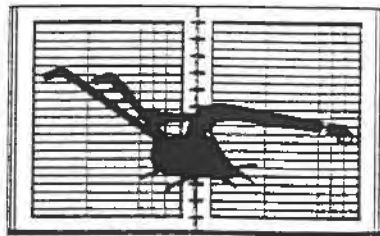


*Minnesota State Colleges and
Universities*

FARM BUSINESS MANAGEMENT
SEMESTER CURRICULUM



Adopted April 1, 1997

FARM BUSINESS MANAGEMENT SEMESTER CURRICULUM

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INTRODUCTION

Why semester conversion? In 1995, the Minnesota State Legislature passed legislation stating that by 1998 all public colleges and universities in the state must be on semester calendars. With this action, the Minnesota State Colleges and Universities, including community and technical colleges, join the majority of private colleges and universities nationwide that are on a semester calendar.

The Farm Business Management programs started the semester conversion process in February of 1996, with a semester philosophy discussion meeting with the MnSCU State Director of Management Programs and the Regional Deans of Management programs. At this meeting, a process was established for the conversion of curriculum from quarters to semesters. The process included: specific timelines, suggested subject areas for each semester, and a preliminary organization of courses to fit each semester subject area. It was also determined that less specific content goals were needed for semester courses and that a committee of staff members was necessary to accomplish the actual conversion process effectively.

In May, 1996 with a committee of twelve farm business management instructors, the Regional Deans of Management programs, under the leadership of the MnSCU Director of Management Education, started the conversion process. Outcomes of this meeting were: statewide semester curriculum, including syllabi for core courses and some electives, was drafted; the core courses were determined to be four credits each, with general electives and general studies courses set at two credits each; The group recommended that this curriculum be adopted as the standard offering across the state.

In November of 1996, the same committee came together to complete the development of elective and general studies courses for the curriculum. The group also determined what the course focus and student evaluation should be for each course. At this time, one credit courses were developed to augment the standardized two and four credit courses.

The resulting benefits of the semester conversion plan for farm business management programs are several such as:

1. A statewide curriculum with fewer courses with broad course goals with the flexibility to adapt course content to any given area
2. Provide students and instructors longer periods uninterrupted study offered by a semester calendar
3. Administrative: Registration, payment of fees, and other administrative activities will be reduced four times a year to three.

This Farm Business Management Semester Plan document includes: FBM program plan listed by semester and year, course syllabus for each course, and a conversion grid of quarter credit courses that makeup each of the new semester courses.

The following individuals are acknowledged for their contributions. Deena Allen and John Murray, MnSCU for their advice and counsel. The Regional Deans of Management Programs, Del Lecy, Al Bruderie, Dennis Jackson, Vic Richardson, Jim Molenaar, and Tom Risdal for their guidance and direction in completing the plan. The twelve instructors; Frank Quam, Jerry Kalinowski, Greg Tullis, Tom Schultz, Davis Stish, Ira Beckman, Brad Burklund, Al Roesler, Ron Dvergsten, Cliff Vrieze, Dave Larson and Gary Thome for the development and makeup of the courses and curriculum.

FBM Curriculum Overview for Semester Courses

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
Fall	FBM 1911 - 4cr Introduction to Farm Business Management (elective)	FBM1821 - 4cr Preparation for Farm Business Analysis (core)	FBM1831 - 4cr Managing and Modifying Farm System Data (core)	FBM2841 - 4cr Interpreting and Evaluating Financial Data (core)	FBM2851 - 4cr Strategies in Farm System Data Management (core)	FBM2861 - 4cr Examination of the Context of Farm System Management (core)
Spring	FBM1812 - 4cr Foundations for Farm Business Management (core)	FBM1822 - 4cr Implementing the System Management Plan (core)	FBM1832 - 4cr Interpreting and Using Farm System Data (core)	FBM2842 - 4cr Interpreting Trends in Business Planning (core)	FBM2852 - 4cr Integrating System Information for Financial Planning (core)	FBM2862 - 4cr Refining Farm System Management (core)
Summer	FBM1913 - 2cr Managing a Farm System in a Global Economy (elective)	FBM1923 - 2cr Using System Analysis in Total Farm Planning (elective)	FBM1933 - 2cr Application of Productive Enterprise Information (elective)	FBM2943 - 2cr Using Financial Instruments in Farm System Management (elective)	FBM2953 - 2cr System Plans and Projections (elective)	FBM2963 - 2cr Evaluating Farm System Programs (elective)
Other FBM Electives	General Farm Mgmt. FBM 2900 - 2904 (1 cr.) and FBM 2905 - 2909 (2cr.) Marketing FBM 2910 - 2914 (1 cr.) and FBM 2915 - 2919 (2 cr.) Crop FBM 2920 - 2924 (1 cr.) and FBM 2925 - 2929 (2cr.) Livestock FBM 2930 - 2934 (1 cr.) and FBM 2935 - 2939 (2 cr.)					
General Studies 2 credits each	FBM2700 Computer Applications in Farm Management FBM2725 Ethics in this Business of Ag.	FBM2705 Legal Issues in Ag FBM2730 Business Math Principles	FBM2710 Environmental Interactions in Ag FBM2735 Labor Economics and Management	FBM2715 Effective Time Management FBM2740 Rural Leadership	FBM2720 Family Wellness & Business Relationships FBM2745 CPR and First Aid	

Farm Business Management Semester Credits

MN State Colleges and Universities

Semester Conversion Worksheet

Department/Program Area: Farm Business Management--Year 1

Date:

Quarter Curriculum

Semester Curriculum

Course Number	Course Name	Credits	Course Name	Credits	Comments
FMGO 1811	System Goal Setting	1	FBM .1911	4	
FMDM 1813	Accounting for syste. & Ent. Planning	1	Introduction to Farm Business Mgmt.		
FMTM 1821	Tax Management Principles	1			
FMAP 1822	Closing the Farm Bus. Year	1			
FMPL 1812	Manager's Role in Decision Making	1			
FMPP 1812	Understanding Pub. & Private Ag Agencies	1			
FMGO 1911	Directed Study-Goals	1	FBM 1812	4	
FMDM 1812	Intro to Data Mgmt Systems	1	Foundations for Farm Business		
FMPL 1813	Elements of Farm Bus. Planning	1	Management		
FMPL 1811	System Approach to Farm Bus. Pl	1			
FMFM 2321	Farm Business Administration	1			
FMFM 2325	Developing the Farm Bus. Prospectives	1			
FMMS 1814	Elements of Risk Mgmt in Ag.	1	FBM 1913	2	
FMMS 1914	World Agriculture Update	1	Managing a Farm System in a		
FMMS 1915	Global Issues	1	Global Economy		

Farm Business Management Semester Credits

MN State Colleges and Universities

Semester Conversion Worksheet

Department/Program Area: Farm Business Management--Year 2

Date:

Quarter Curriculum

Semester Curriculum

Course Number	Course Name	Credits	Course Name	Credits	Comments
FMDM 1822	Reviewing Generally Accepted Accounting Principles	1	FBM 1821	4	
FMAP 1821	Preparation for Farm Business Analysis	1	Preparation for Farm Business Analysis		
FMTM 2841	Special Topics-Tax Management	1			
FMTM 1831	Tax Planning	1			
FMGO 1912	Directed Study-Goals	2			
FMDM 1922	Maintaining Data Mgmt. Procedures	1	FBM 1822	4	
FMAI 1823	Farm Business Analysis Interpretation	1	Implementing the System		
FMAI 1824	Enterprise Analysis Info. Interpretation	1	Management Plan		
FMEV 1823	Farm System Evaluation For Budget Pl.	1			
FMCM 1813	Elements of Commodity Market Planning	1			
FMPL 2641	Special Topics - Developing & Eval . Cashflow Plans	1			
FMPL 1821	Using Systems in Total Farm Planning	1	FBM 1923	2	
FMAI 1924	Special Topics - Farm System Analysis	1	Using System Analysis in		
FMEV 1824	Evaluating Productive Ent.	1	Total Farm Planning		

Farm Business Management Semester Credits

MN State Colleges and Universities

Semester Conversion Worksheet

Department/Program Area: Farm Business Management--Year 3

Date:

Quarter Curriculum			Semester Curriculum		
Course Number	Course Name	Credits	Course Name	Credits	Comments
FMDM 1832	Selecting Alternative Systems for Data Management	1	FBM 1831	4	
FMFM 2831	Income Projections using Commodity	1	Managing and Modifying Farm System Data		
FMTM 2843	Special Topics-Tax Management	3			
FMAP 1832	Applying Current Procedures for Closing Farm Business Accounts	1			
FMAI 1933	Special Topics-Data Interpretations	1	FBM 1832	4	
FMAI 1833	Detailed Annual Farm Business Analysis Interpretation	1	Interpreting & Using Farm System Data		
FMAI 1834	Detailed Farm Business Enterprise Analysis Interpretation	1			
FMDM 1932	Selecting Production Ent. Monitoring & Control Systems	1			
FMPL 1834	Planning for Enterprise Changes	1			
FMPP 1833	Public & Private Agency Role in Modifying Mgmt. Plans	1			
FMCS 1213	Crop Production Evaluation	1	FBM 1933	2	
FMLV 1311	Breeding Livestock Evaluation & Selection	1	Application of Production Enterprise Information		
FMLV 1590	Current Issues in Animal Science	1			

Farm Business Management Semester Credits

MN State Colleges and Universities

Semester Conversion Worksheet

Department/Program Area: Farm Business Management—Year 4

Date:

Quarter Curriculum			Semester Curriculum		
Course Number	Course Name	Credits	Course Name	Credits	Comments
FMTM 2842	Special Topics-Tax Management	2	FBM 2841	4	
FMFM 2841	Elements of Farm Business Analysis Measures	1	Interpreting & Evaluating Financial Data		
FMAP 1842	Preparing Data for Trend Analysis	1			
FMFM 2941	Evaluating Farm Business Financial Rates	1			
FMDM 1842	Refining Record Systems for Accuracy	1			
FMGO 2842	Relating System Goals to Trends	1	FBM 2842	4	
FMAI 1843	Adv. Annual Farm Bus. Trend Analysis	1	Interpreting Trends in Business Planning		
FMPL 2844	Elements of Trend Analysis	1			
FMPL 2944	Using Trend Analysis for Farm Bus. Planning	1			
FMAI 1925	Special Topics - Farm System Analysis	2			
FMDP 2121	Long Range Budgeting	1	FBM 2943	2	
FMDP 2122	Cash Flow Planning	1	Using Financial Instruments in Farm System Management		
FMDP 2123	Transitional Cash Flow Planning	1			

Farm Business Management Semester Credits

MN State Colleges and Universities

Semester Conversion Worksheet

Department/Program Area: Farm Business Management--Year 5

Date:

Quarter Curriculum			Semester Curriculum		
Course Number	Course Name	Credits	Course Name	Credits	Comments
FMDM 1852	Refining Data Mgmt. System For Use in Farm Business Planning	1	FBM 2851	4	
FMTM 2851	Tax Mgmt. Implications for Estate Pl.	1	Strategies in Farm System Data Mgmt.		
FMAP 2852	Data Preparation for Long Range Farm Bus. Pl.	1			
FMAP 2952	Special Topics - Prep. for Computerized Bus. Al	1			
FMFM 2951	Special Topics - System Trends & Projections	2			
FMGO 2863	Special Topics-Impact of Ag. Agency Programs On system Goals	1	FBM 2852	4	
FMAI 1853	Advanced Farm Bus. Fin. Pl. Analysis	1	Integrating System Information for Financial Planning		
FMPL 2851	system Projections & Investment Planning	1			
FMPL 2853	Planning Cash Flow Needs	1			
FMFM 2852	Examining Alternatives for Farm Business Finance	1			
FMCM 1844	Using Trend Analysis to Plan Commodity Marketing Strategies	1			
FMPL 2953	Special Topics - System Plans & Projection	3	FBM 2953	2	
			System Plans and Projections		

Farm Business Management Semester Credits

MN State Colleges and Universities

Semester Conversion Worksheet

Department/Program Area: Farm Business Management--Year 6

Date:

Quarter Curriculum

Semester Curriculum

Course Number	Course Name	Credits	Course Name	Credits	Comments
FMDM 1862	Refining Data Mgmt. System For Trend Review	1	FBM 2861	4	
FMTM 2861	Current Issues In Tax Management	1	Examination of the Context of		
FMAP 2953	Special Topics - Preparation for Computerized Business Analysis	2	Farm System Management		
FMDM 1928	Special Topics - Data Management	2			
FMAI 1926	Special Topics - Data Interpretation	3	FBM 2862	4	
FMEV 2862	Evaluating Significant Farm Financial Progress Trends	1	Refining Farm System Mgmt.		
FMGO 2864	Special Topics - Impact of Ag. Agency Prog. on System Goals	2			
FMEV 2964	Special Topics-Farm Business Evaluation	3	FBM 2963	2	
			Evaluating Farm System Programs		

Farm Business Management Semester Credits

MN State Colleges and Universities

Semester Conversion Worksheet

Department/Program Area: Farm Business Management—General Studies

Date:

Quarter Curriculum			Semester Curriculum		
Course Number	Course Name	Credits	Course Name	Credits	Comments
FMDP 1510	Intro. To Microcomputers in Ag	1	FBM 3000	2	
FMDP 1324	Spreadsheet Applications for FBM	1	Computer Applications in		
FMDP 2343	Computerized Farm Records	1	Farm Management		
FMLG 2861	Legal Issues in Farm System Mgmt.	1	FBM 3010	2	
FMLG 2863	Methods of Farm Business Property Transfer	1	Legal Issues in Ag.		
FMIN 2151	Insurance Package Evaluation	1			
FMGS 2561	Environmental Interactions in Ag	1	FBM 3020	2	
			Environmental Interactions in Ag		
			FBM 3030	2	
			Effective Time Management		
FMGS 2553	Personal & Occupational Wellness in Agriculture	1	FBM 3040	2	
FMGS 2551	Communication Techniques in Ag	1	Family Wellness & Business Relationships		
FMGS 2563	Ethics in this Business of Ag	1	FBM 3050	2	
			Ethics in this Business of Ag		
FMMS 1321	Applied Ag Mathematics	1	FBM 3060	2	
FMGS 2543	Agricultural Math Principles	1	Ag Math Principles		
			FBM 3070	2	
			Labor Economics and Mgmt.		
FMMS 2861	Personnel Management in Farm System	1	FBM 3080	2	
			Rural Leadership		
FMMS 1311	Evaluating Farm Safety	1	FBM 3090	2	
FMMS 1315	Community CPR	2	CPR and First Aid		

Farm Business Management Semester Credits

MN State Colleges and Universities

Department/Program Area: Farm Business Management—Other FBM Electives

Date:

Semester Conversion Worksheet

Quarter Curriculum			Semester Curriculum		
Course Number	Course Name	Credits	Course Name	Credits	Comments
FMDM 1214	Financial Accounting I	1	FBM 2900		
FMDM 1215	Enterprise Accounting I	1	General Farm Mgmt.	2	
FMDM 1520	Computer Record Keeping Application for Farm	1			
FMCM 1211	Commodity Marketing Basis	1	FBM 2910	2	
FMCM 1511	Marketing for Profit	1	Marketing		
FMCM 2245	Market Plan Review	1			
FMCS 1213	Crop Production Evaluation	1	FBM 2920	2	
FMCS 1321	Spec. Topics - Crop Production	1	Crops		
FMCS 2110	Computerized Weed Management	1			
FMLV 1215	Strategies in Livestock Marketing	2	FBM 2930	2	
FMLV 1590	Current Issues in Animal Science	1	Livestock		

FIRST YEAR SYLLABUS

SECTION A

Introduction to Farm Business Management

Course Description

This course covers 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>

(C/ 0 lect, 0 lab, 4 other)

Course Focus

Knowledge of the relationship between Farm Business Management principles and the operation and/or management of the farm business for students actively engaged in the operation and management of a farm business.

Text and References

The students accounting system and current income tax material.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. describe the data necessary to complete a enterprise analysis
2. describe enterprise characteristics
3. describe the process for creating an accurate balance sheet
4. describe farm business record keeping requirements
5. describe income tax management strategies
6. describe income tax deductions and exemptions
7. list business, family, and financial goals
8. describe the inter-relationship between farm business, family and financial goals
9. categorize into short, intermediate, or long-term, goals
10. apply decision-making process to own problems
11. develop awareness of decision-making processes
12. describe the farm business management cycle

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. Set realistic business and family goals
2. Keep an accurate set of business and enterprise records
3. Identify time management principles

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Foundations for Farm Business Management

Course 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. <Prerequisites: none>

(4 C/ 0 lect, 0 lab, 4 other)

Course Focus

Establish the foundation to support future farm business analysis and planning for students actively engaged in the operation and/or management of a farm business.

Text and References

Farm Business Management summary reports and handouts.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. explain farm business management education structure
2. define program and student expectations
3. recognize goal setting importance
4. identify necessary types of management data
5. select a financial accounting system
6. list business and non-business inventory
7. complete a basic current business projection
8. interpret current farm system related issues
9. identify personal and managerial inventory
10. identify a data monitoring and accounting system
11. recognize enterprise budgeting concepts
12. identify farm plan monitoring system
13. record farm data

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. recognize the importance of a farm business analysis.
2. provide information for a current business projection.
3. identify basic goals.
4. implement an accounting system.

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of the these.

FBM1913

Managing a Farm System in a Global Economy

Course Description

This course assists the students in achieving awareness of the development of 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.
<Prerequisites: none>

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Develop an awareness of agricultural policies and practices for students throughout the world and how it impacts the farm business they are actively engaged in operating and managing.

Text and References

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. identify world environmental issues
2. identify world markets and competitors
3. identify world agricultural technical needs
4. describe comparative advantage concepts
5. identify tactical information gathering plan
6. describe enterprise and account characteristics
7. identify world policy impact

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. Identify and explain key global economic issues
2. Identify and explain environmental issues

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Developed/Revised : 4/17/97

Preparation for Farm Business Analysis

Course Description

This course will take the student through a step by step procedure to close out a complete year of farm business records. The course will emphasize tax planning, completing inputs to livestock and crop enterprises, and emphasize cash and liabilities accuracy. <Prerequisites: none>

(C/ 0 lect, 0 lab, 4 other)

Course Focus

Prepare for the completion of a business analysis for students actively engaged in the operation and/or management of a farm business.

Text and References

The student's accounting system and current income tax material.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. explain year-end business closeout procedure
2. summarize the manager's role in preparation for business analysis
3. compare and contrast closeout procedures for income tax and enterprise analysis purposes
4. explain the farm management cycle and illustrate how it pertains to their farm business
5. gather data to complete cash accuracy checks for analysis and tax purposes
6. recognize asset valuation and depreciation implications
7. summarize liabilities to complete a liability check
8. gather necessary data to complete a crop and feed check
9. gather necessary data to complete an enterprise analysis
10. describe income tax filing requirements
11. describe importance of monitoring income and expenses as it pertains to income tax management

Student Contributions

Each student will contribute a total of 54 hours per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. Identify enterprise strategies
2. Develop a method for gathering data for the farm business analysis
3. Explain the need for complete and accurate records
4. Explain the importance of income tax management

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Implementing the System Management Plan

Course 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. <Prerequisites: none>

(C/ 0 lect, 0 lab, 4 other)

Course Focus

Utilize business financial and production records to complete a farm business analysis for students actively engaged in the operation and/or management of a farm business.

Text and References

Farm Business Management summary reports and handouts.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. explain differences between business and non-business inventory
2. clarify the necessary types of management data
3. implement a financial accounting system
4. explain current business projections
5. interpret current farm system related issues
6. review personal and managerial inventory
7. clarify a data monitoring and accounting system
8. explain enterprise budgeting concepts
9. clarify farm plan monitoring system
10. explain business and personal goals
11. list income statement information
12. describe balance sheet data
13. identify business ratios
14. recognize enterprise information
15. appreciate historical farm data

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify various components of the business analysis.
2. develop a current business projection.
3. explain the goals statement.
4. explain the accounting system.

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

FBM1923

Using System Analysis in Total Farm Planning

Course Description

This course assists the student with a farm business analysis, and the exploration of possible implications and/or solutions of these concepts. A systematic method to assess farm business strengths and weaknesses based on the analysis will be used.
<Prerequisites: none>

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Utilize the farm business analysis to systematically assess the strengths and weaknesses for students actively engaged in the operation and management of a farm business.

Text and References

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. explain farm system analysis concepts
2. summarize implications and solutions for farm system analysis concepts
3. estimate implications and solutions based on the revised plan
4. outline strengths and weaknesses of general farm systems
5. interpret system goals and planning relationships
6. summarize system management resources
7. explain evaluation strategies

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. Explain farm system analysis
2. Identify major and underlying strengths and weaknesses in their business
3. Explain evaluation strategies

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

THIRD YEAR SYLLABUS

SECTION C

Managing and Modifying Farm System Data

Course 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 and filing, and cash and liabilities checks. <Prerequisites: none>

(C/ 0 lect, 0 lab, 4 other)

Course Focus

Improved data management accuracy as applied to business decision making for students actively engaged in the operation and management of a farm business.

Text and References

The student's accounting system and current income tax material.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. develop an awareness of the importance of accuracy in income and expense data management
2. develop accuracy methods in preparing data for asset valuation, liabilities, and enterprise data
3. establish a method for recording family living expenses and non-farm business entities
4. apply goal setting concepts as they relate to farm business, family and financial goals
5. complete cash accuracy check for analysis and tax purposes
6. complete asset valuation and depreciation methods of the balance sheet
7. complete liabilities section of balance sheet
8. perform accurate crop and feed check for the farm business
9. summarize data for enterprise analysis
10. describe the importance of monitoring marketing strategies and applying them to income tax planning

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. Accurately prepare data for analysis
2. Apply goal setting concepts
3. Complete balance sheet assets and liabilities
4. Monitor marketing strategies

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Interpreting and Using Farm System Data

Course Description

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.

<Prerequisites: none>

(C/ 0 lect, 0 lab, 4 other)

Course Focus

Emphasize the use of farm system analysis data to initiate the farm plan development process for students actively engaged in the operation and/or management of a farm business.

Text and References

Farm Business Management summary reports and handouts.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. construct business and non-business inventory
2. apply necessary types of management data
3. apply a financial accounting system
4. construct current business projections
5. interpret current farm system related issues
6. discuss personal and managerial inventory
7. apply data monitoring and accounting system
8. apply enterprise budgeting concepts
9. apply farm plan monitoring system
10. apply business and personal goals
11. explain income statement information
12. interpret balance sheet data
13. define business ratios
14. explain enterprise information
15. compare historical farm data

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. interpret selected components of the business analysis.
2. apply a current business projection.
3. classify goals statements.
4. use the accounting system.

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or a any combination of these.

Application of Productive Enterprise Information

Course Description

This course describes procedures for applying enterprise information provided by computerized analysis of farm business accounts. <Prerequisites: none>

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Students that are actively engaged in the operation and management of a farm business will apply information from their own farm business enterprises to illustrate the relationships from their farm business plans to benchmark information of similar enterprises in the same production area.

Text and References

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. write a system plan of action
2. show enterprise analysis information usefulness
3. compute costs/returns for cost centers and labor resources
4. experiment with feasible enterprise technology/practices alternatives
5. illustrate enterprise technology/practices applications with benchmarks
6. record evaluation strategies
7. show enterprise contributions to farm profitability
8. illustrate productive enterprise resource use

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. Compare their analysis information with industry benchmarks
2. Determine evaluation strategies
3. Write a system plan of action

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

FOURTH YEAR SYLLABUS

SECTION D

Interpreting and Evaluation of Financial Data

Course Description

This course continues to expand on preparation and evaluation of the farm business analysis. The course provides continued guidance and perfection of business record closeout procedures, tax implications of management decisions, and continues to monitor farm business and family goals. <Prerequisites: none>

(C/ 0 lect, 0 lab, 4 other)

Course Focus

Revision of management plans based on measures of efficiency and trends in current and previous analysis data for students actively engaged in the operation and management of a farm business.

Text and References

The student's accounting system, farm business analysis, and current income tax material.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. refine crop and feed check data management to enhance analysis accuracy
2. refine asset valuation and depreciation methods
3. refine goal setting concepts related to farm business, family, and financial goals
4. refine financial data management system to enhance the farm business analysis process
5. evaluate farm organization and management efficiency trends as it relates to goals
6. interpret and evaluate trend data for the farm business decision-making process
7. utilize trend data in developing marketing strategies
8. utilize trend data for business, family, and financial goal setting
9. refine enterprise data management system to enhance the enterprise analysis closeout process
10. utilize farm financial trend data in establishing tax management concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. Revise the data management system to improve analysis accuracy
2. Interpret basic trend data
3. Evaluate financial trend data
4. Examine goals based on trend data

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Interpreting Trends in Business Planning

Course 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.
<Prerequisites: none>

(C/ 0 lect, 0 lab, 4 other)

Course Focus

Use historical trends to develop a business projection for students actively engaged in the operation and/or management of a farm business.

Text and References

Farm Business Management summary reports and handouts.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. categorize business and non-business inventory
2. examine the necessary types of management data
3. examine a financial accounting system
4. compare current business projections
5. interpret current farm system related issues
6. examine personal and managerial inventory
7. examine a data monitoring and accounting system
8. analyze enterprise budgeting
9. examine farm plan monitoring system
10. analyze business and personal goals
11. apply income statement information
12. analyze balance sheet data
13. analyze business ratios
14. examine enterprise information
15. analyze historical farm data

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. draw conclusions from the business analysis.
2. evaluate a current business projection.
3. analyze the goals statement.
4. examine the accounting system.

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Using Financial Instruments in Farm System Management

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. <Prerequisites: none>

(C/ 0 lect, 0 lab, 2 other)

Course Focus

The student will be able to measure earnings and financial progress in their farm business. This course is designed for students actively engaged in the operation and management of a farm business.

Text and References

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. differentiate between various income/financial documentation forms
2. analyze income and financial position / acceptable pro-forma
3. compare /contrast and set criteria for decisions using various credit instruments
4. compare and contrast farm lease agreement types
5. examine lease/purchase contracts
6. investigate liens, judgements, and bankruptcy proceedings
7. organize appropriate financial instruments and the farm management plan

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. Analyze their performance key financial measures
2. Differentiate between various financial instruments
3. Develop a method to acquire and manage capital resources

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

FIFTH YEAR SYLLABUS

SECTION E

Strategies in Farm System Data Management

Course 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 preparing for an accurate, usable business analysis.
<Prerequisites: none>

(C/ 0 lect, 0 lab, 4 other)

Course Focus

Formulation of long term strategies in maintaining and enhancing the farm business management system for students actively engaged in the operation and management of a farm business.

Text and References

The student's accounting system, current income tax manuals, and related estate planning material.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. revise written intermediate and long term goals with improved financial planning strategies
2. understand the relationship between tax management and estate planning
3. record crop enterprise information with improved financial planning strategies
4. record income and expense items with improved financial planning strategies
5. record family living and non-farm items with improved financial planning strategies
6. develop and implement a estate tax management plan
7. develop and implement a written investment and retirement plan
8. describe installment contracts, purchase agreements, and title ownership implications
9. establish a detailed data management system which meets the needs of the farm business

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. Revise goals
2. Describe the relationship between tax management and estate planning
3. Record production and financial items
4. Describe contracts and purchase agreements
5. Establish a detailed data management system

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Integrating System Information for Financial Planning

Course 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.
<Prerequisites: none>

(C/ 0 lect, 0 lab, 4 other)

Course Focus

Combine system components to create a comprehensive business plan for students actively engaged in the operation and/or management of a farm business.

Text and References

Farm Business Management summary report and handouts.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. enhance the financial accounting system
2. portend current business projections
3. interpret current farm system related issues
4. assess personal and managerial inventory
5. refine a data monitoring and accounting system
6. develop enterprise budgeting
7. refine farm plan monitoring system
8. refine business and personal goals
9. analyze income statement information
10. project balance sheet data
11. compare business ratios
12. evaluate enterprise information

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. compare and contrast the business analysis.
2. develop the current business plan.
3. refine the goals statement.
4. refine the accounting system.

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Farm Business Management

FBM2953

System Plans and Projections

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. <Prerequisites: none>

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Design a revised farm business plan and hypothesize its implications in their farm business for students actively engaged in the operation and management of a farm business.

Text and References

Current computerized farm management business analysis.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. integrate farm system planning concepts
2. forecast farm system performance income projections
3. construct farm system projections
4. rearrange revised plan based on implications and solutions
5. compose intermediate revised plan
6. speculate how the passage of time may affect the revised plan
7. adapt revised plan to allow for risk management

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. Evaluate the current business plan
2. Compose a revised business plan
3. Compare the plan's profitability, liquidity and solvency to their current farm business performance

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

SIXTH YEAR SYLLABUS

SECTION F

FBM2963

Evaluating Farm System Programs

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.

<Prerequisites: none>

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Selection of professional specialists by students actively engaged in the operation and management of a farm business.

Text and References

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. evaluate goals and farm business trends
2. critique revised plan
3. analyze strengths and weakness of the manager
4. select experts and consultants
5. prioritize a plan of action
6. select revised plan
7. evaluate plan

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. assemble a team of specialists
2. through consultation, prioritize an action plan
3. assimilate the plan into their farm system

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

FBM2861

Examination of the Context of Farm System Management

Course Description

This course is designed to assist students in preparation of improved farm system management procedures. Students in the course will evaluate several years of an improved farm system analysis. <Prerequisites: none>

(C/ 0 lect, 0 lab, 4 other)

Course Focus

Evaluation of farm system management procedures with emphasis on future management decisions for students actively engaged in the operation and management of a farm business.

Text and References

The student's accounting system and current income tax material.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. justify status of business financial ratios and predict future changes
2. prioritize strategies to improve enterprise trend data
3. select improved record systems practices
4. weigh tax law changes and implement revised tax management strategies
5. select philosophy toward continual tax management
6. establish future farm business, family, and financial goals
7. evaluate the progress made towards meeting farm business, family, and financial goals
8. cite strengths and weaknesses of the management of the business
9. justify the awareness of the decision-making process
10. adopt the farm management cycle as it applies to my business

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their adoption of the farm management cycle as an integral component of the farm business, through their ability to:

1. prioritize enterprise strategies
2. practice tax management
3. evaluate progress toward achieving goals
4. cite management strengths and weaknesses

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Refining Farm System Management

Course 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. <Prerequisites: none>

(C/ 0 lect, 0 lab, 4 other)

Course Focus

Establish historical, financial and production data and projected performance to develop the business prospectus for students actively engaged in the operation and/or management of a farm business.

Text and References

Farm Business Management summary reports and handouts.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. assess business and non-business inventory
2. justify the necessary types of data
3. critique a financial accounting system
4. justify current business projections
5. interpret current farm system related issues
6. prioritize personal and managerial inventory
7. assess system for monitoring accounting data
8. justify enterprise budgeting
9. assess farm plan monitoring system
10. evaluate historical farm data
11. support business and personal goals
12. evaluate income statement
13. evaluate balance sheet data
14. evaluate business ratios
15. assess enterprise information

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. evaluate the business analysis.
2. justify the strategic business plan.
3. prioritize goals statements.
4. assess the accounting system.

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

*OTHER FARM BUSINESS
MANAGEMENT
ELECTIVES*

SECTION G

Special Topics - General Farm Management

Course Description

This course covers special topics of interest in general farm management.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in general farm business management for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general farm business management concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify farm business management concepts relative to their business
2. evaluate and compare management concepts
3. develop and adapt management concepts to the business
4. examine the effect of incorporating these management concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Special Topics - General Farm Management

Course Description

This course covers special topics of interest in general farm management.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in general farm business management for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general farm business management concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify farm business management concepts relative to their business
2. evaluate and compare management concepts
3. develop and adapt management concepts to the business
4. examine the effect of incorporating these management concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Farm Business Management

FBM2902

Special Topics - General Farm Management

Course Description

This course covers special topics of interest in general farm management.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in general farm business management for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general farm business management concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify farm business management concepts relative to their business
2. evaluate and compare management concepts
3. develop and adapt management concepts to the business
4. examine the effect of incorporating these management concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Developed/Revised : 1/31/97

Farm Business Management

FBM2903

Special Topics - General Farm Management

Course Description

This course covers special topics of interest in general farm management.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in general farm business management for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general farm business management concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify farm business management concepts relative to their business
2. evaluate and compare management concepts
3. develop and adapt management concepts to the business
4. examine the effect of incorporating these management concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Developed/Revised : 1/31/97

Special Topics - General Farm Management

Course Description

This course covers special topics of interest in general farm management.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in general farm business management for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general farm business management concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify farm business management concepts relative to their business
2. evaluate and compare management concepts
3. develop and adapt management concepts to the business
4. examine the effect of incorporating these management concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Farm Business Management

FBM2905

Special Topics - General Farm Management

Course Description

This course covers special topics of interest in general farm management.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in general farm business management for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. survey concepts which apply to their farm business
2. examine the effects of incorporation into their farm business
3. evaluate concepts which apply to their farm business
4. compare concepts which apply to their farm business
5. develop concepts which apply to their farm business
6. survey concepts which apply to their farm business
7. investigate general farm business management concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify farm business management concepts relative to their business
2. evaluate and compare management concepts
3. develop and adapt management concepts to the business
4. examine the effect of incorporating these management concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

FBM2906

Special Topics - General Farm Management

Course Description

This course covers special topics of interest in general farm management.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in general farm business management for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. survey concepts which apply to their farm business
2. examine the effects of incorporation into their farm business
3. evaluate concepts which apply to their farm business
4. compare concepts which apply to their farm business
5. develop concepts which apply to their farm business
6. survey concepts which apply to their farm business
7. investigate general farm business management concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify farm business management concepts relative to their business
2. evaluate and compare management concepts
3. develop and adapt management concepts to the business
4. examine the effect of incorporating these management concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Farm Business Management

FBM2907

Special Topics - General Farm Management

Course Description

This course covers special topics of interest in general farm management.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in general farm business management for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. survey concepts which apply to their farm business
2. examine the effects of incorporation into their farm business
3. evaluate concepts which apply to their farm business
4. compare concepts which apply to their farm business
5. develop concepts which apply to their farm business
6. survey concepts which apply to their farm business
7. investigate general farm business management concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify farm business management concepts relative to their business
2. evaluate and compare management concepts
3. develop and adapt management concepts to the business
4. examine the effect of incorporating these management concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Farm Business Management

FBM2908

Special Topics - General Farm Management

Course Description

This course covers special topics of interest in general farm management.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in general farm business management for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. survey concepts which apply to their farm business
2. examine the effects of incorporation into their farm business
3. evaluate concepts which apply to their farm business
4. compare concepts which apply to their farm business
5. develop concepts which apply to their farm business
6. survey concepts which apply to their farm business
7. investigate general farm business management concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify farm business management concepts relative to their business
2. evaluate and compare management concepts
3. develop and adapt management concepts to the business
4. examine the effect of incorporating these management concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Developed/Revised : 3/3/97

Special Topics - General Farm Management

Course Description

This course covers special topics of interest in general farm management.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in general farm business management for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. survey concepts which apply to their farm business
2. examine the effects of incorporation into their farm business
3. evaluate concepts which apply to their farm business
4. compare concepts which apply to their farm business
5. develop concepts which apply to their farm business
6. survey concepts which apply to their farm business
7. investigate general farm business management concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify farm business management concepts relative to their business
2. evaluate and compare management concepts
3. develop and adapt management concepts to the business
4. examine the effect of incorporating these management concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

Farm Business Management

FBM2910

Special Topics - Marketing

Course Description

This course covers special topics of interest in marketing.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in marketing for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general marketing concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify marketing concepts applicable to their business
2. evaluate and compare marketing concepts
3. develop and adapt marketing concepts to the business
4. examine the effect of incorporating these marketing concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Developed/Revised : 3/3/97

Special Topics - Marketing

Course Description

This course covers special topics of interest in marketing.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in marketing for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. develop a combined conservation plan
2. plan for approved practices in air, water and soil quality improvement
3. evaluate conservation tillage techniques
4. identify environmental issues related to livestock confinement
5. analyze data for impact of fertilizers, animal waste and pesticides on water
6. identify environmental issues related to air, water and soil quality
7. examine the effects of incorporation into their farm business
8. survey concepts which apply to their farm business
9. investigate general marketing concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify marketing concepts applicable to their business
2. evaluate and compare marketing concepts
3. develop and adapt marketing concepts to the business
4. examine the effect of incorporating these marketing concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Farm Business Management

FBM2912

Special Topics - Marketing

Course Description

This course covers special topics of interest in marketing.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in marketing for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general marketing concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify marketing concepts applicable to their business
2. evaluate and compare marketing concepts
3. develop and adapt marketing concepts to the business
4. examine the effect of incorporating these marketing concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Developed/Revised : 03-17-1997

Farm Business Management

FBM2913

Special Topics - Marketing

Course Description

This course covers special topics of interest in marketing.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in marketing for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general marketing concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify marketing concepts applicable to their business
2. evaluate and compare marketing concepts
3. develop and adapt marketing concepts to the business
4. examine the effect of incorporating these marketing concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Developed/Revised : 03-17-1997

Farm Business Management

FBM2914

Special Topics - Marketing

Course Description

This course covers special topics of interest in marketing.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in marketing for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general marketing concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify marketing concepts applicable to their business
2. evaluate and compare marketing concepts
3. develop and adapt marketing concepts to the business
4. examine the effect of incorporating these marketing concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Developed/Revised : 03-17-1997

Farm Business Management

FBM2915

Special Topics - Marketing

Course Description

This course covers special topics of interest in marketing.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in marketing for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. evaluate concepts which apply to their farm business
3. compare concepts which apply to their farm business
4. develop concepts which apply to their farm business
5. survey concepts which apply to their farm business
6. investigate general marketing concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify marketing concepts applicable to their business
2. evaluate and compare marketing concepts
3. develop and adapt marketing concepts to the business
4. examine the effect of incorporating these marketing concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Farm Business Management

FBM2916

Special Topics - Marketing

Course Description

This course covers special topics of interest in marketing.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in marketing for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. evaluate concepts which apply to their farm business
3. compare concepts which apply to their farm business
4. develop concepts which apply to their farm business
5. survey concepts which apply to their farm business
6. investigate general marketing concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify marketing concepts applicable to their business
2. evaluate and compare marketing concepts
3. develop and adapt marketing concepts to the business
4. examine the effect of incorporating these marketing concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Developed/Revised : 3/3/97

Course Description

This course covers special topics of interest in marketing.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in marketing for students actively engaged in the cooperation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. evaluate concepts which apply to their farm business
3. compare concepts which apply to their farm business
4. develop concepts which apply to their farm business
5. survey concepts which apply to their farm business
6. investigate general marketing concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify marketing concepts applicable to their business
2. evaluate and compare marketing concepts
3. develop and adapt marketing concepts to the business
4. examine the effect of incorporating these marketing concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Course Description

This course covers special topics of interest in marketing.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in marketing for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. evaluate concepts which apply to their farm business
3. compare concepts which apply to their farm business
4. develop concepts which apply to their farm business
5. survey concepts which apply to their farm business
6. investigate general marketing concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify marketing concepts applicable to their business
2. evaluate and compare marketing concepts
3. develop and adapt marketing concepts to the business
4. examine the effect of incorporating these marketing concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Course Description

This course covers special topics of interest in marketing.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in marketing for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. evaluate concepts which apply to their farm business
3. compare concepts which apply to their farm business
4. develop concepts which apply to their farm business
5. survey concepts which apply to their farm business
6. investigate general marketing concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify marketing concepts applicable to their business
2. evaluate and compare marketing concepts
3. develop and adapt marketing concepts to the business
4. examine the effect of incorporating these marketing concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Farm Business Management

FBM2920

Special Topics - Crops

Course Description

This course covers special topics of interest in crops.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general crop concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify crop production concepts applicable to their business
2. evaluate and compare crop production concepts
3. develop and adapt crop production concepts to the business
4. examine the effect of incorporating these crop production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Developed/Revised : 3/3/97

Farm Business Management

FBM2921

Special Topics - Crops

Course Description

This course covers special topics of interest in crops.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general crop concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify crop production concepts applicable to their business
2. evaluate and compare crop production concepts
3. develop and adapt crop production concepts to the business
4. examine the effect of incorporating these crop production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Developed/Revised : 03-17-1997

Farm Business Management

FBM2922

Special Topics - Crops

Course Description

This course covers special topics of interest in crops.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general crop concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify crop production concepts applicable to their business
2. evaluate and compare crop production concepts
3. develop and adapt crop production concepts to the business
4. examine the effect of incorporating these crop production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Developed/Revised : 03-17-1997

FBM2923

Special Topics - Crops

Course Description

This course covers special topics of interest in crops.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general crop concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify crop production concepts applicable to their business
2. evaluate and compare crop production concepts
3. develop and adapt crop production concepts to the business
4. examine the effect of incorporating these crop production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Developed/Revised : 03-17-1997

Farm Business Management

FBM2924

Special Topics - Crops

Course Description

This course covers special topics of interest in crops.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general crop concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify crop production concepts applicable to their business
2. evaluate and compare crop production concepts
3. develop and adapt crop production concepts to the business
4. examine the effect of incorporating these crop production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Developed/Revised : 03-17-1997

FBM2925

Special Topics - Crops

Course Description

This course covers special topics of interest in crops.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. evaluate concepts which apply to their farm business
3. compare concepts which apply to their farm business
4. develop concepts which apply to their farm business
5. survey concepts which apply to their farm business
6. investigate general crops concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify crop production concepts applicable to their business
2. evaluate and compare crop production concepts
3. develop and adapt crop production concepts to the business
4. examine the effect of incorporating these crop production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group sessions, classroom instruction, or any combination of these.

Farm Business Management

FBM2926

Special Topics - Crops

Course Description

This course covers special topics of interest in crops.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. evaluate concepts which apply to their farm business
3. compare concepts which apply to their farm business
4. develop concepts which apply to their farm business
5. survey concepts which apply to their farm business
6. investigate general crops concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify crop production concepts applicable to their business
2. evaluate and compare crop production concepts
3. develop and adapt crop production concepts to the business
4. examine the effect of incorporating these crop production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group sessions, classroom instruction, or any combination of these.

Developed/Revised : 03-17-1997

FBM2927

Special Topics - Crops

Course Description

This course covers special topics of interest in crops.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. evaluate concepts which apply to their farm business
3. compare concepts which apply to their farm business
4. develop concepts which apply to their farm business
5. survey concepts which apply to their farm business
6. investigate general crops concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify crop production concepts applicable to their business
2. evaluate and compare crop production concepts
3. develop and adapt crop production concepts to the business
4. examine the effect of incorporating these crop production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group sessions, classroom instruction, or any combination of these.

FBM2928

Special Topics - Crops

Course Description

This course covers special topics of interest in crops.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. evaluate concepts which apply to their farm business
3. compare concepts which apply to their farm business
4. develop concepts which apply to their farm business
5. survey concepts which apply to their farm business
6. investigate general crops concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify crop production concepts applicable to their business
2. evaluate and compare crop production concepts
3. develop and adapt crop production concepts to the business
4. examine the effect of incorporating these crop production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group sessions, classroom instruction, or any combination of these.

Farm Business Management

FBM2929

Special Topics - Crops

Course Description

This course covers special topics of interest in crops.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in crop production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. evaluate concepts which apply to their farm business
3. compare concepts which apply to their farm business
4. develop concepts which apply to their farm business
5. survey concepts which apply to their farm business
6. investigate general crops concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify crop production concepts applicable to their business
2. evaluate and compare crop production concepts
3. develop and adapt crop production concepts to the business
4. examine the effect of incorporating these crop production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group sessions, classroom instruction, or any combination of these.

Farm Business Management

FBM2930

Special Topics - Livestock

Course Description

This course covers special topics of interest in livestock.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in livestock production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general livestock concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify livestock production concepts applicable to their business
2. evaluate and compare livestock production concepts
3. develop and adapt livestock production concepts to the business
4. examine the effect of incorporating these livestock production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Developed/Revised : 3/3/97

Farm Business Management

FBM2931

Special Topics - Livestock

Course Description

This course covers special topics of interest in livestock.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in livestock production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general livestock concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify livestock production concepts applicable to their business
2. evaluate and compare livestock production concepts
3. develop and adapt livestock production concepts to the business
4. examine the effect of incorporating these livestock production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Developed/Revised : 03-17-1997

Farm Business Management

FBM2932

Special Topics - Livestock

Course Description

This course covers special topics of interest in livestock.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in livestock production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general livestock concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify livestock production concepts applicable to their business
2. evaluate and compare livestock production concepts
3. develop and adapt livestock production concepts to the business
4. examine the effect of incorporating these livestock production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Developed/Revised : 03-17-1997

FBM2933

Special Topics - Livestock

Course Description

This course covers special topics of interest in livestock.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in livestock production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general livestock concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify livestock production concepts applicable to their business
2. evaluate and compare livestock production concepts
3. develop and adapt livestock production concepts to the business
4. examine the effect of incorporating these livestock production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

FBM2934

Special Topics - Livestock

Course Description

This course covers special topics of interest in livestock.

(C/ 0 lect, 0 lab, 1 other)

Course Focus

Analysis of special topics in livestock production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. survey concepts which apply to their farm business
3. investigate general livestock concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify livestock production concepts applicable to their business
2. evaluate and compare livestock production concepts
3. develop and adapt livestock production concepts to the business
4. examine the effect of incorporating these livestock production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Farm Business Management

FBM2935

Special Topics - Livestock

Course Description

This course covers special topics of interest in livestock.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in livestock production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. evaluate concepts which apply to their farm business
3. compare concepts which apply to their farm business
4. develop concepts which apply to their farm business
5. survey concepts which apply to their farm business
6. investigate general livestock concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify livestock production concepts applicable to their business
2. evaluate and compare livestock production concepts
3. develop and adapt livestock production concepts to the business
4. examine the effect of incorporating these livestock production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Farm Business Management

FBM2936

Special Topics - Livestock

Course Description

This course covers special topics of interest in livestock.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in livestock production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. evaluate concepts which apply to their farm business
3. compare concepts which apply to their farm business
4. develop concepts which apply to their farm business
5. survey concepts which apply to their farm business
6. investigate general livestock concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify livestock production concepts applicable to their business
2. evaluate and compare livestock production concepts
3. develop and adapt livestock production concepts to the business
4. examine the effect of incorporating these livestock production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Farm Business Management

FBM2938

Special Topics - Livestock

Course Description

This course covers special topics of interest in livestock.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in livestock production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. evaluate concepts which apply to their farm business
3. compare concepts which apply to their farm business
4. develop concepts which apply to their farm business
5. survey concepts which apply to their farm business
6. investigate general livestock concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify livestock production concepts applicable to their business
2. evaluate and compare livestock production concepts
3. develop and adapt livestock production concepts to the business
4. examine the effect of incorporating these livestock production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

FBM2939

Special Topics - Livestock

Course Description

This course covers special topics of interest in livestock.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Analysis of special topics in livestock production for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials as needed.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. examine the effects of incorporation into their farm business
2. evaluate concepts which apply to their farm business
3. compare concepts which apply to their farm business
4. develop concepts which apply to their farm business
5. survey concepts which apply to their farm business
6. investigate general livestock concepts

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify livestock production concepts applicable to their business
2. evaluate and compare livestock production concepts
3. develop and adapt livestock production concepts to the business
4. examine the effect of incorporating these livestock production concepts into the farm business

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

GENERAL STUDIES

SECTION H

Computer Applications in Business Management

Course Description

This course will discuss basic computer literacy, identify commonly used software and demonstrate the uses of commonly used software.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Business application of computer hardware and software for students actively engaged in the operation and management of a farm business.

Text and References

No text required. Handouts and materials will be available.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. identify and examine e-mail and internet
2. identify and examine graphics programs
3. identify and examine database programs
4. identify and examine spreadsheet programs
5. identify and examine word processing programs
6. identify computer operating systems
7. evaluate the need for a computer in the business
8. identify computer purchasing options

Student Contributions

Each student will contribute a total of 54 hours of effort per credit toward the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify computer capabilities
2. identify relevant software applications for their business
3. evaluate the need for a computer in their business
4. identify hardware/software purchasing options

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Farm Business Management

FBM2705

Legal Issues in Business Management

Course Description

This course is an overview of legal issues affecting ownership, operation and transfer for business operators and managers.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Awareness of legal issues affecting business operation for students actively engaged in the operation and management of a farm business.

Text and References

As per instructor, current references.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. develop a conscience toward legal issues
2. appreciate copyright and related laws
3. define public and eminent domain
4. identify legal responsibilities for employers and employees
5. describe estate planning options
6. identify rural zoning regulations and easements
7. describe types of property ownership and transfer
8. describe business agreements and contract issues

Student Contributions

Each student will contribute a total of 54 hours of effort per credit toward the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify legal issues that influence the operation of their farm business
2. describe the impact of selected legal issues on their farm business

Course Schedule

This course will be delivered through individual instruction sessions, small group seminars, classroom instruction or any combination of these.

FBM2710

Environmental Interactions in Agriculture

Course Description

This course will provide information for the student to interpret agricultural issues related to the environment.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Assessment of the impact of various agricultural practices on the environment for students actively engaged in the operation and management of a farm business.

Text and References

Provided by the instructor.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. develop a combined conservation plan
2. plan for approved practices in air, water and soil quality improvement
3. evaluate conservation tillage techniques
4. identify environmental issues related to livestock confinement
5. analyze data for impact of fertilizers, animal waste and pesticides on water
6. identify environmental issues related to air, water and soil quality

Student Contributions

Each student will contribute a total of 54 hours of effort per credit toward the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify agricultural practices that may have a deleterious effect on the environment
2. analyze the environmental impact of these practices on their own farm
3. develop a comprehensive plan for approved practices in environmental protection

Course Schedule

This course will be delivered through individual instruction sessions, small group seminars, classroom instruction or any combination of these.

Farm Business Management

FBM2715

· Effective Time Management

Course Description

This course provides instruction on developing time management skills, converting skills into habits, responding to multiple demands and addressing change.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Examination of practical time management strategies and tactics to help measurable increase production level for students actively engaged in the operation and management of a farm business.

Text and References

Provided by instructor.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. implement a flexible planning system
2. learn how to say "no"
3. recognize procrastination behaviors
4. identify time wasting activities
5. describe time management strategies
6. prioritize work and personal goals
7. assess personal time management

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated to their ability to:

1. assess time management situations
2. identify corrective strategies
3. implement time management techniques

Course Schedule

This course will be delivered through individual instruction sessions, small group seminars, classroom instruction or any combination of these.

FBM2720

Family and Business Relationships

Course Description

This course explores the interaction of family members resulting from challenges during the operation of a family owned business. This will deal with communication and other issues related to multiple family businesses as well as multi-generational businesses.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Introduction to improved communications and conflict resolution techniques for students actively engaged in the operation and management of a farm business.

Text and References

Provided by the instructor

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. develop community and professional resources awareness
2. create new family communication channels
3. develop effective communication strategy
4. demonstrate conflict resolution methods
5. develop needs assessment skills
6. differentiate dependent vs. dominant behaviors
7. determine business and family member goals
8. identify creative listening skills
9. examine verbal and non- verbal communication techniques
10. examine inappropriate conflict behaviors

Student Contributions

Each student will contribute a total of 54 hours per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify effective communication skills
2. interpret inappropriate behaviors
3. demonstrate conflict resolution methods

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

FBM2725

Ethics in this Business of Agriculture

Course Description

This course identifies and evaluates current issues relating to the ethics of business practices. Students review animal rights, proper chemical quantities, and general ethical practices.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Evaluation of current issues relating to the ethics of agriculture business management for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials relating to the topic area.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. develop empathic listening skills to recognize and respect opposing viewpoints
2. develop empathetic listening skills to recognize opposing viewpoints
3. discuss conflict resolution practices in business and community relations
4. research and develop a public relations plan for the farm business
5. research proper management and conservation of soil and water resources
6. assess ethical soil and water production and management practices
7. assess ethical livestock production practices
8. identify and discuss issues impacted by government regulations
9. identify negative public perceptions for agriculture production
10. define ethics

Student Contributions

Each student will contribute a total of 54 hours per credit of effort towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. define ethics
2. identify and describe ethical business practices
3. evaluate the ethics of their own business practices

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Course Description

This course applies basic mathematic calculations as they relate to business management. Topics included are: addition, subtraction, multiplication, division, percentages, decimals, fractions, volumes, area ratios and basic formulas.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Introduction and application of mathematics calculations relating to business management for students actively engaged in the operation and management of a farm business.

Text and References

Current and relevant materials relating to the topic area.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. define and calculate ratio analysis principles
2. define and calculate business profitability ratios
3. identify and calculate field and storage measurement principles
4. determine profitability, cost of production, and efficiency factors for crops
5. determine profitability, cost of production, and efficiency factors in livestock
6. calculate income, expense and income using math principles
7. identify uses of math in agriculture
8. define math terms
9. identify basic math functions

Student Contributions

Each student will contribute a total of 54 hours per credit of effort towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. identify uses of mathematics in agriculture business management
2. apply selected mathematical principles and practices to business management.

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

Farm Business Management

FBM2735

Labor Economics and Management

Course Description

This course studies the economic principles of labor as a business resource, describes supervisory and leadership styles and the efficiency of labor management skills.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Application of economic principles, theory, and supervisory skills in labor management for students actively engaged in the operation and management of a farm business.

Text and References

Handouts and materials will be provided by the instructor.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. describe state and federal laws and regulations
2. describe employee policy and procedures manual
3. describe morale building and motivation
4. describe employee recruitment, the hiring process and discharging employees
5. describe supervisory skills, employee performance evaluations and conflict resolution
6. describe personnel records, & compensation plans
7. describe job description and labor agreements
8. determine labor cost, and efficiency, and job completion time requirements
9. describe the labor resource and labor management techniques

Student Contributions

Each student will contribute a total of 54 hours per credit toward the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. describe relevant employment laws and regulations
2. describe employee supervision skills and procedures
3. describe required employee records and documents
4. determine labor costs and efficiencies

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these.

FBM2740

Rural Leadership and Communication

Course Description

This course will improve the students oral, written and electronic communication skills. Basic principles relating to meetings, conduct, letter writing, public speaking, facsimile, e-mail and internet application use will be addressed.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Use of oral, written and electronic communications and development of leadership skills for students actively engaged in the operation and management of a farm business.

Text and References

No text required. Hand-outs will be developed by instructor.

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. demonstrate sending and receiving information using e-mail, facsimile and the internet
2. determine how various methods of electronic communication can enhance rural personal lives
3. describe facsimile transmission, e-mail and internet
4. demonstrate written communication skills
5. demonstrate oral communication skills
6. develop skills necessary to participate and/or conduct an efficient meeting

Student Contributions

Each student will contribute a total of 54 hours of effort per credit towards the completion of this course.

Course Evaluation

Students will be evaluated on their ability to:

1. demonstrate oral and written communications skills
2. demonstrate the use of electronic communications equipment and media
3. develop basic parliamentary procedure skills

Course Schedule

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction or any combination of these..

Farm Business Management

FBM2745

CPR/First Aid

Course Description

This course covers primary and secondary assessments, first responder roles and responsibilities, determining vital signs, treating emergencies, mouth to mouth breathing, CPR, controlling bleeding, treatment of shock and treating injuries in emergency and disaster situations.

(C/ 0 lect, 0 lab, 2 other)

Course Focus

Application of basic CPR and first aid assessments and procedures taught by a certified CPR/First Aid instructor for students actively engaged in the operation and management of a farm business.

Text and References

(Locally developed)

Course Goals

The following list of course goals will be addressed in the course. These goals are directly related to the performance objectives. (* designates a CRUCIAL goal)

1. describe lower extremity injury treatment
2. control external bleeding
3. define first responder roles and responsibilities
4. demonstrate adult CPR
5. demonstrate mouth to mouth breathing
6. demonstrate respiratory emergency procedures
7. describe abdominal injury treatment
8. describe burn injury treatment
9. describe chest injury treatment
10. conduct primary assessment
11. describe heart attack emergencies
12. treat minor medical emergencies
13. describe poisoning emergency treatment
14. describe psychological emergency treatment
15. describe shock patient treatment
16. describe spine injury treatment
17. describe upper extremity treatment
18. determine patient vital signs
19. exhibit safe working habits
20. immobilize extremity fractures
21. perform pediatric CPR
22. perform secondary assessment
23. treat minor environmental emergencies
24. describe head injury treatment

Student Contributions

Each student will spend at least 6 hours per week preparing for class. Attendance is critical in this class.

Course Evaluation

Students will be evaluated on their ability to:

1. describe primary and secondary assessments
2. describe first responder roles and responsibilities
3. demonstrate selected CPR and first aid procedures

Course Schedule

The class meets for 6 lecture hours per week.

Developed/Revised : 03-17-1997