

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	1 Explain common legal documents in business, such as mortgages, promissory notes, security agreements, stock certificates, deeds, titles, leases, and tax forms

documents as they relate to agribusiness. AFNR-AML-12

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 importance, types, and processes of effective

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

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

team-building. AFNR-
AML-16

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- 4 Define the major leadership styles (Authoritarian and Democratic) and identify current examples of each.** 16.4
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- 5 Identify the major personality types and problem solving styles of individuals.** 16.5
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- 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
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- 2 Create a list of qualities of being a good citizen and defend.** 17.2
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- 3 Create a personal and organizational plan for service and implement it to serve others in the community.** 17.3
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