Colorado CTE

Agribusiness Systems (2015): Grades 9, 10, 11, 12, Higher Education

Adopted 2015

Describe agribusinesses, the relationship of agribusiness to the industry of agriculture and will identify opportunities in the agribusiness systems pathway AGBS.01

01. Understand the history and global significance of agribusinesses AGBS.01.01

- a. Define major components of agribusiness systems AGBS.01.01.A
- b. Define the major trends and relationship of agribusiness to global agriculture production AGBS.01.01.B
- c. Identify various cultural perspectives in agriculture and the impact on agribusiness systems AGBS.01.01.C
- d. Understand current cultural perspectives, global trade, and environmental impact of agriculture and the impact on agribusiness systems AGBS.01.01.D

02. Understand the history and future response in agribusiness systems to agriculture AGBS.01.02

- a. Determine important historical trends in agribusiness systems AGBS.01.02.A
- b. Describe evolution and technological advances in agribusiness systems AGBS.01.02.B
- c. Analyze trends (population, societal, income, health, environmental) and their impact on agribusiness AGBS.01.02.C
- d. Predict future trends in agribusiness systems AGBS.01.02.D

03. Relate the segments of the agriculture industry and their distribution channels on the efficiency of agribusinesses AGBS.01.03

- a. Define agriculture industry segments (producers, processors, consumers, etc) and distribution channels AGBS.01.03.A
- b. Explain the local, regional, national and global agriculture production and the role of agribusiness at each level AGBS.01.03.B
- c. Describe the movement of agriculture products through industry segments and industry distribution channels AGBS.01.03.C
- d. Analyze the changes in agribusiness management to the efficient production and distribution of agriculture products AGBS.01.03.D

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Describe skills necessary in successful agribusinesses and ethical business practices AGBS.02

01. Identify essential skills necessary for the agribusiness pathway AGBS.02.01

a. Identify skills (analytical, knowledge, communication, confidence, work ethic, honesty) used by personnel working in agribusinesses AGBS.02.01.A

b. Analyze personal skills and determine a path for skill development or improvement AGBS.02.01.B

c. Determine the impact of personal skills in the success and failure of agribusinesses AGBS.02.01.C

02. Communicate abilities, skills and experience in written and oral form AGBS.02.02

a. Identify purpose and function of a job application, resume, cover letter and job interview AGBS.02.02.A

b. Identify personal skills, abilities, experience and integrate them into a job application, resume, cover letter and job interview AGBS.02.02.B

c. Complete a job application, resume, cover letter and job interview AGBS.02.02.C

d. Analyze career opportunities (skills) compared to personal skills, abilities, experience presented on a job application, resume, cover letter and in a job interview AGBS.02.02.D

03. Understand professionalism in communication, business etiquette and dress/attire AGBS.02.03

a. Identify characteristics of professionalism AGBS.02.03.A

b. Understand dress, attire, communication skills necessary in the workplace AGBS.02.03.B

c. Distinguish situations where professionalism is tested in the workplace AGBS.02.03.C

d. Analyze situations where work place ethics and professionalism were compromised AGBS.02.03.D

Understand record keeping systems and utilize records to assist in financial management of agribusiness AGBS.03

01. Understand record keeping and accounting principles AGBS.03.01

a. Identify different methods and importance of record keeping and accounting AGBS.03.01.A

b. Classify record keeping and accounting procedures as a particular method AGBS.03.01.B

c. Utilize accounting and record keeping in an agribusiness AGBS.03.01.C

02. Utilize contracts in an agribusiness scenario AGBS.03.02

a. Define and determine essential components of a contract AGBS.03.02.A

b. Determine types of contracts and distinguish between good and bad contracts AGBS.03.02.B

c. Analyze contracts utilized in agribusinesses AGBS.03.02.C

d. Write and utilize contracts AGBS.03.02.D

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03. **Recognize parts of a financial balance sheet; and utilize a balance sheet to determine the financial condition of an agribusiness** AGBS.03.03

- a. Describe a financial balance sheet and uses of a financial balance sheet AGBS.03.03.A
- b. Define terms relating to a financial balance set (solvency, liquidity, equity, debt, net worth, return) AGBS.03.03.B
- c. Develop a personal financial balance sheet AGBS.03.03.C
- d. Analyze financial balance sheets to determine the financial condition of an agribusiness AGBS.03.03.D

04. **Compile an income and expense record and utilize records to manage an agribusiness** AGBS.03.04

- a. Define income, expense, and capital transactions; the purpose of each and classify items accordingly AGBS.03.04.A
- b. Complete an income, expense and capital transaction record AGBS.03.04.B
- c. Evaluate income and expense ratios to manage an agribusiness AGBS.03.04.C

05. **Utilize data to effectively manage an agribusiness** AGBS.03.05

- a. Describe purpose of breeding record, production records, diary, herd check, health records, yield data AGBS.03.05.A
- b. Develop or utilize current data management systems AGBS.03.05.B
- c. Utilize data to summarize production and/or develop efficiency factors for production AGBS.03.05.C
- d. Utilize data to make improvements in an agribusiness AGBS.03.05.D

06. **Create a cash flow or budget to enhance management decisions in an agribusiness** AGBS.03.06

- a. Identify purpose and parts of a cash flow or budget AGBS.03.06.A
- b. Create a cash flow or budget for an agribusiness AGBS.03.06.B
- c. Create partial budgets or enterprise budgets for an agribusiness AGBS.03.06.C
- d. Utilize a cash flow and budgets to make management decisions in an agribusiness AGBS.03.06.D

Understand current agriculture issues and important policies and laws in agriculture AGBS.04

01. **Articulate an educated position regarding agriculture issues** AGBS.04.01

- a. Define issue; identify important issues in agriculture AGBS.04.01.A
- b. Determine impact of issues on agriculture AGBS.04.01.B
- c. Develop and deliver an action plan around an agriculture issue AGBS.04.01.C

02. **Understand how agricultural laws and policies impact practices in agriculture industry** AGBS.04.02

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a. Define ag law and ag policy and distinguish how laws and policies are created AGBS.04.02.A

b. Identify laws and their impacts on the legal responsibilities and liabilities of an agricultural business AGBS.04.02.B

c. Develop an action plan to comply with an agricultural policy or law AGBS.04.02.C

d. Create an advocacy team around an agricultural policy or law and make presentation to appropriate audiences AGBS.04.02.D

Understand record keeping systems and utilize records to Assist in financial management of agribusiness AGBS.05

01. Understand the principles of supply and demand AGBS.05.01

a. Define and describe supply and demand AGBS.05.01.A

b. Create a demand curve and schedule AGBS.05.01.B

c. Track historical data on supply and demand and impact on prices of commodities and agricultural products AGBS.05.01.C

d. Determine price for a product utilizing supply and demand information AGBS.05.01.D

02. Understand the law of diminishing returns and the impact on product pricing AGBS.05.02

a. Understand and describe the law of diminishing returns AGBS.05.02.A

b. Describe input basis AGBS.05.02.B

c. Utilize the law of diminishing returns to hypothesize changes in products, prices, supply and demand AGBS.05.02.C

Implement principles of agricultural marketing within an agricultural business AGBS.06

01. Understand the importance of a marketing chain AGBS.06.01

a. Understand 6 different types of marketing (commodity, local, niche, product) and the free-market economy AGBS.06.01.A

b. Distinguish the difference between horizontal coordination and vertical integration AGBS.06.01.B

c. Describe marketing legislation and organizations (check off, cooperatives, contracts, agreements, NAFTA, exports) AGBS.06.01.C

d. Analyze marketing trends based upon influential factors (integration, niche, check-off) AGBS.06.01.D

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02. Describe the process of commodity marketing AGBS.06.02

a. Identify and describe the commodity exchanges and define commodity terms (futures contract, hedge, speculator) AGBS.06.02.A

b. Trace the path of a commodity trade AGBS.06.02.B

c. Understand how profit and loss is generated through a commodity trade AGBS.06.02.C

d. Determine profit and loss through a futures contract, hedging or speculating activity AGBS.06.02.D

03. Appreciate the importance of customer relations and sales techniques in an agriculture marketing AGBS.06.03

a. Describe different sales techniques and the impact of customer relations within an agribusiness AGBS.06.03.A

b. Identify and discuss the sales technique and importance of customer relations AGBS.06.03.B

c. Develop a plan to expand a customer base utilizing sales and customer relation skills AGBS.06.03.C

d. Implement sales techniques and customer relations skills by selling a product AGBS.06.03.D

Develop skills in agribusiness management AGBS.07

01. Understand the types of ownership in an agribusiness AGBS.07.01

a. Define types of business structures (sole proprietorship, partnership, corporation, LLC, cooperative) AGBS.07.01.A

b. Determine advantages and disadvantages of different business structures AGBS.07.01.B

c. Understand legal obligations for each type of agribusiness ownership AGBS.07.01.C

d. Analyze industry to compare size of business to types of business structure AGBS.07.01.D

02. Develop skills in agribusiness management AGBS.07.02

a. Identify management skills (problem solving) and why management is important in an ag business AGBS.07.02.A

b. Determine impact of financing, marketing, and risk management on the success of an agricultural business AGBS.07.02.B

c. Develop a management plan for an agribusiness AGBS.07.02.C

d. Analyze ag businesses for positive and negative management techniques and their impact on the agriculture industry AGBS.07.02.D

Develop efficiency factors to manage an agribusiness AGBS.07.03

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a. Understand efficiency factors and how an efficient operation can impact business success AGBS.07.03.A

b. Calculate different efficiency factors for given agribusiness scenarios AGBS.07.03.B

c. Develop and calculate efficiency factors for personal agribusiness enterprise AGBS.07.03.C

d. Change or make management decisions based upon efficiency factor information AGBS.07.03.D

04. Understand the importance of goal setting in an agribusiness AGBS.07.04

a. Define SMART goals (specific, measurable, achievable, realistic and time sensitive) AGBS.07.04.A

b. Determine characteristics of short, intermediate and long term goals in agribusinesses AGBS.07.04.B

c. Develop short and long term SMART goals for an agribusiness AGBS.07.04.C

05. Understand the importance of human resources in agribusinesses AGBS.07.05

a. Identify the need for workers in ag businesses AGBS.07.05.A

b. Understand legal obligations of human resources (workman's compensation, salary, hours, conditions) AGBS.07.05.B

c. Analyze techniques for effective management of human resources AGBS.07.05.C

06. Determine tax obligations regarding an agribusiness AGBS.07.06

a. Define taxes (local, state and federal) and importance of tax obligations within business operations AGBS.07.06.A

b. Understand tax code relating to business operations and what they are used for (i.e. FICA, Medicare, sales taxes) AGBS.07.06.B

c. Comply with tax obligations for a business, complete tax forms AGBS.07.06.C

d. Analyze tax obligations for various businesses AGBS.07.06.D

07. Understand the role of finance in agribusiness management AGBS.07.07

a. Distinguish the need for credit in an agribusiness; the sources of credit AGBS.07.07.A

b. Define the five C's (Capacity, Capital, Charter, collateral, Condition) of credit and the determine the their role in establishing credit AGBS.07.07.B

c. Calculate interest on a loan using different types of interest AGBS.07.07.C

d. Utilize an amortization schedule to calculate interest on a loan AGBS.07.07.D

08. Develop an agribusiness plan AGBS.07.08

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a. Identify a business plan and determine the importance of a business plan AGBS.07.08.A

b. Determine essential parts of a business plan AGBS.07.08.B

c. Develop a plan for an agribusiness incorporating all facets of an ag business (management, finance, risk management, marketing, human resource management taxes, etc.) AGBS.07.08.C

09. Understand the use and necessity of daily operational forms & documents used in an agribusiness AGBS.07.09

a. Identify forms and documents used in ag business and their function in the business operation AGBS.07.09.A

b. Complete / fill out forms accurately AGBS.07.09.B

c. Design forms to meet a specific business need AGBS.07.09.C

d. apply data from forms to analysis of business operation and profitability AGBS.07.09.D

Interpret legal land descriptions AGBS.08

01. Comprehend and utilize legal land descriptions AGBS.08.01

a. Define legal land description & identify two types used in US AGBS.08.01.A

b. Identify components of the rectangular survey system AGBS.08.01.B

c. Read and understand the descriptive process of land identification AGBS.08.01.C

d. Determine size of parcel based on legal descriptions or write legal descriptions based on parcel AGBS.08.01.D