

# 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

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**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

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**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](#)
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- 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](#)
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- 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](#)
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- 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](#)

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**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](#)

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**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](#)

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**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](#)

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**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](#)

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

- 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
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**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
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**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
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**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

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**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

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**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

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**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

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**03. Develop efficiency factors to manage an agribusiness** [AGBS.07.03](#)

- 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](#)

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**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](#)

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**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](#)

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**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](#)

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**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](#)

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**08. Develop an agribusiness plan** AGBS.07.08

- 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

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**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

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**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