

## Program Number 31-006-2 Technical Diploma • Two Terms

### ABOUT THE PROGRAM

If a career in agriculture is in your future, this program will help you to prepare to manage a successful agribusiness operation. You will gain experience in agricultural production management and technology, as well as management principles, finance, sales, economics, crop production, and animal fundamentals.

### PROGRAM OUTCOMES

- Apply relevant technologies.
- Investigate opportunities in agribusiness.
- Interact as a professional in agribusiness.

### CAREER AND EDUCATION ADVANCEMENT OPPORTUNITIES

LTC credits transfer to over 30 universities. For more information visit [gotoltc.edu/future-students/transfer](http://gotoltc.edu/future-students/transfer).

### ADMISSIONS AND FIRST SEMESTER ENROLLMENT STEPS

- Submit online application.
- Complete the online Student Success Questionnaire.
- Schedule a Program Counseling Session with your assigned program counselor to plan your first semester schedule, review your entire plan of study, discuss the results of the Student Success Questionnaire.

*\*Submit transcripts and test scores (optional, highly recommended): College transcripts, along with high school transcripts and test scores from within the last five years, used for course registration. Official transcripts needed for transferring college credit(s) and for financial aid purposes.*

### APPROXIMATE COSTS

- \$141 per credit tuition (WI resident) plus \$8.46 per credit student activity fee. Material fee varies depending on course. Other fees vary by program. Visit [gotoltc.edu/financial-aid/tuition-and-fees](http://gotoltc.edu/financial-aid/tuition-and-fees) for details.

### FINANCIAL AID

This program is eligible for financial aid. Visit [gotoltc.edu/Financial-Aid](http://gotoltc.edu/Financial-Aid) or talk with your Admissions Advisor about how to apply for aid.

### SPECIAL NOTES

To experience technology and demonstrations in the industry and classroom, students should have transportation and participate in-person. Through PAS (Professional Agriculture Students), students participate in competitions and activities.

Program students are eligible to be issued a LTC laptop while learning and applying the software applications.

The program schedule has a mix of in-person class days and online instruction (see iFlex definition). To participate synchronously in class using videoconferencing software, a minimum of 5Mb as well as audio and visual capabilities on your computer is required.

Out-of-district students and working adults are able to take the program online, which also includes the expectation to complete assigned labs, technology exploration, and demonstrations.

Agriculture Technician graduates have the opportunity to complete Agribusiness Science and Technology Associate degree with one additional year of college.

iFlex - designed to fit your life schedule, iFlex allows you to take courses online, face-to-face, or flex between the two.

### CONTACT

LTC Admissions Advisor  
 920.693.1162 • [Admissions@gotoltc.edu](mailto:Admissions@gotoltc.edu)

Catalog No.	Class Title	Credit(s)
<b>Term 1</b>		
10006112	Farm Business Management	3
10006114	Intro to Animal Science	3
10006116	Intro to Soil Science	3
10006115	Agricultural Sales & Communications	3
10804123	Math with Business Applications	3
		<b>15</b>
<b>Term 2</b>		
10006110	Agricultural Finance	3
10006122	Principles of Crop Production	3
10006124	Principles of Animal Breeding	3
10006134	Animal Records	1
10006126	Agribusiness Economics	3
10006128	Agribusiness Internship*	2
		<b>15</b>
		<b>TOTAL 30</b>

\*All students (online and in-person) work with instructor to select an appropriate internship based on their career goals.

*Curriculum and Program Acceptance requirements are subject to change. Program start dates vary; check with your advisor for details. The tuition and fees are approximate based on 2020-2021 rates and are subject to change prior to the start of the academic year.*

**AGRIBUSINESS ECONOMICS**...introduces agricultural economic dimensions and impacts, economic principles, calculation of economic returns, and evaluation of economic alternatives. Other topics include capital use, cost appraisal, risk considerations under a variety of economic conditions, farm credit sources, and creditor relationships. COREQUISITE: 10006110 Agricultural Finance

**AGRIBUSINESS INTERNSHIP**...provides the student the opportunity to choose from a broad variety of occupational experiences in the agribusiness industry. Student will work with faculty to develop a plan and to identify, coordinate, and evaluate work-associated learning experiences as they relate to the major career focus of the student. PREREQUISITE: 10006112 Farm Business Management and COREQUISITES: 10006122 Principles of Crop Production, 10006126 Agribusiness Economics, 10006124 Principles of Animal Breeding or 10091103 Dairy Reproductive Management

**AGRICULTURAL FINANCE**...introduces learner to major aspects of agribusiness financial management through extensive problem solving, financial analysis and planning. Students will describe and calculate the sweet 16 ratios, business cash flows, inventory controls, budgeting and borrowing considerations of various types of agribusinesses. Relevant software tools will be introduced. PREREQUISITE: 10006112 Farm Business Management

**AGRICULTURE SALES AND COMMUNICATIONS**...prepares the student with the tools to become an effective sales person, including pre-call planning, uncovering customer needs, conducting and completing a sale. Includes the fundamental principles of marketing agricultural products, pricing, merchandising and creating product marketing plans. Students will demonstrate effective communication skills needed to develop positive working relationships in agribusiness including team building, conflict resolution and industry advocacy.

**ANIMAL RECORDS**...introduces learner to records management through hands-on applications including the setup and use of computerized record-keeping software, completion of a sample farm record problem utilizing computerized records, a review of various record-keeping systems, as well as the selection and implementation of various computerized record programs. Software tools, such as PCDART, CowManager, and DairyCOMP 305, will be utilized. COREQUISITES: 10006124 Principles of Animal Breeding

**FARM BUSINESS MANAGEMENT**...provides learner with basic business management practices including the development of a business plan, establishment of short and long range goals, identification and implementation alternatives for reaching goals, and development of strategies to monitor progress. The importance of designing a business mission statement based on goals is emphasized.

**INTRO TO ANIMAL SCIENCE**...provides animal science fundamentals including animal health, animal environments, anatomy and physiology, genetics and reproduction, animal feedstuffs, and animal-related safety.

**INTRO TO SOIL SCIENCE**...provides fundamentals of soil's physical properties, chemical properties, biological properties, soil formation, classification, essential nutrients and soil survey. There will be emphasis on soil and water conservation practices that can be used to reduce soil erosion.

**MATH WITH BUSINESS APPLICATIONS**...covers real numbers, basic operations, linear equations, proportions with one variable, percents, simple interest, compound interest, annuity, apply math concepts to the purchasing/buying process, apply math concepts to the selling process, and basic statistics with business/consumer applications. PREREQUISITE: 10834109 Pre-Algebra or Math placement assessment equivalent and COREQUISITE: 10838105 Intro to Reading and Study Skills or Reading placement assessment equivalent

**PRINCIPLES OF ANIMAL BREEDING**...applies genetic principles and reproduction physiology to livestock improvement including elementary population genetics, phenotypic and genotypic effects of selection, selection methods, and systems of mating. PREREQUISITE: 10006114 Intro to Animal Science or 10091102 Dairy Cattle Management

**PRINCIPLES OF CROP PRODUCTION**...provides knowledge of crop and soil nutrient management, including use of both commercial fertilizers and manure. Course topics include purchase or lease options for land, agronomy consulting programs, tillage and conservation plans, soil nutrient plans, cropping plans, managing nutrient waste, crop harvest and storage and production records. PREREQUISITE: 10006116 Intro to Soil Science or 10091105 Dairy Feeding Management or 10001123 Site & Soil Analysis