**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