s)
- Compare updated goal(s) for consistency with farm mission and vision
- Adjust statements as needed for inclusion in the farm plan(s)

### 3. Research data and evaluate alternatives for new or revised plans

- Assess new information to the farm plan for potential alternative(s) as needed
- Gather new data in support of alternative(s) for consideration
- Incorporate business analysis data with decisions to support alternative(s)
- Record findings
- Evaluate alternative(s)

### 4. Develop framework for revised farm plans that meet current business needs

- Specify modification(s) to the plan as needed, based on findings
- Develop a process for incorporation of modification(s) in a revised plan(s)
- Modify current plan(s) as needed to adjust for new goal(s)
- Develop evaluation and monitoring guidelines for the revised plan(s)
- Implement the revised plan(s)

# Current Issues in Farm Business Management

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2211

**Type of Instruction:** Individualized

**Total Credits:** 1.0-5.0

**Total Hours of Instruction:** 4.0-20.0

### Description:

This course is designed to further develop student skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### Course Outcomes:

1. Identify the current issue(s)
2. Define related terminology
3. Explain concepts of identified current issue(s)
4. Apply current issue(s) to business
5. Analyze the effects of current issue(s) on your business
6. Identify steps of the implementation plan
7. Analyze historic data and/or rationale of changes
8. Identify strengths and weaknesses of business
9. Develop strategic plans or goals related to issue(s)
10. Develop tax management plan related to issue(s)
11. Maintain current accurate farm business records and accounts
12. Develop short term implementation plan
13. Develop long term implementation plan
14. Analyze current financial statement to determine feasibility
15. Predict the effects of the current issue(s) to financial statements

## **Course Outline:**

1. Gather individual business and benchmarking data for developing business and personal goals
  - a. Assess business need(s) using farm business analysis data
  - b. Select the key area(s) of the business to target efforts
  - c. Research publications and other sources of pertinent data
  - d. Compare with individual, regional, state, and/or special sort business analysis data
  - e. Develop updated business and personal goals related to key area(s)
2. Monitor and review all farm plans
  - a. Monitor existing plans to assess potential change(s) related to new area(s)
  - b. Evaluate updated goal(s) for addition to current farm plan(s)
  - c. Compare updated goal(s) for consistency with farm mission and vision
  - d. Adjust statements as needed for inclusion in the farm plan(s)
3. Research data and evaluate alternatives for new or revised plans
  - a. Assess new information to the farm plan for potential alternative(s) as needed
  - b. Gather new data in support of alternative(s) for consideration
  - c. Incorporate business analysis data with decisions to support alternative(s)
  - d. Record findings
  - e. Evaluate alternative(s)
4. Develop framework for revised farm plans that meet current business needs
  - a. Specify modification(s) to the plan as needed, based on findings
  - b. Develop a process for incorporation of modification(s) in a revised plan(s)
  - c. Modify current plan(s) as needed to adjust for new goal(s)
  - d. Develop evaluation and monitoring guidelines for the revised plan(s)
  - e. Implement the revised plan(s)

## **Course Issues:**

1. Employee Management/Human Resources
2. Mediation/Bankruptcy
3. Business Restructure
4. Natural Disaster Planning/Response
5. Farm Transition Planning
6. Estate Planning
7. Government Policy/Regulation
8. Government Programs
9. Emerging Technologies

10. Business Expansion/Contraction
11. Consumer confidence/environmental stewardship
12. Strategic Market Channel Analysis
13. Financial Statements and Budgeting
14. Marketing and Cost of Production
15. Mental Health
16. Tax Planning and Management
17. Advanced Record Keeping
18. Advanced Benchmarking
19. Other Topics of Need

MINNESOTA



**Course Title:** Current Issues in Farm Business Management

**Course Number:** FBMA 2221

**Credits:** 1-5

### **Course Description**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2211 - Directed Studies - Current Issues in Farm Business Management.) Student and instructor will determine credit load and current issue topic based on student need.

### **Current Issues**

Employee Management (workers comp, safety training)  
Mediation/Bankruptcy  
Family Re-organization  
Business Restructure  
Natural Disaster Planning/Response  
Farm Transition  
Government Policy/Regulation (buffer strips, WOTUS, compliance, new legislation)  
Government Programs  
Emerging Technologies  
Business Expansion/Contraction  
Human Resources (insurance/retirement planning/college/disability)  
Auditing/compliance (financials & inputs)  
Consumer confidence/environmental stewardship  
Strategic Market Planning

### **Course Outcomes:**

1. Identify terms of the current issue;
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals;

10. Develop tax management plan;
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility; and
15. Predict the effects of the current issue to financial statements.

## **Course Outline**

### **1. Analyze and update Farm Business Records and Accounts**

- Update whole farm financial records
- Complete crop and livestock enterprising of direct and overhead expenses
- Complete cash accuracy checks for farm business records and accounts

### **2. Generate Financial Statements, Business Analysis and Business Projections**

- Prepare accurate Balance Sheets (Market and Cost)
- Complete business analysis
- Modify analysis as needed with cash and Liability accuracy checks
- Prepare annual cash flow for the business

### **3. Research benchmarking data for implications on farm planning**

- Examine current business analysis for potential alternative(s) in planning efforts
- Compare individual business analysis to regional and state benchmark data
- Evaluate individual business analysis in comparison to special sort data
- Record findings
- Evaluate alternative(s)

### **4. Develop and activate revised farm plans that meet current business needs**

- Specify modification(s) to the plan as needed, based on findings
- Develop a process for incorporation of modification(s) in a revised plan(s)
- Modify current plan(s) as needed to adjust for new goal(s)
- Develop evaluation and monitoring guidelines for the revised plan(s)
- Implement the revised plan(s)

**Course Title:** Directed Studies - Current Issues in Farm Business Management

**Course Number:** FBMA 2221

**Credits:** 1-5

**Course Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

**Current Issues**

Employee Management/Human Resources

Mediation/Bankruptcy

Business Restructure

Natural Disaster Planning/Response

Farm Transition Planning

Estate Planning

Government Policy/Regulation

Government Programs

Emerging Technologies

Business Expansion/Contraction

Consumer confidence/environmental stewardship

Strategic Market Channel Analysis

Financial Statements and Budgeting

Marketing and Cost of Production

Mental Health

Tax Planning and Management

Advanced Record Keeping

Advanced Benchmarking

Other Topics of Need

**Course Outcomes:**

1. Identify the current issue(s);
2. Define related terminology;
3. Explain concepts of identified current issue(s);

4. Apply current issue(s) to business;
5. Analyze the effects of current issue(s) on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals related to issue(s);
10. Develop tax management plan related to issue(s);
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility;
15. Predict the effects of the current issue(s) to financial statements.

### **Course Outline:**

- I. Analyze and update Farm Business Records and Accounts
  - Update whole farm financial records
  - Complete crop and livestock enterprising of direct and overhead expenses
  - Complete cash accuracy checks for farm business records and accounts
- II. Generate Financial Statements, Business Analysis and Business Projections
  - Prepare accurate Balance Sheets (Market and Cost)
  - Complete business analysis
  - Modify analysis as needed with cash and Liability accuracy checks
  - Prepare annual cash flow for the business
- III. Research benchmarking data for implications on farm planning
  - Examine current business analysis for potential alternative(s) in planning efforts
  - Compare individual business analysis to regional and state benchmark data
  - Evaluate individual business analysis in comparison to special sort data
  - Record findings
  - Evaluate alternative(s)
- IV. Develop and activate revised farm plans that meet current business needs
  - Specify modification(s) to the plan as needed, based on findings
  - Develop a process for incorporation of modification(s) in a revised plan(s)
  - Modify current plan(s) as needed to adjust for new goal(s)
  - Develop evaluation and monitoring guidelines for the revised plan(s)
  - Implement the revised plan(s)

### **Implement the revised plan(s) Course Description**

~~This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in~~

improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2211 Directed Studies Current Issues in Farm Business Management.) Student and instructor will determine credit load and current issue topic based on student need.

### **Current Issues**

Employee Management (workers comp, safety training)

Mediation/Bankruptcy

Family Re-organization

Business Restructure

Natural Disaster Planning/Response

Farm Transition

Government Policy/Regulation (buffer strips, WOTUS, compliance, new legislation)

Government Programs

Emerging Technologies

Business Expansion/Contraction

Human Resources (insurance/retirement planning/college/disability)

Auditing/compliance (financials & inputs)

Consumer confidence/environmental stewardship

Strategic Market Planning

### **Course Outcomes:**

1. Identify terms of the current issue;
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals;
10. Develop tax management plan;
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility; and
15. Predict the effects of the current issue to financial statements.

### **Course Outline**

1. Analyze and update Farm Business Records and Accounts

Update whole farm financial records

~~Complete crop and livestock enterprising of direct and overhead expenses~~

~~Complete cash accuracy checks for farm business records and accounts~~

2. ———— Generate Financial Statements, Business Analysis and Business Projections

~~Prepare accurate Balance Sheets (Market and Cost)~~

~~Complete business analysis~~

~~Modify analysis as needed with cash and Liability accuracy checks~~

~~Prepare annual cash flow for the business~~

3. ———— Research benchmarking data for implications on farm planning

~~Examine current business analysis for potential alternative(s) in planning efforts~~

~~Compare individual business analysis to regional and state benchmark data~~

~~Evaluate individual business analysis in comparison to special sort data~~

~~Record findings~~

~~Evaluate alternative(s)~~

4. ———— Develop and activate revised farm plans that meet current business needs

~~Specify modification(s) to the plan as needed, based on findings~~

~~Develop a process for incorporation of modification(s) in a revised plan(s)~~

~~Modify current plan(s) as needed to adjust for new goal(s)~~

~~Develop evaluation and monitoring guidelines for the revised plan(s)~~

~~Implement the revised plan(s)~~

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# **Directed Studies – Current Issues in Farm Business Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2221

**Type of Instruction:** Individualized

**Total Credits:** 1.0-5.0

**Total Hours of Instruction:** 4.0-20.0

### **Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **Course Outcomes:**

1. Identify the current issue(s)
2. Define related terminology
3. Explain concepts of identified current issue(s)
4. Apply current issue(s) to business
5. Analyze the effects of current issue(s) on your business
6. Identify steps of the implementation plan
7. Analyze historic data and/or rationale of changes
8. Identify strengths and weaknesses of business
9. Develop strategic plans or goals related to issue(s)
10. Develop tax management plan related to issue(s)
11. Maintain current accurate farm business records and accounts
12. Develop short term implementation plan
13. Develop long term implementation plan

14. Analyze current financial statement to determine feasibility
15. Predict the effects of the current issue(s) to financial statements

### **Course Outline:**

1. Analyze and update Farm Business Records and Accounts
  - a. Update whole farm financial records
  - b. Complete crop and livestock enterprising of direct and overhead expenses
  - c. Complete cash accuracy checks for farm business records and accounts
2. Generate Financial Statements, Business Analysis and Business Projections
  - a. Prepare accurate Balance Sheets (Market and Cost)
  - b. Complete business analysis
  - c. Modify analysis as needed with cash and Liability accuracy checks
  - d. Prepare annual cash flow for the business
3. Research benchmarking data for implications on farm planning
  - a. Examine current business analysis for potential alternative(s) in planning efforts
  - b. Compare individual business analysis to regional and state benchmark data
  - c. Evaluate individual business analysis in comparison to special sort data
  - d. Record findings
  - e. Evaluate alternative(s)
4. Develop and activate revised farm plans that meet current business needs
  - a. Specify modification(s) to the plan as needed, based on findings
  - b. Develop a process for incorporation of modification(s) in a revised plan(s)
  - c. Modify current plan(s) as needed to adjust for new goal(s)
  - d. Develop evaluation and monitoring guidelines for the revised plan(s)
  - e. Implement the revised plan(s)

### **Course Issues:**

1. Employee Management/Human Resources
2. Mediation/Bankruptcy
3. Business Restructure
4. Natural Disaster Planning/Response
5. Farm Transition Planning
6. Estate Planning
7. Government Policy/Regulation
8. Government Programs
9. Emerging Technologies



10. Business Expansion/Contraction
11. Consumer confidence/environmental stewardship
12. Strategic Market Channel Analysis
13. Financial Statements and Budgeting
14. Marketing and Cost of Production
15. Mental Health
16. Tax Planning and Management
17. Advanced Record Keeping
18. Advanced Benchmarking
19. Other Topics of Need

MINNESOTA

**Course Title:** Current Issues in Farm Business Management

**Course Number:** FBMA 2212

**Credits:** 1-5

### **Course Description**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2221 - Directed Studies - Current Issues in Farm Business Management.) Student and instructor will determine credit amount and current issue topic based on student need.

### **Current Issues**

Employee Management (workers comp, safety training)  
Mediation/Bankruptcy  
Family Re-organization  
Business Restructure  
Natural Disaster Planning/Response  
Farm Transition  
Government Policy/Regulation (buffer strips, WOTUS, compliance, new legislation)  
Government Programs  
Emerging Technologies  
Business Expansion/Contraction  
Human Resources (insurance/retirement planning/college/disability)  
Auditing/compliance (financials & inputs)  
Consumer confidence/environmental stewardship  
Strategic Market Planning

### **Course Outcomes:**

1. Identify terms of the current issue;
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals;

10. Develop tax management plan;
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility; and
15. Predict the effects of the current issue to financial statements.

## **Course Outline**

### **1. Gather individual business and benchmarking data for developing business and personal goals**

- Assess business need(s) using farm business analysis data
- Select the key area(s) of the business to target efforts
- Research publications and other sources of pertinent data
- Compare with individual, regional, state, and/or special sort business analysis data
- Develop updated business and personal goals related to key area(s)

### **2. Monitor and review all farm plans**

- Monitor existing plans to assess potential change(s) related to new area(s)
- Evaluate updated goal(s) for addition to current farm plan(s)
- Compare updated goal(s) for consistency with farm mission and vision
- Adjust statements as needed for inclusion in the farm plan(s)

### **3. Research data and evaluate alternatives for new or revised plans**

- Assess new information to the farm plan for potential alternative(s) as needed
- Gather new data in support of alternative(s) for consideration
- Incorporate business analysis data with decisions to support alternative(s)
- Record findings
- Evaluate alternative(s)

### **4. Develop framework for revised farm plans that meet current business needs**

- Specify modification(s) to the plan as needed, based on findings
- Develop a process for incorporation of modification(s) in a revised plan(s)
- Modify current plan(s) as needed to adjust for new goal(s)
- Develop evaluation and monitoring guidelines for the revised plan(s)
- Implement the revised plan(s)

**Course Title:** Current Issues in Farm Business Management

**Course Number:** FBMA 2212

**Credits:** 1-5

### **Course Description**

This course is designed to further develop student skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **Current Issues**

Employee Management/Human Resources

Mediation/Bankruptcy

Business Restructure

Natural Disaster Planning/Response

Farm Transition Planning

Estate Planning

Government Policy/Regulation

Government Programs

Emerging Technologies

Business Expansion/Contraction

Consumer confidence/environmental stewardship

Strategic Market Channel Analysis

Financial Statements and Budgeting

Marketing and Cost of Production

Mental Health

Tax Planning and Management

Advanced Record Keeping

Advanced Benchmarking

Other Topics of Need

### **Course Outcomes:**

1. Identify the current issue(s);
2. Define related terminology;
3. Explain concepts of identified current issue(s);
4. Apply current issue(s) to business;
5. Analyze the effects of current issue(s) on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals related to issue(s);

10. Develop tax management plan related to issue(s);
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility;
15. Predict the effects of the current issue(s) to financial statements.

### **~~Course Description~~**

~~This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2221—Directed Studies—Current Issues in Farm Business Management.) Student and instructor will determine credit amount and current issue topic based on student need.~~

### **~~Current Issues~~**

~~Employee Management (workers comp, safety training)~~  
~~Mediation/Bankruptcy~~  
~~Family Re-organization~~  
~~Business Restructure~~  
~~Natural Disaster Planning/Response~~  
~~Farm Transition~~  
~~Government Policy/Regulation (buffer strips, WOTUS, compliance, new legislation)~~  
~~Government Programs~~  
~~Emerging Technologies~~  
~~Business Expansion/Contraction~~  
~~Human Resources (insurance/retirement planning/college/disability)~~  
~~Auditing/compliance (financials & inputs)~~  
~~Consumer confidence/environmental stewardship~~  
~~Strategic Market Planning~~

### **~~Course Outcomes:~~**

- ~~1.—— Identify terms of the current issue;~~
- ~~2.—— Define related terminology;~~
- ~~3.—— Explain concepts of topic;~~
- ~~4.—— Apply current issue to business;~~
- ~~5.—— Analyze the effects of current issue on your business;~~
- ~~6.—— Identify steps of the implementation plan;~~
- ~~7.—— Analyze historic data and/or rationale of changes;~~

- ~~8. Identify strengths and weaknesses of business;~~
- ~~9. Develop strategic plans or goals;~~
- ~~10. Develop tax management plan;~~
- ~~11. Maintain current accurate farm business records and accounts;~~
- ~~12. Develop short term implementation plan;~~
- ~~13. Develop long term implementation plan;~~
- ~~14. Analyze current financial statement to determine feasibility; and~~
- ~~15. Predict the effects of the current issue to financial statements.~~

## Course Outline

### 1. Gather individual business and benchmarking data for developing business and personal goals

- Assess business need(s) using farm business analysis data
- Select the key area(s) of the business to target efforts
- Research publications and other sources of pertinent data
- Compare with individual, regional, state, and/or special sort business analysis data
- Develop updated business and personal goals related to key area(s)

### 2. Monitor and review all farm plans

- Monitor existing plans to assess potential change(s) related to new area(s)
- Evaluate updated goal(s) for addition to current farm plan(s)
- Compare updated goal(s) for consistency with farm mission and vision
- Adjust statements as needed for inclusion in the farm plan(s)

### 3. Research data and evaluate alternatives for new or revised plans

- Assess new information to the farm plan for potential alternative(s) as needed
- Gather new data in support of alternative(s) for consideration
- Incorporate business analysis data with decisions to support alternative(s)
- Record findings
- Evaluate alternative(s)

### 4. Develop framework for revised farm plans that meet current business needs

- Specify modification(s) to the plan as needed, based on findings
- Develop a process for incorporation of modification(s) in a revised plan(s)
- Modify current plan(s) as needed to adjust for new goal(s)
- Develop evaluation and monitoring guidelines for the revised plan(s)
- Implement the revised plan(s)

# **Current Issues in Farm Business Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2212

**Type of Instruction:** Individualized

**Total Credits:** 1.0-5.0

**Total Hours of Instruction:** 4.0-20.0

### **Description:**

This course is designed to further develop student skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **Course Outcomes:**

1. Identify the current issue(s)
2. Define related terminology
3. Explain concepts of identified current issue(s)
4. Apply current issue(s) to business
5. Analyze the effects of current issue(s) on your business
6. Identify steps of the implementation plan
7. Analyze historic data and/or rationale of changes
8. Identify strengths and weaknesses of business
9. Develop strategic plans or goals related to issue(s)
10. Develop tax management plan related to issue(s)
11. Maintain current accurate farm business records and accounts
12. Develop short term implementation plan
13. Develop long term implementation plan
14. Analyze current financial statement to determine feasibility
15. Predict the effects of the current issue(s) to financial statements

## **Course Outline:**

1. Gather individual business and benchmarking data for developing business and personal goals
  - a. Assess business need(s) using farm business analysis data
  - b. Select the key area(s) of the business to target efforts
  - c. Research publications and other sources of pertinent data
  - d. Compare with individual, regional, state, and/or special sort business analysis data
  - e. Develop updated business and personal goals related to key area(s)
2. Monitor and review all farm plans
  - a. Monitor existing plans to assess potential change(s) related to new area(s)
  - b. Evaluate updated goal(s) for addition to current farm plan(s)
  - c. Compare updated goal(s) for consistency with farm mission and vision
  - d. Adjust statements as needed for inclusion in the farm plan(s)
3. Research data and evaluate alternatives for new or revised plans
  - a. Assess new information to the farm plan for potential alternative(s) as needed
  - b. Gather new data in support of alternative(s) for consideration
  - c. Incorporate business analysis data with decisions to support alternative(s)
  - d. Record findings
  - e. Evaluate alternative(s)
4. Develop framework for revised farm plans that meet current business needs
  - a. Specify modification(s) to the plan as needed, based on findings
  - b. Develop a process for incorporation of modification(s) in a revised plan(s)
  - c. Modify current plan(s) as needed to adjust for new goal(s)
  - d. Develop evaluation and monitoring guidelines for the revised plan(s)
  - e. Implement the revised plan(s)

## **Course Issues:**

1. Employee Management/Human Resources
2. Mediation/Bankruptcy
3. Business Restructure
4. Natural Disaster Planning/Response
5. Farm Transition Planning
6. Estate Planning
7. Government Policy/Regulation
8. Government Programs
9. Emerging Technologies
10. Business Expansion/Contraction



11. Consumer confidence/environmental stewardship
12. Strategic Market Channel Analysis
13. Financial Statements and Budgeting
14. Marketing and Cost of Production
15. Mental Health
16. Tax Planning and Management
17. Advanced Record Keeping
18. Advanced Benchmarking
19. Other Topics of Need

NEED

**Course Title:** Current Issues in Farm Business Management

**Course Number:** FBMA 2222

**Credits:** 1-5

### **Course Description**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2212 - Directed Studies - Current Issues in Farm Business Management.) Student and instructor will determine credit load and current issue topic based on student need.

### **Current Issues**

Employee Management (workers comp, safety training)  
Mediation/Bankruptcy  
Family Re-organization  
Business Restructure  
Natural Disaster Planning/Response  
Farm Transition  
Government Policy/Regulation (buffer strips, WOTUS, compliance, new legislation)  
Government Programs  
Emerging Technologies  
Business Expansion/Contraction  
Human Resources (insurance/retirement planning/college/disability)  
Auditing/compliance (financials & inputs)  
Consumer confidence/environmental stewardship  
Strategic Market Planning

### **Course Outcomes:**

1. Identify terms of the current issue;
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals;

10. Develop tax management plan;
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility; and
15. Predict the effects of the current issue to financial statements.

## **Course Outline**

### **1. Analyze and update Farm Business Records and Accounts**

- Update whole farm financial records
- Complete crop and livestock enterprising of direct and overhead expenses
- Complete cash accuracy checks for farm business records and accounts

### **2. Generate Financial Statements, Business Analysis and Business Projections**

- Prepare accurate Balance Sheets (Market and Cost)
- Complete business analysis
- Modify analysis as needed with cash and Liability accuracy checks
- Prepare annual cash flow for the business

### **3. Research benchmarking data for implications on farm planning**

- Examine current business analysis for potential alternative(s) in planning efforts
- Compare individual business analysis to regional and state benchmark data
- Evaluate individual business analysis in comparison to special sort data
- Record findings
- Evaluate alternative(s)

### **4. Develop and activate revised farm plans that meet current business needs**

- Specify modification(s) to the plan as needed, based on findings
- Develop a process for incorporation of modification(s) in a revised plan(s)
- Modify current plan(s) as needed to adjust for new goal(s)
- Develop evaluation and monitoring guidelines for the revised plan(s)
- Implement the revised plan(s)

**Course Title:** Directed Studies - Current Issues in Farm Business Management

**Course Number:** FBMA 2222

**Credits:** 1-5

**Course Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

**Current Issues**

Employee Management/Human Resources  
Mediation/Bankruptcy  
Business Restructure  
Natural Disaster Planning/Response  
Farm Transition Planning  
Estate Planning  
Government Policy/Regulation  
Government Programs  
Emerging Technologies  
Business Expansion/Contraction  
Consumer confidence/environmental stewardship  
Strategic Market Channel Analysis  
Financial Statements and Budgeting  
Marketing and Cost of Production  
Mental Health  
Tax Planning and Management  
Advanced Record Keeping  
Advanced Benchmarking  
Other Topics of Need

**Course Outcomes:**

1. Identify the current issue(s);
2. Define related terminology;
3. Explain concepts of identified current issue(s);

4. Apply current issue(s) to business;
5. Analyze the effects of current issue(s) on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals related to issue(s);
10. Develop tax management plan related to issue(s);
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility;
15. Predict the effects of the current issue(s) to financial statements.

### Course Outline:

- I. Analyze and update Farm Business Records and Accounts
  - Update whole farm financial records
  - Complete crop and livestock enterprising of direct and overhead expenses
  - Complete cash accuracy checks for farm business records and accounts
- II. Generate Financial Statements, Business Analysis and Business Projections
  - Prepare accurate Balance Sheets (Market and Cost)
  - Complete business analysis
  - Modify analysis as needed with cash and Liability accuracy checks
  - Prepare annual cash flow for the business
- III. Research benchmarking data for implications on farm planning
  - Examine current business analysis for potential alternative(s) in planning efforts
  - Compare individual business analysis to regional and state benchmark data
  - Evaluate individual business analysis in comparison to special sort data
  - Record findings
  - Evaluate alternative(s)
- IV. Develop and activate revised farm plans that meet current business needs
  - Specify modification(s) to the plan as needed, based on findings
  - Develop a process for incorporation of modification(s) in a revised plan(s)
  - Modify current plan(s) as needed to adjust for new goal(s)
  - Develop evaluation and monitoring guidelines for the revised plan(s)
  - Implement the revised plan(s)

### Implement the revised plan(s) **Course Description**

~~This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in~~

improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2212 Directed Studies Current Issues in Farm Business Management.) Student and instructor will determine credit load and current issue topic based on student need.

### **Current Issues**

Employee Management (workers comp, safety training)

Mediation/Bankruptcy

Family Re-organization

Business Restructure

Natural Disaster Planning/Response

Farm Transition

Government Policy/Regulation (buffer strips, WOTUS, compliance, new legislation)

Government Programs

Emerging Technologies

Business Expansion/Contraction

Human Resources (insurance/retirement planning/college/disability)

Auditing/compliance (financials & inputs)

Consumer confidence/environmental stewardship

Strategic Market Planning

### **Course Outcomes:**

- 1.—— Identify terms of the current issue;
- 2.—— Define related terminology;
- 3.—— Explain concepts of topic;
- 4.—— Apply current issue to business;
- 5.—— Analyze the effects of current issue on your business;
- 6.—— Identify steps of the implementation plan;

- ~~7.—— Analyze historic data and/or rationale of changes;~~
- ~~8.—— Identify strengths and weaknesses of business;~~
- ~~9.—— Develop strategic plans or goals;~~
- ~~10.—— Develop tax management plan;~~
- ~~11.—— Maintain current accurate farm business records and accounts;~~
- ~~12.—— Develop short term implementation plan;~~
- ~~13.—— Develop long term implementation plan;~~
- ~~14.—— Analyze current financial statement to determine feasibility; and~~
- ~~15.—— Predict the effects of the current issue to financial statements.~~

### **~~Course Outline~~**

- ~~1.—— Analyze and update Farm Business Records and Accounts~~

~~Update whole farm financial records~~

~~Complete crop and livestock enterprising of direct and overhead expenses~~

~~Complete cash accuracy checks for farm business records and accounts~~

- ~~2.—— Generate Financial Statements, Business Analysis and Business Projections~~

~~Prepare accurate Balance Sheets (Market and Cost)~~

~~Complete business analysis~~

~~Modify analysis as needed with cash and Liability accuracy checks~~

~~Prepare annual cash flow for the business~~

- ~~3.—— Research benchmarking data for implications on farm planning~~

~~Examine current business analysis for potential alternative(s) in planning efforts~~

~~Compare individual business analysis to regional and state benchmark data~~

~~Evaluate individual business analysis in comparison to special sort data~~

~~Record findings~~

~~Evaluate alternative(s)~~

- ~~4.—— Develop and activate revised farm plans that meet current business needs~~

~~Specify modification(s) to the plan as needed, based on findings~~

~~Develop a process for incorporation of modification(s) in a revised plan(s)~~

~~Modify current plan(s) as needed to adjust for new goal(s)~~

~~Develop evaluation and monitoring guidelines for the revised plan(s)~~

~~Implement the revised plan(s)~~

(Zach Rada 11/16/2022)



# **Directed Studies – Current Issues in Farm Business Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBM 2222

**Type of Instruction:** Individualized

**Total Credits:** 1.0-5.0

**Total Hours of Instruction:** 4.0-20.0

### **Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **Course Outcomes:**

1. Identify the current issue(s)
2. Define related terminology
3. Explain concepts of identified current issue(s)
4. Apply current issue(s) to business
5. Analyze the effects of current issue(s) on your business
6. Identify steps of the implementation plan
7. Analyze historic data and/or rationale of changes
8. Identify strengths and weaknesses of business
9. Develop strategic plans or goals related to issue(s)
10. Develop tax management plan related to issue(s)
11. Maintain current accurate farm business records and accounts
12. Develop short term implementation plan
13. Develop long term implementation plan

14. Analyze current financial statement to determine feasibility
15. Predict the effects of the current issue(s) to financial statements

### **Course Outline:**

1. Analyze and update Farm Business Records and Accounts
  - a. Update whole farm financial records
  - b. Complete crop and livestock enterprising of direct and overhead expenses
  - c. Complete cash accuracy checks for farm business records and accounts
2. Generate Financial Statements, Business Analysis and Business Projections
  - a. Prepare accurate Balance Sheets (Market and Cost)
  - b. Complete business analysis
  - c. Modify analysis as needed with cash and Liability accuracy checks
  - d. Prepare annual cash flow for the business
3. Research benchmarking data for implications on farm planning
  - a. Examine current business analysis for potential alternative(s) in planning efforts
  - b. Compare individual business analysis to regional and state benchmark data
  - c. Evaluate individual business analysis in comparison to special sort data
  - d. Record findings
  - e. Evaluate alternative(s)
4. Develop and activate revised farm plans that meet current business needs
  - a. Specify modification(s) to the plan as needed, based on findings
  - b. Develop a process for incorporation of modification(s) in a revised plan(s)
  - c. Modify current plan(s) as needed to adjust for new goal(s)
  - d. Develop evaluation and monitoring guidelines for the revised plan(s)
  - e. Implement the revised plan(s)

### **Course Issues:**

1. Employee Management/Human Resources
2. Mediation/Bankruptcy
3. Business Restructure
4. Natural Disaster Planning/Response
5. Farm Transition Planning
6. Estate Planning
7. Government Policy/Regulation
8. Government Programs
9. Emerging Technologies

10. Business Expansion/Contraction
11. Consumer confidence/environmental stewardship
12. Strategic Market Channel Analysis
13. Financial Statements and Budgeting
14. Marketing and Cost of Production
15. Mental Health
16. Tax Planning and Management
17. Advanced Record Keeping
18. Advanced Benchmarking
19. Other Topics of Need

NEED

**Course Title:** Current Issues in Farm Business Management

**Course Number:** FBMA 2213

**Credits:** 1-5

**Course Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2223 - Directed Studies - Current Issues in Farm Business Management.)

**Course Outline:**

- I. Gather individual business and benchmarking data for developing business and personal goals
  - Assess business need(s) using farm business analysis data
  - Select the key area(s) of the business to target efforts
  - Research publications and other sources of pertinent data
  - Compare with individual, regional, state, and/or special sort business analysis data
  - Develop updated business and personal goals related to key area(s)
- II. Monitor and review all farm plans
  - Monitor existing plans to assess potential change(s) related to new area(s)
  - Evaluate updated goal(s) for addition to current farm plan(s)
  - Compare updated goal(s) for consistency with farm mission and vision
  - Adjust statements as needed for inclusion in the farm plan(s)
- III. Research data and evaluate alternatives for new or revised plans
  - Assess new information to the farm plan for potential alternative(s) as needed
  - Gather new data in support of alternative(s) for consideration
  - Incorporate business analysis data with decisions to support alternative(s)
  - Record findings
  - Evaluate alternative(s)
- IV. Develop framework for revised farm plans that meet current business needs
  - Specify modification(s) to the plan as needed, based on findings
  - Develop a process for incorporation of modification(s) in a revised plan(s)
  - Modify current plan(s) as needed to adjust for new goal(s)
  - Develop evaluation and monitoring guidelines for the revised plan(s)
  - Implement the revised plan(s)

**Course Specific Outcomes:**

1. Identify terms of the current issue;
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals;
10. Develop tax management plan;
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility; and
15. Predict the effects of the current issue to financial statements.

**Course Title:** Current Issues in Farm Business Management

**Course Number:** FBMA 2213

**Credits:** 1-5

### **Course Description**

This course is designed to further develop student skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **Current Issues**

Employee Management/Human Resources  
Mediation/Bankruptcy  
Business Restructure  
Natural Disaster Planning/Response  
Farm Transition Planning  
Estate Planning  
Government Policy/Regulation  
Government Programs  
Emerging Technologies  
Business Expansion/Contraction  
Consumer confidence/environmental stewardship  
Strategic Market Channel Analysis  
Financial Statements and Budgeting  
Marketing and Cost of Production  
Mental Health  
Tax Planning and Management  
Advanced Record Keeping  
Advanced Benchmarking  
Other Topics of Need

### **Course Outcomes:**

1. Identify the current issue(s);
2. Define related terminology;
3. Explain concepts of identified current issue(s);
4. Apply current issue(s) to business;
5. Analyze the effects of current issue(s) on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals related to issue(s);

10. Develop tax management plan related to issue(s);
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility;
15. Predict the effects of the current issue(s) to financial statements.

## **Course Outline**

### **1. Gather individual business and benchmarking data for developing business and personal goals**

- Assess business need(s) using farm business analysis data
- Select the key area(s) of the business to target efforts
- Research publications and other sources of pertinent data
- Compare with individual, regional, state, and/or special sort business analysis data
- Develop updated business and personal goals related to key area(s)

### **2. Monitor and review all farm plans**

- Monitor existing plans to assess potential change(s) related to new area(s)
- Evaluate updated goal(s) for addition to current farm plan(s)
- Compare updated goal(s) for consistency with farm mission and vision
- Adjust statements as needed for inclusion in the farm plan(s)

### **3. Research data and evaluate alternatives for new or revised plans**

- Assess new information to the farm plan for potential alternative(s) as needed
- Gather new data in support of alternative(s) for consideration
- Incorporate business analysis data with decisions to support alternative(s)
- Record findings
- Evaluate alternative(s)

### **4. Develop framework for revised farm plans that meet current business needs**

- Specify modification(s) to the plan as needed, based on findings
- Develop a process for incorporation of modification(s) in a revised plan(s)
- Modify current plan(s) as needed to adjust for new goal(s)
- Develop evaluation and monitoring guidelines for the revised plan(s)
- Implement the revised plan(s)

## **Course Description:-**

~~This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in~~

~~improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2223 Directed Studies Current Issues in Farm Business Management.)~~

**~~Course Outline: —~~**

~~Gather individual business and benchmarking data for developing business and personal goals~~

~~Assess business need(s) using farm business analysis data~~

~~Select the key area(s) of the business to target efforts~~

~~Research publications and other sources of pertinent data~~

~~Compare with individual, regional, state, and/or special sort business analysis data~~

~~Develop updated business and personal goals related to key area(s)~~

~~Monitor and review all farm plans~~

~~Monitor existing plans to assess potential change(s) related to new area(s)~~

~~Evaluate updated goal(s) for addition to current farm plan(s)~~

~~Compare updated goal(s) for consistency with farm mission and vision~~

~~Adjust statements as needed for inclusion in the farm plan(s)~~

~~Research data and evaluate alternatives for new or revised plans~~

~~Assess new information to the farm plan for potential alternative(s) as needed~~

~~Gather new data in support of alternative(s) for consideration~~

~~Incorporate business analysis data with decisions to support alternative(s)~~

~~Record findings~~

~~Evaluate alternative(s)~~

~~Develop framework for revised farm plans that meet current business needs~~

~~Specify modification(s) to the plan as needed, based on findings~~

~~Develop a process for incorporation of modification(s) in a revised plan(s)~~



~~Modify current plan(s) as needed to adjust for new goal(s)~~

~~Develop evaluation and monitoring guidelines for the revised plan(s)~~

~~Implement the revised plan(s)~~

**~~Course Specific Outcomes:—~~**

~~Identify terms of the current issue;~~

~~Define related terminology;~~

~~Explain concepts of topic;~~

~~Apply current issue to business;~~

~~Analyze the effects of current issue on your business;~~

~~Identify steps of the implementation plan;~~

~~Analyze historic data and/or rationale of changes;~~

~~Identify strengths and weaknesses of business;~~

~~Develop strategic plans or goals;~~

~~Develop tax management plan;~~

~~Maintain current accurate farm business records and accounts;~~

~~Develop short term implementation plan;~~

~~Develop long term implementation plan;~~

~~Analyze current financial statement to determine feasibility; and~~

~~Predict the effects of the current issue to financial statements.~~

(Zach Rada 11/16/2022)

# **Current Issues in Farm Business Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2213

**Type of Instruction:** Individualized

**Total Credits:** 1.0-5.0

**Total Hours of Instruction:** 4.0-20.0

### **Description:**

This course is designed to further develop student skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **Course Outcomes:**

1. Identify the current issue(s)
2. Define related terminology
3. Explain concepts of identified current issue(s)
4. Apply current issue(s) to business
5. Analyze the effects of current issue(s) on your business
6. Identify steps of the implementation plan
7. Analyze historic data and/or rationale of changes
8. Identify strengths and weaknesses of business
9. Develop strategic plans or goals related to issue(s)
10. Develop tax management plan related to issue(s)
11. Maintain current accurate farm business records and accounts
12. Develop short term implementation plan
13. Develop long term implementation plan
14. Analyze current financial statement to determine feasibility
15. Predict the effects of the current issue(s) to financial statements

## **Course Outline:**

1. Gather individual business and benchmarking data for developing business and personal goals
  - a. Assess business need(s) using farm business analysis data
  - b. Select the key area(s) of the business to target efforts
  - c. Research publications and other sources of pertinent data
  - d. Compare with individual, regional, state, and/or special sort business analysis data
  - e. Develop updated business and personal goals related to key area(s)
2. Monitor and review all farm plans
  - a. Monitor existing plans to assess potential change(s) related to new area(s)
  - b. Evaluate updated goal(s) for addition to current farm plan(s)
  - c. Compare updated goal(s) for consistency with farm mission and vision
  - d. Adjust statements as needed for inclusion in the farm plan(s)
3. Research data and evaluate alternatives for new or revised plans
  - a. Assess new information to the farm plan for potential alternative(s) as needed
  - b. Gather new data in support of alternative(s) for consideration
  - c. Incorporate business analysis data with decisions to support alternative(s)
  - d. Record findings
  - e. Evaluate alternative(s)
4. Develop framework for revised farm plans that meet current business needs
  - a. Specify modification(s) to the plan as needed, based on findings
  - b. Develop a process for incorporation of modification(s) in a revised plan(s)
  - c. Modify current plan(s) as needed to adjust for new goal(s)
  - d. Develop evaluation and monitoring guidelines for the revised plan(s)
  - e. Implement the revised plan(s)

## **Course Issues:**

1. Employee Management/Human Resources
2. Mediation/Bankruptcy
3. Business Restructure
4. Natural Disaster Planning/Response
5. Farm Transition Planning
6. Estate Planning
7. Government Policy/Regulation
8. Government Programs
9. Emerging Technologies
10. Business Expansion/Contraction

11. Consumer confidence/environmental stewardship
12. Strategic Market Channel Analysis
13. Financial Statements and Budgeting
14. Marketing and Cost of Production
15. Mental Health
16. Tax Planning and Management
17. Advanced Record Keeping
18. Advanced Benchmarking
19. Other Topics of Need

**Course Title:** Directed Studies – Current Issues in Farm Business Management

**Course Number:** FBMA 2223

**Credits:** 1-5

**Course Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2213 - Current Issues in Farm Business Management.)

**Course Outline:**

- I. Analyze and update Farm Business Records and Accounts
  - Update whole farm financial records
  - Complete crop and livestock enterprising of direct and overhead expenses
  - Complete cash accuracy checks for farm business records and accounts
- II. Generate Financial Statements, Business Analysis and Business Projections
  - Prepare accurate Balance Sheets (Market and Cost)
  - Complete business analysis
  - Modify analysis as needed with cash and Liability accuracy checks
  - Prepare annual cash flow for the business
- III. Research benchmarking data for implications on farm planning
  - Examine current business analysis for potential alternative(s) in planning efforts
  - Compare individual business analysis to regional and state benchmark data
  - Evaluate individual business analysis in comparison to special sort data
  - Record findings
  - Evaluate alternative(s)
- IV. Develop and activate revised farm plans that meet current business needs
  - Specify modification(s) to the plan as needed, based on findings
  - Develop a process for incorporation of modification(s) in a revised plan(s)
  - Modify current plan(s) as needed to adjust for new goal(s)
  - Develop evaluation and monitoring guidelines for the revised plan(s)
  - Implement the revised plan(s)

**Course Specific Outcomes:**

1. Identify terms of the current issue;
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals;
10. Develop tax management plan;
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility; and
15. Predict the effects of the current issue to financial statements.

**Course Title:** Directed Studies – Current Issues in Farm Business Management

**Course Number:** FBMA 2223

**Credits:** 1-5

**Course Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need. ~~(Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2213 – Current Issues in Farm Business Management.)~~

**Current Issues**

Employee Management/Human Resources

Mediation/Bankruptcy

Business Restructure

Natural Disaster Planning/Response

Farm Transition Planning

Estate Planning

Government Policy/Regulation

Government Programs

Emerging Technologies

Business Expansion/Contraction

Consumer confidence/environmental stewardship

Strategic Market Channel Analysis

Financial Statements and Budgeting

Marketing and Cost of Production

Mental Health

Tax Planning and Management

Advanced Record Keeping

Advanced Benchmarking

Other Topics of Need

**Course Outcomes:**

1. Identify the current issue(s);
2. Define related terminology;
3. Explain concepts of identified current issue(s);
4. Apply current issue(s) to business;
5. Analyze the effects of current issue(s) on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals related to issue(s);
10. Develop tax management plan related to issue(s);
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility;
15. Predict the effects of the current issue(s) to financial statements.

### **Course Outline:**

- I. Analyze and update Farm Business Records and Accounts
  - Update whole farm financial records
  - Complete crop and livestock enterprising of direct and overhead expenses
  - Complete cash accuracy checks for farm business records and accounts
- II. Generate Financial Statements, Business Analysis and Business Projections
  - Prepare accurate Balance Sheets (Market and Cost)
  - Complete business analysis
  - Modify analysis as needed with cash and Liability accuracy checks
  - Prepare annual cash flow for the business
- III. Research benchmarking data for implications on farm planning
  - Examine current business analysis for potential alternative(s) in planning efforts
  - Compare individual business analysis to regional and state benchmark data
  - Evaluate individual business analysis in comparison to special sort data
  - Record findings
  - Evaluate alternative(s)
- IV. Develop and activate revised farm plans that meet current business needs
  - Specify modification(s) to the plan as needed, based on findings
  - Develop a process for incorporation of modification(s) in a revised plan(s)
  - Modify current plan(s) as needed to adjust for new goal(s)
  - Develop evaluation and monitoring guidelines for the revised plan(s)
  - Implement the revised plan(s)



**~~Course Specific Outcomes:-~~**

- ~~1. Identify terms of the current issue;~~
- ~~2. Define related terminology;~~
- ~~3. Explain concepts of topic;~~
- ~~4. Apply current issue to business;~~
- ~~5. Analyze the effects of current issue on your business;~~
- ~~6. Identify steps of the implementation plan;~~
- ~~7. Analyze historic data and/or rationale of changes;~~
- ~~8. Identify strengths and weaknesses of business;~~
- ~~9. Develop strategic plans or goals;~~
- ~~10. Develop tax management plan;~~
- ~~11. Maintain current accurate farm business records and accounts;~~
- ~~12. Develop short term implementation plan;~~
- ~~13. Develop long term implementation plan;~~
- ~~14. Analyze current financial statement to determine feasibility; and~~
- ~~15. Predict the effects of the current issue to financial statements.~~

(Zach Rada 11/16/2022)

# **Directed Studies – Current Issues in Farm Business Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2223

**Type of Instruction:** Individualized

**Total Credits:** 1.0-5.0

**Total Hours of Instruction:** 4.0-20.0

### **Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **Course Outcomes:**

1. Identify the current issue(s)
2. Define related terminology
3. Explain concepts of identified current issue(s)
4. Apply current issue(s) to business
5. Analyze the effects of current issue(s) on your business
6. Identify steps of the implementation plan
7. Analyze historic data and/or rationale of changes
8. Identify strengths and weaknesses of business
9. Develop strategic plans or goals related to issue(s)
10. Develop tax management plan related to issue(s)
11. Maintain current accurate farm business records and accounts
12. Develop short term implementation plan
13. Develop long term implementation plan

14. Analyze current financial statement to determine feasibility
15. Predict the effects of the current issue(s) to financial statements

### **Course Outline:**

1. Analyze and update Farm Business Records and Accounts
  - a. Update whole farm financial records
  - b. Complete crop and livestock enterprising of direct and overhead expenses
  - c. Complete cash accuracy checks for farm business records and accounts
2. Generate Financial Statements, Business Analysis and Business Projections
  - a. Prepare accurate Balance Sheets (Market and Cost)
  - b. Complete business analysis
  - c. Modify analysis as needed with cash and Liability accuracy checks
  - d. Prepare annual cash flow for the business
3. Research benchmarking data for implications on farm planning
  - a. Examine current business analysis for potential alternative(s) in planning efforts
  - b. Compare individual business analysis to regional and state benchmark data
  - c. Evaluate individual business analysis in comparison to special sort data
  - d. Record findings
  - e. Evaluate alternative(s)
4. Develop and activate revised farm plans that meet current business needs
  - a. Specify modification(s) to the plan as needed, based on findings
  - b. Develop a process for incorporation of modification(s) in a revised plan(s)
  - c. Modify current plan(s) as needed to adjust for new goal(s)
  - d. Develop evaluation and monitoring guidelines for the revised plan(s)
  - e. Implement the revised plan(s)

### **Course Issues:**

1. Employee Management/Human Resources
2. Mediation/Bankruptcy
3. Business Restructure
4. Natural Disaster Planning/Response
5. Farm Transition Planning
6. Estate Planning
7. Government Policy/Regulation
8. Government Programs
9. Emerging Technologies

10. Business Expansion/Contraction
11. Consumer confidence/environmental stewardship
12. Strategic Market Channel Analysis
13. Financial Statements and Budgeting
14. Marketing and Cost of Production
15. Mental Health
16. Tax Planning and Management
17. Advanced Record Keeping
18. Advanced Benchmarking
19. Other Topics of Need

NEED

**Course Title:** Current Issues in Farm Business Management

**Course Number:** FBMA 2214

**Credits:** 1-5

**Course Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2224 - Directed Studies - Current Issues in Farm Business Management.)

**Course Outline:**

- I. Gather individual business and benchmarking data for developing business and personal goals
  - Assess business need(s) using farm business analysis data
  - Select the key area(s) of the business to target efforts
  - Research publications and other sources of pertinent data
  - Compare with individual, regional, state, and/or special sort business analysis data
  - Develop updated business and personal goals related to key area(s)
- II. Monitor and review all farm plans
  - Monitor existing plans to assess potential change(s) related to new area(s)
  - Evaluate updated goal(s) for addition to current farm plan(s)
  - Compare updated goal(s) for consistency with farm mission and vision
  - Adjust statements as needed for inclusion in the farm plan(s)
- III. Research data and evaluate alternatives for new or revised plans
  - Assess new information to the farm plan for potential alternative(s) as needed
  - Gather new data in support of alternative(s) for consideration
  - Incorporate business analysis data with decisions to support alternative(s)
  - Record findings
  - Evaluate alternative(s)
- IV. Develop framework for revised farm plans that meet current business needs
  - Specify modification(s) to the plan as needed, based on findings
  - Develop a process for incorporation of modification(s) in a revised plan(s)
  - Modify current plan(s) as needed to adjust for new goal(s)
  - Develop evaluation and monitoring guidelines for the revised plan(s)
  - Implement the revised plan(s)

**Course Specific Outcomes:**

1. Identify terms of the current issue;
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals;
10. Develop tax management plan;
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility; and
15. Predict the effects of the current issue to financial statements.

**Course Title:** Current Issues in Farm Business Management

**Course Number:** FBMA 2214

**Credits:** 1-5

### **Course Description**

This course is designed to further develop student skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **Current Issues**

Employee Management/Human Resources  
Mediation/Bankruptcy  
Business Restructure  
Natural Disaster Planning/Response  
Farm Transition Planning  
Estate Planning  
Government Policy/Regulation  
Government Programs  
Emerging Technologies  
Business Expansion/Contraction  
Consumer confidence/environmental stewardship  
Strategic Market Channel Analysis  
Financial Statements and Budgeting  
Marketing and Cost of Production  
Mental Health  
Tax Planning and Management  
Advanced Record Keeping  
Advanced Benchmarking  
Other Topics of Need

### **Course Outcomes:**

1. Identify the current issue(s);
2. Define related terminology;
3. Explain concepts of identified current issue(s);
4. Apply current issue(s) to business;
5. Analyze the effects of current issue(s) on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals related to issue(s);

10. Develop tax management plan related to issue(s);
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility;
15. Predict the effects of the current issue(s) to financial statements.

## **Course Outline**

### **1. Gather individual business and benchmarking data for developing business and personal goals**

- Assess business need(s) using farm business analysis data
- Select the key area(s) of the business to target efforts
- Research publications and other sources of pertinent data
- Compare with individual, regional, state, and/or special sort business analysis data
- Develop updated business and personal goals related to key area(s)

### **2. Monitor and review all farm plans**

- Monitor existing plans to assess potential change(s) related to new area(s)
- Evaluate updated goal(s) for addition to current farm plan(s)
- Compare updated goal(s) for consistency with farm mission and vision
- Adjust statements as needed for inclusion in the farm plan(s)

### **3. Research data and evaluate alternatives for new or revised plans**

- Assess new information to the farm plan for potential alternative(s) as needed
- Gather new data in support of alternative(s) for consideration
- Incorporate business analysis data with decisions to support alternative(s)
- Record findings
- Evaluate alternative(s)

### **4. Develop framework for revised farm plans that meet current business needs**

- Specify modification(s) to the plan as needed, based on findings
- Develop a process for incorporation of modification(s) in a revised plan(s)
- Modify current plan(s) as needed to adjust for new goal(s)
- Develop evaluation and monitoring guidelines for the revised plan(s)
- Implement the revised plan(s)

## **Course Description:—**

~~This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in~~



improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2224 Directed Studies Current Issues in Farm Business Management.)

**Course Outline: —**

Gather individual business and benchmarking data for developing business and personal goals

Assess business need(s) using farm business analysis data

Select the key area(s) of the business to target efforts

Research publications and other sources of pertinent data

Compare with individual, regional, state, and/or special sort business analysis data

Develop updated business and personal goals related to key area(s)

Monitor and review all farm plans

Monitor existing plans to assess potential change(s) related to new area(s)

Evaluate updated goal(s) for addition to current farm plan(s)

Compare updated goal(s) for consistency with farm mission and vision

Adjust statements as needed for inclusion in the farm plan(s)

Research data and evaluate alternatives for new or revised plans

Assess new information to the farm plan for potential alternative(s) as needed

Gather new data in support of alternative(s) for consideration

Incorporate business analysis data with decisions to support alternative(s)

Record findings

Evaluate alternative(s)

Develop framework for revised farm plans that meet current business needs

Specify modification(s) to the plan as needed, based on findings

Develop a process for incorporation of modification(s) in a revised plan(s)

~~Modify current plan(s) as needed to adjust for new goal(s)~~

~~Develop evaluation and monitoring guidelines for the revised plan(s)~~

~~Implement the revised plan(s)~~

**~~Course Specific Outcomes:—~~**

~~Identify terms of the current issue;~~

~~Define related terminology;~~

~~Explain concepts of topic;~~

~~Apply current issue to business;~~

~~Analyze the effects of current issue on your business;~~

~~Identify steps of the implementation plan;~~

~~Analyze historic data and/or rationale of changes;~~

~~Identify strengths and weaknesses of business;~~

~~Develop strategic plans or goals;~~

~~Develop tax management plan;~~

~~Maintain current accurate farm business records and accounts;~~

~~Develop short term implementation plan;~~

~~Develop long term implementation plan;~~

~~Analyze current financial statement to determine feasibility; and~~

~~Predict the effects of the current issue to financial statements.~~

(Zach Rada 11/16/2022)

# **Current Issues in Farm Business Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2214

**Type of Instruction:** Individualized

**Total Credits:** 1.0-5.0

**Total Hours of Instruction:** 4.0-20.0

### **Description:**

This course is designed to further develop student skills in business management. It provides an opportunity for students to investigate and apply tools that may be effective in improving risk management plans, strategic plans, and business plans in their farm business operations. Emphasis is placed on the research of business management alternatives to meet their business and personal needs. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **Course Outcomes:**

1. Identify the current issue(s)
2. Define related terminology
3. Explain concepts of identified current issue(s)
4. Apply current issue(s) to business
5. Analyze the effects of current issue(s) on your business
6. Identify steps of the implementation plan
7. Analyze historic data and/or rationale of changes
8. Identify strengths and weaknesses of business
9. Develop strategic plans or goals related to issue(s)
10. Develop tax management plan related to issue(s)
11. Maintain current accurate farm business records and accounts
12. Develop short term implementation plan
13. Develop long term implementation plan
14. Analyze current financial statement to determine feasibility
15. Predict the effects of the current issue(s) to financial statements

## **Course Outline:**

1. Gather individual business and benchmarking data for developing business and personal goals
  - a. Assess business need(s) using farm business analysis data
  - b. Select the key area(s) of the business to target efforts
  - c. Research publications and other sources of pertinent data
  - d. Compare with individual, regional, state, and/or special sort business analysis data
  - e. Develop updated business and personal goals related to key area(s)
2. Monitor and review all farm plans
  - a. Monitor existing plans to assess potential change(s) related to new area(s)
  - b. Evaluate updated goal(s) for addition to current farm plan(s)
  - c. Compare updated goal(s) for consistency with farm mission and vision
  - d. Adjust statements as needed for inclusion in the farm plan(s)
3. Research data and evaluate alternatives for new or revised plans
  - a. Assess new information to the farm plan for potential alternative(s) as needed
  - b. Gather new data in support of alternative(s) for consideration
  - c. Incorporate business analysis data with decisions to support alternative(s)
  - d. Record findings
  - e. Evaluate alternative(s)
4. Develop framework for revised farm plans that meet current business needs
  - a. Specify modification(s) to the plan as needed, based on findings
  - b. Develop a process for incorporation of modification(s) in a revised plan(s)
  - c. Modify current plan(s) as needed to adjust for new goal(s)
  - d. Develop evaluation and monitoring guidelines for the revised plan(s)
  - e. Implement the revised plan(s)

## **Course Issues:**

1. Employee Management/Human Resources
2. Mediation/Bankruptcy
3. Business Restructure
4. Natural Disaster Planning/Response
5. Farm Transition Planning
6. Estate Planning
7. Government Policy/Regulation
8. Government Programs
9. Emerging Technologies
10. Business Expansion/Contraction

11. Consumer confidence/environmental stewardship
12. Strategic Market Channel Analysis
13. Financial Statements and Budgeting
14. Marketing and Cost of Production
15. Mental Health
16. Tax Planning and Management
17. Advanced Record Keeping
18. Advanced Benchmarking
19. Other Topics of Need



**Course Title:** Directed Studies - Current Issues in Farm Business Management

**Course Number:** FBMA 2224

**Credits:** 1-5

**Course Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2214 - Current Issues in Farm Business Management.)

**Course Outline:**

- I. Analyze and update Farm Business Records and Accounts
  - Update whole farm financial records
  - Complete crop and livestock enterprising of direct and overhead expenses
  - Complete cash accuracy checks for farm business records and accounts
- II. Generate Financial Statements, Business Analysis and Business Projections
  - Prepare accurate Balance Sheets (Market and Cost)
  - Complete business analysis
  - Modify analysis as needed with cash and Liability accuracy checks
  - Prepare annual cash flow for the business
- III. Research benchmarking data for implications on farm planning
  - Examine current business analysis for potential alternative(s) in planning efforts
  - Compare individual business analysis to regional and state benchmark data
  - Evaluate individual business analysis in comparison to special sort data
  - Record findings
  - Evaluate alternative(s)
- IV. Develop and activate revised farm plans that meet current business needs
  - Specify modification(s) to the plan as needed, based on findings
  - Develop a process for incorporation of modification(s) in a revised plan(s)
  - Modify current plan(s) as needed to adjust for new goal(s)
  - Develop evaluation and monitoring guidelines for the revised plan(s)
  - Implement the revised plan(s)

**Course Specific Outcomes:**

1. Identify terms of the current issue;
2. Define related terminology;
3. Explain concepts of topic;
4. Apply current issue to business;
5. Analyze the effects of current issue on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals;
10. Develop tax management plan;
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility; and
15. Predict the effects of the current issue to financial statements.

**Course Title:** Directed Studies - Current Issues in Farm Business Management

**Course Number:** FBMA 2224

**Credits:** 1-5

**Course Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

**Current Issues**

Employee Management/Human Resources

Mediation/Bankruptcy

Business Restructure

Natural Disaster Planning/Response

Farm Transition Planning

Estate Planning

Government Policy/Regulation

Government Programs

Emerging Technologies

Business Expansion/Contraction

Consumer confidence/environmental stewardship

Strategic Market Channel Analysis

Financial Statements and Budgeting

Marketing and Cost of Production

Mental Health

Tax Planning and Management

Advanced Record Keeping

Advanced Benchmarking

Other Topics of Need

**Course Outcomes:**

1. Identify the current issue(s);
2. Define related terminology;
3. Explain concepts of identified current issue(s);



4. Apply current issue(s) to business;
5. Analyze the effects of current issue(s) on your business;
6. Identify steps of the implementation plan;
7. Analyze historic data and/or rationale of changes;
8. Identify strengths and weaknesses of business;
9. Develop strategic plans or goals related to issue(s);
10. Develop tax management plan related to issue(s);
11. Maintain current accurate farm business records and accounts;
12. Develop short term implementation plan;
13. Develop long term implementation plan;
14. Analyze current financial statement to determine feasibility;
15. Predict the effects of the current issue(s) to financial statements.

### **Course Outline:**

- I. Analyze and update Farm Business Records and Accounts
  - Update whole farm financial records
  - Complete crop and livestock enterprising of direct and overhead expenses
  - Complete cash accuracy checks for farm business records and accounts
- II. Generate Financial Statements, Business Analysis and Business Projections
  - Prepare accurate Balance Sheets (Market and Cost)
  - Complete business analysis
  - Modify analysis as needed with cash and Liability accuracy checks
  - Prepare annual cash flow for the business
- III. Research benchmarking data for implications on farm planning
  - Examine current business analysis for potential alternative(s) in planning efforts
  - Compare individual business analysis to regional and state benchmark data
  - Evaluate individual business analysis in comparison to special sort data
  - Record findings
  - Evaluate alternative(s)
- IV. Develop and activate revised farm plans that meet current business needs
  - Specify modification(s) to the plan as needed, based on findings
  - Develop a process for incorporation of modification(s) in a revised plan(s)
  - Modify current plan(s) as needed to adjust for new goal(s)
  - Develop evaluation and monitoring guidelines for the revised plan(s)
  - Implement the revised plan(s)

### **Implement the revised plan(s)****Course Description:—**

~~This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to~~

~~generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. (Students may enroll in a range of one to five credits during each enrollment, depending on their individual needs at the time. Students are encouraged to enroll in this course in sequence with FBMA 2214—Current Issues in Farm Business Management.)~~

**Course Outline:——**

~~Analyze and update Farm Business Records and Accounts~~

~~Update whole farm financial records~~

~~Complete crop and livestock enterprising of direct and overhead expenses~~

~~Complete cash accuracy checks for farm business records and accounts~~

~~Generate Financial Statements, Business Analysis and Business Projections~~

~~Prepare accurate Balance Sheets (Market and Cost)~~

~~Complete business analysis~~

~~Modify analysis as needed with cash and Liability accuracy checks~~

~~Prepare annual cash flow for the business~~

~~Research benchmarking data for implications on farm planning~~

~~Examine current business analysis for potential alternative(s) in planning efforts~~

~~Compare individual business analysis to regional and state benchmark data~~

~~Evaluate individual business analysis in comparison to special sort data~~

~~Record findings~~

~~Evaluate alternative(s)~~

~~Develop and activate revised farm plans that meet current business needs~~

~~Specify modification(s) to the plan as needed, based on findings~~

~~Develop a process for incorporation of modification(s) in a revised plan(s)~~

~~Modify current plan(s) as needed to adjust for new goal(s)~~

~~Develop evaluation and monitoring guidelines for the revised plan(s)~~

~~Implement the revised plan(s)~~

~~**Course Specific Outcomes:—**~~

~~Identify terms of the current issue;~~

~~Define related terminology;~~

~~Explain concepts of topic;~~

~~Apply current issue to business;~~

~~Analyze the effects of current issue on your business;~~

~~Identify steps of the implementation plan;~~

~~Analyze historic data and/or rationale of changes;~~

~~Identify strengths and weaknesses of business;~~

~~Develop strategic plans or goals;~~

~~Develop tax management plan;~~

~~Maintain current accurate farm business records and accounts;~~

~~Develop short term implementation plan;~~

~~Develop long term implementation plan;~~

~~Analyze current financial statement to determine feasibility; and~~

~~Predict the effects of the current issue to financial statements.~~

(Zach Rada 11/16/2022)

# **Directed Studies – Current Issues in Farm Business Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMA 2224

**Type of Instruction:** Individualized

**Total Credits:** 1.0-5.0

**Total Hours of Instruction:** 4.0-20.0

### **Description:**

This course is designed to assist students further develop their skills in business management. It provides an opportunity for students to maintain the financial and enterprise data base, to generate financial statements, business analyses, and financial projections required for risk management planning, strategic management planning, and farm business plan development. This data also provides the basis for commodity market planning and tax management planning. Emphasis is placed on the development and maintenance of farm business data, reports, and plans. Student and instructor will determine number of credits between one to five and determine current issue(s) topic based on student's need.

### **Course Outcomes:**

1. Identify the current issue(s)
2. Define related terminology
3. Explain concepts of identified current issue(s)
4. Apply current issue(s) to business
5. Analyze the effects of current issue(s) on your business
6. Identify steps of the implementation plan
7. Analyze historic data and/or rationale of changes
8. Identify strengths and weaknesses of business
9. Develop strategic plans or goals related to issue(s)
10. Develop tax management plan related to issue(s)
11. Maintain current accurate farm business records and accounts
12. Develop short term implementation plan
13. Develop long term implementation plan

14. Analyze current financial statement to determine feasibility
15. Predict the effects of the current issue(s) to financial statements

### **Course Outline:**

1. Analyze and update Farm Business Records and Accounts
  - a. Update whole farm financial records
  - b. Complete crop and livestock enterprising of direct and overhead expenses
  - c. Complete cash accuracy checks for farm business records and accounts
2. Generate Financial Statements, Business Analysis and Business Projections
  - a. Prepare accurate Balance Sheets (Market and Cost)
  - b. Complete business analysis
  - c. Modify analysis as needed with cash and Liability accuracy checks
  - d. Prepare annual cash flow for the business
3. Research benchmarking data for implications on farm planning
  - a. Examine current business analysis for potential alternative(s) in planning efforts
  - b. Compare individual business analysis to regional and state benchmark data
  - c. Evaluate individual business analysis in comparison to special sort data
  - d. Record findings
  - e. Evaluate alternative(s)
4. Develop and activate revised farm plans that meet current business needs
  - a. Specify modification(s) to the plan as needed, based on findings
  - b. Develop a process for incorporation of modification(s) in a revised plan(s)
  - c. Modify current plan(s) as needed to adjust for new goal(s)
  - d. Develop evaluation and monitoring guidelines for the revised plan(s)
  - e. Implement the revised plan(s)

### **Course Issues:**

1. Employee Management/Human Resources
2. Mediation/Bankruptcy
3. Business Restructure
4. Natural Disaster Planning/Response
5. Farm Transition Planning
6. Estate Planning
7. Government Policy/Regulation
8. Government Programs
9. Emerging Technologies

10. Business Expansion/Contraction
11. Consumer confidence/environmental stewardship
12. Strategic Market Channel Analysis
13. Financial Statements and Budgeting
14. Marketing and Cost of Production
15. Mental Health
16. Tax Planning and Management
17. Advanced Record Keeping
18. Advanced Benchmarking
19. Other Topics of Need



## **Specialty Crops Course Descriptions**

**SCMT 1110 System Goal Setting** - This course is geared towards people who are thinking about starting a business growing specialty crops. Students will consider several major factors before deciding whether or not to become a specialty crop producer. Advantages and disadvantages of different

**SCMT 1111 Introduction to Specialty Crops** - This course introduces the student to specific crop enterprise opportunities available to generate income on limited acreage. Emphasis will be placed on establishing family and business goals that will help the student select crop enterprises that would be compatible with their economic requirements and management ability.

**SCMT 1112 Introduction to Financial Planning and Analysis** - This course will introduce the student to the process of financial planning and analysis for the specialty crop business. Students will establish an effective record keeping system and learn how to use the information to plan cash flow needs and monitor the performance of the business.

**SCMT 1114 Marketing of Specialty Crops** - This course covers the steps involved in developing a strategy to sell locally grown produce. Students will estimate the population in their marketing area and determine if farmer's markets, wholesale or consumer supported agriculture (CSA) will provide the best approach for selling their products.

**SCMT 1116 Introduction to Soils and Plant Growth** - This course will provide students with an understanding of soil types, their characteristics and which crops will grow best on their soils. Students will learn how to manage soils to achieve desired plant growth by using nutrient management techniques appropriate to specific soil types and crop growth needs.

**SCMT 1117 Pest Identification and Control** - This course introduces the student to Integrated Pest Management techniques. Students will learn how to identify the most common insects, diseases and weeds that threaten their crops, and learn to choose appropriate cultural practices and pesticides for each pest.

**SCMT 1119 Pesticide Safety and Handling** - This course covers how to properly and safely apply pesticides to crops. Students will learn the difference between restricted use and non-restricted use pesticides and determine if they will need to acquire a pesticide applicators license. Different sprayers appropriate for their farming operation will also be covered.

**SCMT 1121 Fertilizer Selection and Handling** - This course covers the selection and application of fertilizer materials used in the production of specialty crops. Students will learn how to calculate nitrogen and other nutrient needs for their crops based on crop demand and soil tests.

## **Specialty Crops Course Descriptions**

**SCMT 1124 Irrigation Planning and Management** - This course covers the selection, design and management of irrigation systems appropriate to specialty crops. Students will learn the advantages of using a drip system versus using impact sprinklers or micro sprinklers. The unique water needs of various specialty crops and soil types will be covered.

**SCMT 1135 Labor, Risk and Tax Management** - This course covers unique labor, insurance and tax circumstances that pertain to the business of producing and selling fruits and vegetables in direct market and wholesale outlets. Students will learn about options for buying crop insurance for specialty crops, and will also learn steps they can take to reduce their liability insurance.

**SCMT 2125 Advertising and Customer Relations** - This course covers the use of advertising to increase sales and expand the customer base. Students will identify the most effective advertising strategies for their business location and learn methods to handle dissatisfied customers.

**SCMT 2127 Advanced Financial Planning and Analysis** - This course provides students with a systematic method to assess specialty crop business enterprise strengths and weaknesses based on information obtained through computerized analysis of specialty crop business accounts. Students will learn how to use information from the analysis to make changes in their specialty crops business.

**SCMT 2131 Advanced Soils and Plant Nutrition** - This course identifies the nutrient needs for various specialty crops and alternative methods of achieving and maintaining desired nutrient levels. Students will learn how CEC and pH influence soil fertility and which nutrients are best added with foliar feeding.

**SCMT 2132 Advanced Marketing Strategies** - Students will look at different ways to market their products to determine which marketing channel will help them meet their business goals. Students will learn how to interpret specialty crop business analyses to help make marketing decisions.

**SCMT 2136 Advanced Pest Identification and Control** - This course covers alternative methods of weed, insect and disease control. Students will learn both cultural practices and chemical methods to control specific pests. Special emphasis will be placed on understanding the life cycles of insects, fungi and weeds that reduce crop yields.



# **System Goal Setting**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** SCMT 1110

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 2.0

### **Description:**

This course is geared towards people who are thinking about starting a business growing specialty crops. Students will consider several major factors before deciding whether or not to become a specialty crop producer. Advantages and disadvantages of different crops will be covered.

### **Course Outcomes:**

1. Provide all basic data needed to develop a business plan
2. List available resources that could be used in a specialty crops business
3. Examine family and financial goals
4. Evaluate advantages and disadvantages of different crops
5. Create a farm business plan
6. Evaluate the business plan based on realistic market expectations

# Introduction to Specialty Crops

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** SCMT 1111

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 2.0

### Description:

This course introduces the student to specific crop enterprise opportunities available to generate income on limited acreage. Emphasis will be placed on establishing family and business goals that will help the student select crop enterprises that would be compatible with their economic requirements and management ability.

### Course Outcomes:

1. Describe and prioritize family and financial goals
2. Describe the income potential for specific crops
3. List unique management requirements of specialty crop enterprises
4. Identify enterprises that will fit the business's location
5. Identify labor, capital, land, equipment and water needed for selected crop enterprises
6. Give examples of potential problems related to selected enterprises

# Introduction to Financial Planning and Analysis

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** SCMT 1112

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 2.0

### Description:

This course will introduce the student to the process of financial planning and analysis for the specialty crop business. Students will establish an effective record keeping system and learn how to use the information to plan cash flow needs and monitor the performance of the business.

### Course Outcomes:

1. Create a business analysis
2. Identify record system needs
3. Compare and contrast different software for record keeping
4. Develop cash flow projections using production costs and returns
5. Assess farm asset acquisition cash requirements
6. Assess farm operating cash requirements

# Marketing of Specialty Crops

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** SCMT 1114

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 2.0

### Description:

This course covers the steps involved in developing a strategy to sell locally grown produce. Students will estimate the population in their marketing area and determine if farmer's markets, wholesale or consumer supported agriculture (CSA) will provide the best approach for selling their products.

### Course Outcomes:

1. List available marketing channels
2. Determine population within market area
3. Identify potential competitors
4. List products to be marketed
5. Identify best marketing channels
6. Estimate product demand

# Introduction to Soils and Plant Growth

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** SCMT 1116

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 2.0

### Description:

This course will provide students with an understanding of soil types, their characteristics and which crops will grow best on their soils. Students will learn how to manage soils to achieve desired plant growth by using nutrient management techniques appropriate to specific soil types and crop growth needs.

### Course Outcomes:

1. Identify soil types
2. Identify the mineral elements needed for plant growth
3. Interpret site selection criteria
4. Describe the effects of nutrient deficiencies on plant growth
5. Describe the relationship of nutrients to plant growth
6. Explain the benefits of proper soil management
7. Explain the benefits of soil organic matter

# **Pest Identification and Control**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** SCMT 1117

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 2.0

### **Description:**

This course introduces the student to Integrated Pest Management techniques. Students will learn how to identify the most common insects, diseases and weeds that threaten their crops, and learn to choose appropriate cultural practices and pesticides for each pest.

### **Course Outcomes:**

1. Identify most common crop diseases
2. Identify most common crop pests
3. Identify most common crop weeds
4. Choose best resources for pest control
5. Describe the relationship between weather patterns and disease pressure
6. Describe the differences between pests, disease, and environmental injury
7. Describe the benefits of culture versus chemical control for pests, diseases, and weeds

# **Pesticide Safety and Handling**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** SCMT 1119

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 2.0

### **Description:**

This course covers how to properly and safely apply pesticides to crops. Students will learn the difference between restricted use and non-restricted use pesticides and determine if they will need to acquire a pesticide applicators license. Different sprayers appropriate for their farming operation will also be covered.

### **Course Outcomes:**

1. Demonstrate how to read and follow pesticide labels
2. Identify pesticide application equipment appropriate for specialty crop
3. Differentiate the difference between restricted use and non-restricted use pesticides
4. Determine the need to obtain a pesticide applicators license
5. Give examples of problems due to pesticide drift and leakage
6. Summarize worker protection standards

# Fertilizer Selection and Handling

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** SCMT 1121

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 2.0

### Description:

This course covers the selection and application of fertilizer materials used in the production of specialty crops. Students will learn how to calculate nitrogen and other nutrient needs for their crops based on crop demand and soil tests.

### Course Outcomes:

1. Balance fertilizer with soil test recommendations
2. Calculate nitrogen needs by understanding crop demand
3. Determine fertilizer rate per row
4. Differentiate between types of nitrogen and understand which type is best for their crop
5. Identify the elements of fertilizer by the numeric label
6. Discuss the benefits and disadvantages of synthetic and organic fertilizers



# **Irrigation Planning and Management**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** SCMT 1124

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 2.0

### **Description:**

This course covers the selection, design and management of irrigation systems appropriate to specialty crops. Students will learn the advantages of using a drip system versus using impact sprinklers or micro sprinklers. The unique water needs of various specialty crops and soil types will be covered.

### **Course Outcomes:**

1. Select from different types of irrigation systems
2. List criteria for selecting a specific irrigation system
3. Identify crop water use relative to crop development and maturity
4. Identify soil water holding capabilities of specific soils
5. Calculate appropriate irrigation
6. Design an irrigation system for optimum crop production

# Labor, Risk and Tax Management

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** SCMT 1135

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 2.0

### Description:

This course covers unique labor, insurance and tax circumstances that pertain to the business of producing and selling fruits and vegetables in direct market and wholesale outlets. Students will learn about options for buying crop insurance for specialty crops, and will also learn steps they can take to reduce their liability insurance.

### Course Outcomes:

1. Identify the different types of business
2. Determine insurance needs for business and crops
3. Determine potential hazards to the public
4. Summarize Agricultural Worker Protection Standards (WPS)
5. Identify payroll requirements for the operation.
6. Explain when workers' compensation insurance is needed

# **Advertising and Customer Relations**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** SCMT 2125

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 2.0

### **Description:**

This course covers the use of advertising to increase sales and expand the customer base. Students will identify the most effective advertising strategies for their business location and learn methods to handle dissatisfied customers.

### **Course Outcomes:**

1. Develop an advertising plan using different marketing mediums
2. Analyze data to determine advertising effectiveness
3. Develop strategies for positive customer relations
4. Create a plan to expand customer base
5. Describe training procedures for employees
6. Employ appropriate methods to respond to customer dissatisfaction

# **Advanced Financial Planning and Analysis**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** SCMT 2127

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 2.0

### **Description:**

This course provides students with a systematic method to assess specialty crop business enterprise strengths and weaknesses based on information obtained through computerized analysis of specialty crop business accounts. Students will learn how to use information from the analysis to make changes in their specialty crops business.

### **Course Outcomes:**

1. Interpret a farm business analysis and crop enterprise analysis
2. Describe various measures of farm profitability
3. Analyze net farm income versus gross farm income
4. Identify different business cost centers
5. Utilize business analysis to evaluate farm growth and investment
6. Demonstrate understanding of farm financial ratios

# **Advanced Soils and Plant Nutrition**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** SCMT 2131

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 2.0

### **Description:**

This course identifies the nutrient needs for various specialty crops and alternative methods of achieving and maintaining desired nutrient levels. Students will learn how CEC and pH influence soil fertility and which nutrients are best added with foliar feeding.

### **Course Outcomes:**

1. Explain best practices for fertilization of different soil texture types
2. Interpret the cation exchange capacity to develop fertilizer recommendations
3. Explain how soil pH affects nutrient availability
4. Identify the nutrients and application for foliar feeding
5. Identify the relationship of soil organic matter levels to soil fertility
6. Discuss the interaction of soil mineral elements

# **Advanced Marketing Strategies**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** SCMT 2132

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 2.0

### **Description:**

Students will look at different ways to market their products to determine which marketing channel will help them meet their business goals. Students will learn how to interpret specialty crop business analyses to help make marketing decisions.

### **Course Outcomes:**

1. Analyze short-term and long-term specialty crop market trends
2. Calculate costs of different marketing channels
3. Design new marketing strategies
4. Investigate underserved markets
5. Distinguish between niche markets and general markets
6. Determine market potential and market saturation

# **Advanced Pest Identification and Control**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** SCMT 2136

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 2.0

### **Description:**

This course covers alternative methods of weed, insect and disease control. Students will learn both cultural practices and chemical methods to control specific pests. Special emphasis will be placed on understanding the life cycles of insects, fungi and weeds that reduce crop yields.

### **Course Outcomes:**

1. Identify the importance of keeping accurate application records
2. Demonstrate an adequate understanding of pesticide label and use precautions
3. Describe criteria for selecting effective pesticide application equipment
4. Formulate pest control strategies using information from the life cycle of major pests
5. Evaluate economic thresholds for applying insecticides and fungicides
6. Describe why spraying at specific crop or pest stages will give maximum control

**Course Title:** Exploration of Value Added Enterprises

**Course Number:** FBMF 1253

**Credits:** 2

**Course Description:**

This course will provide the student with the basic understanding of what value added enterprises are and how they can affect the farm business. The student will gain the knowledge of various value added enterprises and their relation to a farm management cycle.

**Course Outline:**

- I. Examine added enterprises alternatives
  - Identify regional value added enterprises
  - Consider types of value added enterprises appropriate for the farm business
  - Complete basic SWOT analysis
- II. Investigate processes related to successful outcomes
  - Compare investments of various value added enterprises
  - Evaluate management concepts for various value added enterprises
  - Prepare options for selection process
- III. Selection of value added enterprise
  - Identify recordkeeping needs.
  - Compare the impact of alternatives on the current system
  - Select a value added enterprise for developing a plan
- IV. Developing a farm business plan using the value added enterprises as a component of the farm business
  - Incorporate value added enterprise in to business mission, vision, and goal
  - Identify investment needs
  - Project profitability
  - Complete computerized business plan

**Course Specific Outcomes:**

1. Evaluate and compare the concepts of value added enterprises
2. Select a value added enterprise fitting the current farm business.



**Course Title:** Exploration of Value-Added Enterprises

**Course Number:** FBMF 1253

**Credits:** 2

**Course Description:**

This course will explore value added enterprises and how they can affect the farm business. Students will develop a farm business plan using value added enterprises as a component of the farm business.

**Course Specific Outcomes:**

1. Explore the concepts of value-added enterprises
2. Review a value-added enterprise fitting the current farm business.
3. Identify regional value-added enterprises
4. Complete basic SWOT analysis
5. Recognize value added enterprise to business mission, vision, and goal
6. Evaluate profitability

**Course Outline:**

- I. Examine added enterprises alternatives
  - Identify regional value-added enterprises
  - Consider types of value-added enterprises appropriate for the farm business
  - Complete basic SWOT analysis
- II. Investigate processes related to successful outcomes
  - Compare investments of various value-added enterprises
  - Evaluate management concepts for various value-added enterprises
  - Prepare options for selection process
- III. Selection of value-added enterprise
  - Identify recordkeeping needs.
  - Compare the impact of alternatives on the current system
  - Select a value-added enterprise for developing a plan
- IV. Developing a farm business plan using the value-added enterprises as a component of the farm business
  - Incorporate value added enterprise in to business mission, vision, and goal
  - Identify investment needs
  - Project profitability
  - Complete computerized business plan

# Exploration of Value-Added Enterprises

## Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1253

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### Description:

This course will explore value added enterprises and how they can affect the farm business. Students will develop a farm business plan using value added enterprises as a component of the farm business.

### Course Outcomes:

1. Explore the concepts of value-added enterprises
2. Review a value-added enterprise fitting the current farm business
3. Identify regional value-added enterprises
4. Complete basic SWOT analysis
5. Recognize value added enterprise to business mission, vision, and goals
6. Evaluate profitability

### Course Outline:

1. Examine added enterprises alternatives
  - a. Identify regional value-added enterprises
  - b. Consider types of value-added enterprises appropriate for the farm business
  - c. Complete basic SWOT analysis
2. Investigate processes related to successful outcomes
  - a. Compare investments of various value-added enterprises
  - b. Evaluate management concepts for various value-added enterprises
  - c. Prepare options for selection process
3. Selection of value-added enterprise
  - a. Identify recordkeeping needs
  - b. Compare the impact of alternatives on the current system

- c. Select a value-added enterprise for developing a plan
- 4. Developing a farm business plan using the value-added enterprises as a component of the farm business
  - a. Incorporate value added enterprise in to business mission, vision, and goal
  - b. Identify investment needs
  - c. Project profitability
  - d. Complete computerized business plan

**Course Title:** Incorporating of Value Added Enterprises

**Course Number:** FBMT 1254

**Credits:** 2

**Course Description:**

This course will provide the student with the knowledge of the farm management cycle with the incorporation of a value added enterprise and the outcomes of the financial and business analysis of the farm.

**Course Outline:**

- I. Collect data necessary to evaluated value added enterprise profitability.
  - Record data necessary for analysis of the business
  - Adjust production and inventory data for yearend closeout
  - Closeout records for business analysis
- II. Interpret the analysis of the contributions from the value added enterprise(s).
  - Complete the business analysis
  - Evaluate report data to determine overall business profitability
  - Consider contributions to overhead and enterprise profitability
- III. Examine financial documents as they relate directly to the value added enterprise(s)
  - Review variable costs for the value added enterprise(s)
  - Review fixed costs for the value added enterprise(s)
  - Evaluate selected economic factors from the enterprise table to demonstrate value to the business
- IV. Assemble data to plan for the next business cycle
  - Incorporate value added enterprise in to annual business plan
  - Incorporate value added enterprise in to annual cash flow plan
  - Project profitability of business including the value added enterprise(s)
  - Complete an updated whole farm business plan as needed

**Course Specific Outcomes:**

1. Evaluate the analysis of value added enterprises.
2. Use the data collected for future farm business planning

**Course Title:** Incorporating of Value-Added Enterprises

**Course Number:** FBMT 1254

**Credits:** 2

**Course Description:**

This course will provide the student with the knowledge of incorporating a value-added enterprise and evaluating outcomes of the analysis of the farm.

**Course Specific Outcomes:**

1. Distinguish the concepts of value-added enterprises
2. Use a value-added enterprise fitting the current farm business.
3. Interpret regional value-added enterprise impacts
4. Complete basic SWOT analysis
5. Appraise value added enterprise to business mission, vision, and goal
6. Evaluate profitability

**Course Outline:**

- I. Collect data necessary to evaluated value added enterprise profitability.
  - Record data necessary for analysis of the business
  - Adjust production and inventory data for yearend closeout
  - Closeout records for business analysis
- II. Interpret the analysis of the contributions from the value-added enterprise(s).
  - Complete the business analysis
  - Evaluate report data to determine overall business profitability
  - Consider contributions to overhead and enterprise profitability
- III. Examine financial documents as they relate directly to the value-added enterprise(s)
  - Review variable costs for the value-added enterprise(s)
  - Review fixed costs for the value-added enterprise(s)
  - Evaluate selected economic factors from the enterprise table to demonstrate value to the business
- IV. Assemble data to plan for the next business cycle
  - Incorporate value added enterprise in to annual business plan

# **Incorporating of Value-Added Enterprises**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1254

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course will provide the student with the knowledge of incorporating a value-added enterprise and evaluating outcomes of the analysis of the farm.

### **Course Outcomes:**

1. Distinguish the concepts of value-added enterprises
2. Use a value-added enterprise fitting the current farm business
3. Interpret regional value-added enterprise impacts
4. Complete basic SWOT analysis
5. Appraise value added enterprise to business mission, vision, and goals
6. Evaluate profitability

### **Course Outline:**

1. Collect data necessary to evaluated value added enterprise profitability
  - a. Record data necessary for analysis of the business
  - b. Adjust production and inventory data for yearend closeout
  - c. Closeout records for business analysis
2. Interpret the analysis of the contributions from the value-added enterprise(s)
  - a. Complete the business analysis
  - b. Evaluate report data to determine overall business profitability
  - c. Consider contributions to overhead and enterprise profitability
3. Examine financial documents as they relate directly to the value-added enterprise(s)
  - a. Review variable costs for the value-added enterprise(s)
  - b. Review fixed costs for the value-added enterprise(s)
  - c. Evaluate selected economic factors from the enterprise table to demonstrate value to the business
4. Assemble data to plan for the next business cycle

- a. Incorporate value added enterprise in to annual business plan
- b. Incorporate value added enterprise in to annual cash flow plan
- c. Project profitability of business including the value-added enterprise(s)
- d. Complete an updated whole farm business plan as needed

NEEN

**Course Title:** Environmental Issues on Today's Farm

**Course Number:** FBMT 1260

**Credits:** 3

**Course Description:**

This course will offer the student insights and responsibilities of being a steward of the land. With new environmental policies that are law, the student will learn the necessary requirements to meet the current environmental policies.

**Course Outline:**

- I. Awareness of the current environmental issues
  - Identify current environmental issues
  - Review impact of issues on the farm business
  - Complete basic SWOT analysis
- II. Consider implement of conservation practices
  - Review conservation practices influencing environmental issue(s)
  - Identify new opportunities for programs to support conservation investments
  - Select conservation practices
- III. Consider record keeping practices to meet environmental needs
  - Identify recordkeeping needs
  - Compare needs to current system
  - Implement revisions and/or updates to current system to meet needs
- IV. Importance of compliance
  - Identify compliance issues
  - Maintain conservation practices for compliance

**Course Specific Outcomes:**

1. Identify the needs as it pertains to the current environmental programs and policiesUse the data collected for future farm business planning
2. Develop an environmental plan for their farm business



**Course Title:** Environmental Issues on Today's Farm

**Course Number:** FBMF 1260

**Credits:** 3

**Course Description:**

This course will offer the student insights and responsibilities of being a steward of the land. With new environmental policies, the student will learn the necessary requirements to meet the current environmental policies.

**Course Specific Outcomes:**

1. Identify needs as it pertains to current environmental programs and policies
2. Develop an environmental plan for their farm business
3. Identify current environmental issues
4. Review impact of issues on the farm business
5. Complete basic SWOT analysis
6. Review conservation practices influencing environmental issue(s)
7. Identify new opportunities for programs to support conservation investments
8. Select conservation practices
9. Maintain conservation practices for compliance

**Course Outline:**

- I. Awareness of the current environmental issues
  - Identify current environmental issues
  - Review impact of issues on the farm business
  - Complete basic SWOT analysis
- II. Consider implement of conservation practices
  - Review conservation practices influencing environmental issue(s)
  - Identify new opportunities for programs to support conservation investments
  - Select conservation practices
- III. Consider record keeping practices to meet environmental needs
  - Identify recordkeeping needs
  - Compare needs to current system
  - Implement revisions and/or updates to current system to meet needs
- IV. Importance of compliance

- Identify compliance issues
- Maintain conservation practices for compliance

# Environmental Issues on Today's Farm

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 1260

**Type of Instruction:** Individualized

**Total Credits:** 3.0

**Total Hours of Instruction:** 12.0

### Description:

This course will offer the student insights and responsibilities of being a steward of the land. With new environmental policies, the student will learn the necessary requirements to meet the current environmental policies.

### Course Outcomes:

1. Identify needs as it pertains to current environmental programs and policies
2. Develop an environmental plan for their farm business
3. Identify current environmental issues
4. Review impact of issues on the farm business
5. Complete basic SWOT analysis
6. Review conservation practices influencing environmental issue(s)
7. Identify new opportunities for programs to support conservation investments
8. Select conservation practices
9. Maintain conservation practices for compliance

### Course Outline:

1. Awareness of the current environmental issues
  - a. Identify current environmental issues
  - b. Review impact of issues on the farm business
  - c. Complete basic SWOT analysis
2. Consider implement of conservation practices
  - a. Review conservation practices influencing environmental issue(s)

- b. Identify new opportunities for programs to support conservation investments
  - c. Select conservation practices
- 3. Consider record keeping practices to meet environmental needs
  - a. Identify recordkeeping needs
  - b. Compare needs to current system
  - c. Implement revisions and/or updates to current system to meet needs
- 4. Importance of compliance
  - a. Identify compliance issues
  - b. Maintain conservation practices for compliance

**Course Title:** Management of Value Added Enterprises

**Course Number:** FBMT 1255

**Credits:** 2

**Course Description:**

This course will provide the student with an in-depth knowledge of management aspects of value added enterprises.

**Course Outline:**

- I. Investigate the value added enterprise(s) production characteristics
  - Record data necessary for analysis of characteristics
  - Identify strengths and weaknesses of the enterprise(s) to date
  - Adjust production as needed
- II. Analyze contributions of the resources needed for value added enterprise(s)
  - Complete an resource inventory for the enterprise
  - Review business analysis data to evaluate the contributions
  - Identify opportunities for new resources or enhanced resources
- III. Select the management concepts beneficial to the value added enterprises and the farm business
  - Identify concepts that relate to the value added enterprise(s)
  - Consider management decisions and their influence on the enterprise
  - Review impact of value added enterprise(s)' management decisions on the business
  - Select new management concepts that enhance the quality of business decisions

**Course Specific Outcomes:**

1. Apply management concepts used in value added enterprises
2. Identify types of production concepts related to value added enterprises

**Course Title:** Management of Value-Added Enterprises

**Course Number:** FBM 1255

**Credits:** 2

**Course Description:**

This course will provide the student with an in-depth knowledge of evaluation and management aspects of value-added enterprises.

**Course Specific Outcomes:**

1. Identify the concepts of value-added enterprises
2. Identify opportunities for new resources or enhanced resources.
3. Assess regional value-added enterprises impacts
4. Summarize basic SWOT analysis
5. Review impact of value-added enterprise to business mission, vision, and goal
6. Evaluate profitability

**Course Outline:**

- I. Investigate the value-added enterprise(s) production characteristics
  - Record data necessary for analysis of characteristics
  - Identify strengths and weaknesses of the enterprise(s) to date
  - Adjust production as needed
- II. Analyze contributions of the resources needed for value added enterprise(s)
  - Complete a resource inventory for the enterprise
  - Review business analysis data to evaluate the contributions
  - Identify opportunities for new resources or enhanced resources
- III. Select the management concepts beneficial to the value-added enterprises and the farm business
  - Identify concepts that relate to the value-added enterprise(s)
  - Consider management decisions and their influence on the enterprise
  - Review impact of value-added enterprise(s)' management decisions on the business
  - Select new management concepts that enhance the quality of business decisions

# **Management of Value-Added Enterprises**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBM 1255

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course will provide the student with an in-depth knowledge of evaluation and management aspects of value-added enterprises.

### **Course Outcomes:**

1. Identify the concepts of value-added enterprises
2. Identify opportunities for new resources or enhanced resources
3. Assess regional value-added enterprises impacts
4. Summarize basic SWOT analysis
5. Review impact of value-added enterprise to business mission, vision, and goals
6. Evaluate profitability

### **Course Outline:**

1. Investigate the value-added enterprise(s) production characteristics
  - a. Record data necessary for analysis of characteristics
  - b. Identify strengths and weaknesses of the enterprise(s) to date
  - c. Adjust production as needed
2. Analyze contributions of the resources needed for value added enterprise(s)
  - a. Complete a resource inventory for the enterprise
  - b. Review business analysis data to evaluate the contributions
  - c. Identify opportunities for new resources or enhanced resources
3. Select the management concepts beneficial to the value-added enterprises and the farm business
  - a. Identify concepts that relate to the value-added enterprise(s)
  - b. Consider management decisions and their influence on the enterprise

**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2215

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugarbeets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

### **Course Outline**

#### **I. Determine a marketing management specific focus for the course based on your farm business**

- Select marketing management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

#### **II. Investigate information related to the marketing management special focus**

- Research publications and other sources of pertinent data
- Compare data for options related to focus area

#### **III. Develop an implementation plan**

- Identify key factors to include in plan



- Incorporate findings into plan
- Finalize the plan

#### IV. Implement the plan

#### V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

### **Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Measure effects of marketing plans

**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2215 - FBMT 2219

**Credits:** 2

**Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

**Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Analyze effectiveness of marketing plan

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugarbeets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

# Special Topics – Marketing

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2215 FBMT 2219

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### Description:

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

### Course Outcomes:

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Analyze effectiveness of marketing plan

### Course Issues:

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugar beets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2216

**Credits:** 2

**Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugarbeets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

**Course Outline**

**I. Determine a marketing management specific focus for the course based on your farm business**

- A. Select marketing management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

**II. Investigate information related to the marketing management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

**III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

**IV. Implement the plan**  
**V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

**Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Measure effects of marketing plans

**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2215 - FBMT 2219

**Credits:** 2

**Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

**Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Analyze effectiveness of marketing plan

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugarbeets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

# Special Topics – Marketing

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2215 FBMT 2219

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### Description:

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

### Course Outcomes:

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Analyze effectiveness of marketing plan

### Course Issues:

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugar beets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2217

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugarbeets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

### **Course Outline**

#### **I. Determine a marketing management specific focus for the course based on your farm business**

- A. Select marketing management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the marketing management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**



- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

**IV. Implement the plan**

**V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

**Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Measure effects of marketing plans

**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2215 - FBMT 2219

**Credits:** 2

**Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

**Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Analyze effectiveness of marketing plan

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugarbeets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

# Special Topics – Marketing

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2215 FBMT 2219

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### Description:

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

### Course Outcomes:

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Analyze effectiveness of marketing plan

### Course Issues:

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugar beets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2218

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugarbeets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

### **Course Outline**

#### **I. Determine a marketing management specific focus for the course based on your farm business**

- A. Select marketing management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the marketing management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

**IV. Implement the plan**  
**V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

**Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Measure effects of marketing plans

**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2215 - FBMT 2219

**Credits:** 2

**Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

**Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Analyze effectiveness of marketing plan

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugarbeets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

# Special Topics – Marketing

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2215 FBMT 2219

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### Description:

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

### Course Outcomes:

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Analyze effectiveness of marketing plan

### Course Issues:

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugar beets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2219

**Credits:** 2

**Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugarbeets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

**Course Outline**

**I. Determine a marketing management specific focus for the course based on your farm business**

- A. Select marketing management area to be evaluated
- B. Identify factors for consideration
- C. Examine tools needed to assist with analysis

**II. Investigate information related to the marketing management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

**III. Develop an implementation plan**



- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

**IV. Implement the plan**

**V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

**Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Measure effects of marketing plans

**Course Title:** Special Topics - Marketing

**Course Number:** FBMT 2215 - FBMT 2219

**Credits:** 2

**Course Description**

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

**Course Outcomes**

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Analyze effectiveness of marketing plan

Small Grains

Corn

Soybeans

Pork

Cattle

Milk

Canola

Edible Beans

Vegetable Crops

Sugarbeets

Grass Seed

Forages

Seed Crops

Wild Rice

Sunflowers

Other commodities not listed

Organic Products

# Special Topics – Marketing

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State  
**Developers:** FBM Curriculum Review Team  
**Course Number:** FBMT 2215 FBMT 2219  
**Type of Instruction:** Individualized  
**Total Credits:** 2.0  
**Total Hours of Instruction:** 8.0

### Description:

This course focuses on the analysis of special topics in marketing management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best fit student needs.

### Course Outcomes:

1. List factors affecting supply and demand
2. Identify types of markets
3. Interpret terms of contracts
4. Compare and contrast marketing trends
5. Construct a marketing plan
6. Analyze effectiveness of marketing plan

### Course Issues:

Small Grains  
Corn  
Soybeans  
Pork  
Cattle  
Milk  
Canola  
Edible Beans  
Vegetable Crops  
Sugar beets

Grass Seed  
Forages  
Seed Crops  
Wild Rice  
Sunflowers  
Other commodities not listed  
Organic Products

**Course Title:** Special Topics - Crops

**Course Number:** FBMF 2223

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

### **Course Outcomes**

1. Identify budget inputs;
2. Determine farm actual production history (APH);
3. Develop enterprise budget;
4. Formulated detailed production records;
5. Evaluate profitability; and
6. Develop a nutrient and/or pest management plan.



**Course Title:** Special Topics - Crops

**Course Number:** FBMF 2223

**Credits:** 1

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outcomes**

1. Identify budget inputs;
2. Determine farm actual production history (APH);
3. Develop enterprise budget;
- ~~Formulated detailed production records;~~
- ~~Evaluate profitability; and~~
4. Develop a nutrient and/or pest management plan;

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

### **III. Develop an implementation plan**

- A. Identify key factors to include in plan
- B. Incorporate findings into plan
- C. Finalize the plan

### **~~Course Outcomes~~**

- ~~1. Identify budget inputs;~~
- ~~2.1. Determine farm actual production history (APH);~~
- ~~3.1. Develop enterprise budget;~~
- ~~4.1. Formulated detailed production records;~~
- ~~5.1. Evaluate profitability; and~~
- ~~6.1. Develop a nutrient and/or pest management plan.~~

**Reviewed with changes noted 11/17/2022**

# Special Topics - Crops

## Course Outcome Summary

### Course Information:

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2220-2224

**Type of Instruction:** Individualized

**Total Credits:** 1.0

**Total Hours of Instruction:** 4.0

### Description:

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### Course Outcomes:

1. Determine a crop management specific focus for the course based on your farm business
  - a. Select crop enterprise(s) to be evaluated
  - b. Identify enterprise factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the crop management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop a crop management implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan



- c. Finalize the plan
- 4. Develop enterprise budget

### **Course Outline:**

- 1. Identify budget inputs
- 2. Determine farm actual production history (example APH)
- 3. Develop enterprise budget
- 4. Formulate detailed production records
- 5. Evaluate profitability
- 6. Develop a nutrient and/or pest management plan

**Course Title:** Special Topics - Crops

**Course Number:** FBMT 2225

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **IV. Implement the plan**

#### **V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

**Course Outcomes**

1. Identify budget inputs;
2. Determine farm actual production history (APH);
3. Develop enterprise budget;
4. Formulated detailed production records;
5. Evaluate profitability; and
6. Develop a nutrient and/or pest management plan.

**Course Title:** Special Topics - Crops

**Course Number:** FBMT 2225 – FBMT 2229

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outcomes**

1. Identify budget inputs;
  2. Determine farm actual production history (APH);
  3. Develop enterprise budget;
  4. Formulated detailed production records;
  5. Evaluate profitability; and
  6. Develop a nutrient and/or pest management plan.
- 

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

**IV. Implement the plan**

**V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

**~~Course Outcomes~~**

- ~~1. Identify budget inputs;~~
- ~~2.1. Determine farm actual production history (APH);~~
- ~~3.1. Develop enterprise budget;~~
- ~~4.1. Formulated detailed production records;~~
- ~~5.1. Evaluate profitability; and~~
- ~~6.1. Develop a nutrient and/or pest management plan.~~

Reviewed with changes noted 11/17/2022

# **Special Topics - Crops**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2225 – FBMT 2229

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outcomes:**

1. Identify budget inputs
2. Determine farm actual production history (APH)
3. Develop enterprise budget
4. Formulated detailed production records
5. Evaluate profitability
6. Develop a nutrient and/or pest management plan

### **Course Outline:**

1. Determine a crop management specific focus for the course based on your farm business
  - a. Select crop enterprise(s) to be evaluated
  - b. Identify enterprise factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the crop management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Implement the plan
4. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

**Course Title:** Special Topics - Crops

**Course Number:** FBMF 2226

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **IV. Implement the plan**

#### **V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings



## **Course Outcomes**

1. Identify budget inputs;
2. Determine farm actual production history (APH);
3. Develop enterprise budget;
4. Formulated detailed production records;
5. Evaluate profitability; and
6. Develop a nutrient and/or pest management plan.



**Course Title:** Special Topics - Crops

**Course Number:** FBMT 2225 – FBMT 2229

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outcomes**

1. Identify budget inputs;
2. Determine farm actual production history (APH);
3. Develop enterprise budget;
4. Formulated detailed production records;
5. Evaluate profitability; and
6. Develop a nutrient and/or pest management plan.

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### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

**IV. Implement the plan**

**V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

**~~Course Outcomes~~**

- ~~1. Identify budget inputs;~~
- ~~2.1. Determine farm actual production history (APH);~~
- ~~3.1. Develop enterprise budget;~~
- ~~4.1. Formulated detailed production records;~~
- ~~5.1. Evaluate profitability; and~~
- ~~6.1. Develop a nutrient and/or pest management plan;~~

Reviewed with changes noted 11/17/2022

# **Special Topics - Crops**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2225 – FBMT 2229

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outcomes:**

1. Identify budget inputs
2. Determine farm actual production history (APH)
3. Develop enterprise budget
4. Formulated detailed production records
5. Evaluate profitability
6. Develop a nutrient and/or pest management plan

### **Course Outline:**

1. Determine a crop management specific focus for the course based on your farm business
  - a. Select crop enterprise(s) to be evaluated
  - b. Identify enterprise factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the crop management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Implement the plan
4. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

**Course Title:** Special Topics - Crops

**Course Number:** FBMT 2227

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **IV. Implement the plan**

#### **V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

## **Course Outcomes**

1. Identify budget inputs;
2. Determine farm actual production history (APH);
3. Develop enterprise budget;
4. Formulated detailed production records;
5. Evaluate profitability; and
6. Develop a nutrient and/or pest management plan.



**Course Title:** Special Topics - Crops

**Course Number:** FBMT 2225 – FBMT 2229

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outcomes**

1. Identify budget inputs;
  2. Determine farm actual production history (APH);
  3. Develop enterprise budget;
  4. Formulated detailed production records;
  5. Evaluate profitability; and
  6. Develop a nutrient and/or pest management plan.
- 

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**



- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

**IV. Implement the plan**

**V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

**~~Course Outcomes~~**

- ~~1. Identify budget inputs;~~
- ~~2.1. Determine farm actual production history (APH);~~
- ~~3.1. Develop enterprise budget;~~
- ~~4.1. Formulated detailed production records;~~
- ~~5.1. Evaluate profitability; and~~
- ~~6.1. Develop a nutrient and/or pest management plan;~~

Reviewed with changes noted 11/17/2022

# **Special Topics - Crops**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2225 – FBMT 2229

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outcomes:**

1. Identify budget inputs
2. Determine farm actual production history (APH)
3. Develop enterprise budget
4. Formulated detailed production records
5. Evaluate profitability
6. Develop a nutrient and/or pest management plan

### **Course Outline:**

1. Determine a crop management specific focus for the course based on your farm business
  - a. Select crop enterprise(s) to be evaluated
  - b. Identify enterprise factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the crop management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Implement the plan
4. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

**Course Title:** Special Topics - Crops

**Course Number:** FBMT 2228

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **IV. Implement the plan**

#### **V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

## **Course Outcomes**

1. Identify budget inputs;
2. Determine farm actual production history (APH);
3. Develop enterprise budget;
4. Formulated detailed production records;
5. Evaluate profitability; and
6. Develop a nutrient and/or pest management plan.



**Course Title:** Special Topics - Crops

**Course Number:** FBMT 2225 – FBMT 2229

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outcomes**

1. Identify budget inputs;
  2. Determine farm actual production history (APH);
  3. Develop enterprise budget;
  4. Formulated detailed production records;
  5. Evaluate profitability; and
  6. Develop a nutrient and/or pest management plan.
- 

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

**IV. Implement the plan**

**V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

**~~Course Outcomes~~**

- ~~1. Identify budget inputs;~~
- ~~2.1. Determine farm actual production history (APH);~~
- ~~3.1. Develop enterprise budget;~~
- ~~4.1. Formulated detailed production records;~~
- ~~5.1. Evaluate profitability; and~~
- ~~6.1. Develop a nutrient and/or pest management plan;~~

Reviewed with changes noted 11/17/2022

# **Special Topics - Crops**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2225 – FBMT 2229

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outcomes:**

1. Identify budget inputs
2. Determine farm actual production history (APH)
3. Develop enterprise budget
4. Formulated detailed production records
5. Evaluate profitability
6. Develop a nutrient and/or pest management plan

### **Course Outline:**



1. Determine a crop management specific focus for the course based on your farm business
  - a. Select crop enterprise(s) to be evaluated
  - b. Identify enterprise factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the crop management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Implement the plan
4. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

**Course Title:** Special Topics - Crops

**Course Number:** FBMT 2229

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

#### **IV. Implement the plan**

#### **V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

## **Course Outcomes**

1. Identify budget inputs;
2. Determine farm actual production history (APH);
3. Develop enterprise budget;
4. Formulated detailed production records;
5. Evaluate profitability; and
6. Develop a nutrient and/or pest management plan.



**Course Title:** Special Topics - Crops

**Course Number:** FBMT 2225 – FBMT 2229

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outcomes**

1. Identify budget inputs;
  2. Determine farm actual production history (APH);
  3. Develop enterprise budget;
  4. Formulated detailed production records;
  5. Evaluate profitability; and
  6. Develop a nutrient and/or pest management plan.
- 

### **Course Outline**

#### **I. Determine a crop management specific focus for the course based on your farm business**

- A. Select crop enterprise(s) to be evaluated
- B. Identify enterprise factors for consideration
- C. Examine tools needed to assist with analysis

#### **II. Investigate information related to the crop management special focus**

- A. Research publications and other sources of pertinent data
- B. Compare data for options related to focus area

**IV. Implement the plan**

**V. Evaluate the plan**

- A. Monitor actions
- B. Record findings
- C. Consider modifications to the plan as needed, based on findings

**~~Course Outcomes~~**

- ~~1. Identify budget inputs;~~
- ~~2.1. Determine farm actual production history (APH);~~
- ~~3.1. Develop enterprise budget;~~
- ~~4.1. Formulated detailed production records;~~
- ~~5.1. Evaluate profitability; and~~
- ~~6.1. Develop a nutrient and/or pest management plan;~~

Reviewed with changes noted 11/17/2022

# **Special Topics - Crops**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2225 – FBMT 2229

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course focuses on the analysis of special topics in crop management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve the student needs.

1. Corn
2. Soybeans
3. Alfalfa
4. Mixed grass
5. Small grains
6. Specialty crops (sunflower, berries, seeds, trees, etc.)
7. Pasture
8. Corn silage
9. Cover crops
10. Vegetable crops

### **Course Outcomes:**

1. Identify budget inputs
2. Determine farm actual production history (APH)
3. Develop enterprise budget
4. Formulated detailed production records
5. Evaluate profitability
6. Develop a nutrient and/or pest management plan

### **Course Outline:**

1. Determine a crop management specific focus for the course based on your farm business
  - a. Select crop enterprise(s) to be evaluated
  - b. Identify enterprise factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the crop management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Implement the plan
4. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

**Course Title:** Special Topics – Livestock

**Course Number:** FBMT 2235

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outline**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data
- Compare data for options related to focus area

III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

IV. Implement the plan



## V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

### Course Outcomes

1. Develop a nutrient and/or pest management plan;
2. Evaluate profitability;
3. Develop enterprise budget;
4. Develop inventory tracking;
5. Generate tracking report for feed fed; and
6. Prepare animal welfare plan.

**Course Title:** Special Topics – Livestock

**Course Number:** FBM 2235 – FBMT 2239

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outcomes**

1. Develop a nutrient and/or pest management plan
2. Evaluate profitability
3. Develop enterprise budget
4. Develop inventory tracking
5. Generate tracking report for feed fed
6. Prepare animal welfare plan

### **Course Outline**

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- Record findings
- Consider modifications to the plan as needed, based on findings

### **Course Outcomes**

- ~~1. Develop a nutrient and/or pest management plan;~~
- ~~2. Evaluate profitability;~~
- ~~3. Develop enterprise budget;~~
- ~~4. Develop inventory tracking;~~
- ~~5. Generate tracking report for feed fed; and~~
- ~~6. Prepare animal welfare plan.~~

Reviewed with changes noted 11/17/2022

# **Special Topics - Livestock**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2235 - 2239

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
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8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outcomes:**

1. Develop a nutrient and/or pest management plan
2. Evaluate profitability
3. Develop enterprise budget
4. Develop inventory tracking
5. Generate tracking report for feed fed
6. Prepare animal welfare plan

### **Course Outline:**

1. Determine a livestock management specific focus for the course based on your farm business
  - a. Select livestock management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the livestock management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan
4. Implement the plan
5. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

**Course Title:** Special Topics – Livestock

**Course Number:** FBMT 2236

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outline**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

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- Research publications and other sources of pertinent data
- Compare data for options related to focus area

III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

IV. Implement the plan

## V. Evaluate the plan

- Monitor actions
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- Consider modifications to the plan as needed, based on findings

## Course Outcomes

1. Develop a nutrient and/or pest management plan;
2. Evaluate profitability;
3. Develop enterprise budget;
4. Develop inventory tracking;
5. Generate tracking report for feed fed; and
6. Prepare animal welfare plan.

**Course Title:** Special Topics – Livestock

**Course Number:** FBM 2235 – FBMT 2239

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

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9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outcomes**

1. Develop a nutrient and/or pest management plan
2. Evaluate profitability
3. Develop enterprise budget
4. Develop inventory tracking
5. Generate tracking report for feed fed
6. Prepare animal welfare plan

### **Course Outline**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data



- Compare data for options related to focus area

### III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

### IV. Implement the plan

### V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

### **~~Course Outcomes~~**

- ~~1. Develop a nutrient and/or pest management plan;~~
- ~~2. Evaluate profitability;~~
- ~~3. Develop enterprise budget;~~
- ~~4. Develop inventory tracking;~~
- ~~5. Generate tracking report for feed fed; and~~
- ~~6. Prepare animal welfare plan.~~

Reviewed with changes noted 11/17/2022

# **Special Topics - Livestock**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2235 - 2239

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

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9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outcomes:**

1. Develop a nutrient and/or pest management plan
2. Evaluate profitability
3. Develop enterprise budget
4. Develop inventory tracking
5. Generate tracking report for feed fed
6. Prepare animal welfare plan

### **Course Outline:**

1. Determine a livestock management specific focus for the course based on your farm business
  - a. Select livestock management area to be evaluated
  - b. Identify factors for consideration
  - c. Examine tools needed to assist with analysis
2. Investigate information related to the livestock management special focus
  - a. Research publications and other sources of pertinent data
  - b. Compare data for options related to focus area
3. Develop an implementation plan
  - a. Identify key factors to include in plan
  - b. Incorporate findings into plan
  - c. Finalize the plan
4. Implement the plan
5. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

**Course Title:** Special Topics – Livestock

**Course Number:** FBMT 2237

**Credits:** 2

**Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
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10. Specialty livestock (organic, honey bees, deer, elk, etc.)

**Course Outline**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
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- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

IV. Implement the plan

## V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

## Course Outcomes

1. Develop a nutrient and/or pest management plan;
2. Evaluate profitability;
3. Develop enterprise budget;
4. Develop inventory tracking;
5. Generate tracking report for feed fed; and
6. Prepare animal welfare plan.

**Course Title:** Special Topics – Livestock

**Course Number:** FBMT 2235 – FBMT 2239

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
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4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outcomes**

1. Develop a nutrient and/or pest management plan
2. Evaluate profitability
3. Develop enterprise budget
4. Develop inventory tracking
5. Generate tracking report for feed fed
6. Prepare animal welfare plan

### **Course Outline**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data

- Compare data for options related to focus area

### III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

### IV. Implement the plan

### V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

### **Course Outcomes**

- ~~1. Develop a nutrient and/or pest management plan;~~
- ~~2. Evaluate profitability;~~
- ~~3. Develop enterprise budget;~~
- ~~4. Develop inventory tracking;~~
- ~~5. Generate tracking report for feed fed; and~~
- ~~6. Prepare animal welfare plan.~~

Reviewed with changes noted 11/17/2022

# **Special Topics - Livestock**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2235 - 2239

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
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7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outcomes:**

1. Develop a nutrient and/or pest management plan
2. Evaluate profitability
3. Develop enterprise budget
4. Develop inventory tracking
5. Generate tracking report for feed fed
6. Prepare animal welfare plan

### **Course Outline:**



1. Determine a livestock management specific focus for the course based on your farm business
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  - a. Research publications and other sources of pertinent data
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3. Develop an implementation plan
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  - b. Incorporate findings into plan
  - c. Finalize the plan
4. Implement the plan
5. Evaluate the plan
  - a. Monitor actions
  - b. Record findings
  - c. Consider modifications to the plan as needed, based on findings

**Course Title:** Special Topics – Livestock

**Course Number:** FBMt 2238

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

1. Beef – cow/calf
2. Dairy
3. Swine
4. Sheep
5. Goat
6. Turkey
7. Chicken
8. Dairy heifers
9. Beef market
10. Specialty livestock (organic, honey bees, deer, elk, etc.)

### **Course Outline**

I. Determine a livestock management specific focus for the course based on your farm business

- Select livestock management area to be evaluated
- Identify factors for consideration
- Examine tools needed to assist with analysis

II. Investigate information related to the livestock management special focus

- Research publications and other sources of pertinent data
- Compare data for options related to focus area

III. Develop an implementation plan

- Identify key factors to include in plan
- Incorporate findings into plan
- Finalize the plan

IV. Implement the plan

## V. Evaluate the plan

- Monitor actions
- Record findings
- Consider modifications to the plan as needed, based on findings

### Course Outcomes

1. Develop a nutrient and/or pest management plan;
2. Evaluate profitability;
3. Develop enterprise budget;
4. Develop inventory tracking;
5. Generate tracking report for feed fed; and
6. Prepare animal welfare plan.

**Course Title:** Special Topics – Livestock

**Course Number:** FBMT 2235 – FBMT 2239

**Credits:** 2

### **Course Description**

This course focuses on the analysis of special topics in livestock management for students actively engaged in the operation and management of a farm business. Student and instructor will choose from said topics to best serve student needs.

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### **Course Outcomes**

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### **~~Course Outcomes~~**

- ~~1. Develop a nutrient and/or pest management plan;~~
- ~~2. Evaluate profitability;~~
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- ~~4. Develop inventory tracking;~~
- ~~5. Generate tracking report for feed fed; and~~
- ~~6. Prepare animal welfare plan.~~

Reviewed with changes noted 11/17/2022

# **Special Topics - Livestock**

## **Course Outcome Summary**

### **Course Information:**

**Organization:** Minnesota State

**Developers:** FBM Curriculum Review Team

**Course Number:** FBMT 2235 - 2239

**Type of Instruction:** Individualized

**Total Credits:** 2.0

**Total Hours of Instruction:** 8.0

### **Description:**

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