

Agribusiness Management and Leadership (2013)

Demonstrate employability skills required by business and industry. **AFNR-AML-1**

- 1 Communicate effectively through writing, speaking, listening, reading, and interpersonal abilities. **1.1**
- 2 Demonstrate creativity by asking challenging questions and applying innovative procedures and methods. **1.2**
- 3 Exhibit critical thinking and problem solving skills to locate, analyze and apply information in career planning and employment situations. **1.3**
- 4 Model work readiness traits required for success in the workplace including integrity, honesty, accountability, punctuality, time management, and respect for diversity. **1.4**
- 5 Apply the appropriate skill sets to be productive in a changing, technological, diverse workplace to be able to work independently and apply team work skills. **1.5**
- 6 Present a professional image through appearance, behavior and language. **1.6**

Learns to work safely in the agriculture lab and work sites, demonstrates selected competencies in leadership through the FFA and agricultural industry organizations, and develops plans for a Supervised Agricultural Experience Program (SAEP). **AFNR-AML-2**

- 1 Explain the role of the Agricultural Education program and the FFA in personal development. **2.1**
- 2 Demonstrate knowledge learned through a SAEP. **2.2**
- 3 Develop leadership and personal development skills through participation in the FFA. **2.3**
- 4 Explore career opportunities in agribusiness through the FFA and Agricultural Education Program. **2.4**
- 5 Explore the professional agricultural organizations associated with the course content. **2.5**

Analyze characteristics of the agribusiness industry. **AFNR-AML-3**

- 1 Assess the importance of agribusiness by determining the types of agribusiness and the products and services agribusiness provides. **3.1**
- 2 Identify patterns in the location of agribusiness in America. **3.2**

3 Trace the distribution of agribusiness products and services from the farm to the consumer. 3.3

4 Analyze how byproducts are utilized in agricultural production. 3.4

5 Develop a logical argument for why culture, consumer preferences, demand, and issues affect the production and marketing of agricultural products in agribusiness. 3.5

6 Define and explain the characteristics of the free enterprise system and capitalism as they relate to agribusiness. 3.6

7 Draw conclusions about the government's involvement in agribusiness. 3.7

8 Define methods of forward contracting. 3.8

Compare and contrast agribusiness, organization, and ownership. AFNR-AML-4

1 Comply and examine the effects of risk in agribusiness related to type and organization. 4.1

2 Compare and contrast organization types and ownership options related to agricultural operations. 4.2

Examine and apply the basic principles of agricultural economics. AFNR-AML-5

1 Explain the conditions that exist in and contribute to shortages and surpluses in terms of the laws of supply and demand in agribusiness. 5.1

2 Graph the supply and demand curves for a variety of situations. 5.2

3 Explain the law and application of the law of diminishing returns. 5.3

4 Describe and assess the importance of the basic economic measures of an agribusiness (net profit, total assets, etc...). 5.4

5 Explain the concept of competition and analyze its role in agribusiness. 5.5

6 Explain the principle of economies of size. 5.6

7 Calculate a simple depreciation schedule. 5.7

Compare and contrast the factors involved in starting and operating an agribusiness. AFNR-AML-6

1 Define and identify the importance of different entrepreneurial concepts of business. 6.1

2 Identify education, skills, and personal characteristics of business owners and entrepreneurs. 6.2

3 Investigate factors in obtaining financing for a new business and defend your choices. 6.3

4 Investigate successful businesses to determine factors that lead to success and analyze their process. 6.4

5 Develop a business plan for an agribusiness including a list of steps and factors involved in the process. 6.5

Develop and simulate agribusiness budgets and agricultural enterprise plans. AFNR-AML-7

1 Describe and assess the types, uses, and components of budgets. 7.1

2 Calculate partial and enterprise budgets. 7.2

Use cost and returns analysis to determine the profitability of an agribusiness. AFNR-AML-8

1 Assess input-output relationships in agricultural production. 8.1

2 Assess input-input relationships in agricultural production. 8.2

3 Compute break-even costs. 8.3

Develop a personal financial plan to manage various forms of funds. AFNR-AML-9

1 Manage personal funds in a checking account. 9.1

2 Create and manage a personal budget that includes a financial plan for retirement. 9.2

3 Distinguish between the different types of personal credit and loans. 9.3

Investigate the relationship between ethics and law. AFNR-AML-10

1 Analyze a person's responsibility under the law as it relates to business activities. 10.1

2 Categorize unethical and illegal conduct in business and related consequences. 10.2

3 Identify and describe federal laws dealing with fair business practices including competition, advertising, and pricing. 10.3

4 Propose examples of how unethical behavior leads to government regulations. 10.4

Identify the characteristics of common government agencies and the programs they offer related to agribusiness. AFNR-AML-11

1 Identify government agencies associated with agribusiness. 11.1

2 Define the farm bill and interpret data found within a given U.S. Farm Bill. 11.2

3 Identify and assess government programs and policies that affect agriculture. 11.3

4 Explain the relationship between wildlife and the environment. 11.4

5 Critique the purpose, use, and positive and negative effects of using government programs to supplement agricultural production. 11.5

Identify common legal agreements and documents as they relate to agribusiness. AFNR-AML-12

- 1 Explain common legal documents in business, such as mortgages, promissory notes, security agreements, stock certificates, deeds, titles, leases, and tax forms and identify their purposes.** 12.1
- 2 Explain the difference between leasing and owning agribusiness facilities and equipment.** 12.2
- 3 Evaluate the types and amounts of insurance needed in an agribusiness.** 12.3
- 4 Explain legal liabilities of a business owner or organization.** 12.4

Appraise the affect income taxes and other withholdings have on the agribusiness. AFNR-AML-13

- 1 Analyze the importance of managing income taxes and complete an e-z income tax return.** 13.1
- 2 Complete documents necessary to receive a paycheck (e.g. W-4).** 13.2
- 3 Explain payroll deductions for small and large-sized businesses.** 13.3
- 4 Distinguish between tax deductible and non-tax deductible business expenses.** 13.4
- 5 Create a strategy to minimize taxes and maximize income.** 13.5

Plan and implement a program of personal development. AFNR-AML-14

- 1 Analyze the value of a positive self-concept.** 14.1
- 2 Apply techniques to raise their self-concept as well as their followers.** 14.2
- 3 Model the appropriate attitude for leadership success.** 14.3
- 4 Utilize methods to solve problems and make decisions.** 14.4
- 5 Identify personal goals and establish a leadership plan.** 14.5
- 6 Illustrate the value of time management.** 14.6

Apply communications techniques in agribusiness. AFNR-AML-15

- 1 Illustrate the importance of communication skills in agribusiness.** 15.1
- 2 Discuss different forms of communication skills in agribusiness.** 15.2
- 3 Practice communication skills by giving prepared and extemporaneous speeches.** 15.3
- 4 Investigate and model communication techniques in agricultural careers.** 15.4

Practice human resource management methods for leading individuals and groups to understand the

- 1 Identify the importance and function of teams in agribusiness.** 16.1
- 2 Identify the value of democratic leadership in teamwork, organizations, etc.** 16.2

importance, types, and processes of effective team-building. AFNR-

AML-16

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- 3 Illustrate the proper steps in effective conflict resolution and parliamentary procedure.** 16.3

 - 4 Define the major leadership styles (Authoritarian and Democratic) and identify current examples of each.** 16.4

 - 5 Identify the major personality types and problem solving styles of individuals.** 16.5

 - 6 Identify and defend the value of a team with diverse abilities, personality types, and problem solving styles.** 16.6
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Explore the importance of community relations and public service. AFNR-AML-17

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- 1 Illustrate the meaning and importance of public service and citizenship.** 17.1

 - 2 Create a list of qualities of being a good citizen and defend.** 17.2

 - 3 Create a personal and organizational plan for service and implement it to serve others in the community.** 17.3