

Program Number 10-006-2
Associate Degree in Applied Science • Four Terms

ABOUT THE PROGRAM

Successful individuals employed in agribusiness occupations understand the importance of running efficient and profitable operations in the areas of records/business analysis, credit/marketing/purchasing, farm business transfers, goal setting, human relations, crop/soil management, and livestock nutrition/management. Maximize your opportunities for success by increasing your agricultural business and production management knowledge.

PROGRAM OUTCOMES

- Develop an agribusiness management plan.
- Apply economic and marketing strategies to agribusiness industry.
- Apply relevant technologies.
- Create a crop management plan.
- Create a livestock management plan.
- Investigate opportunities in agribusiness.
- Interact as a professional in agribusiness.

CAREER AND EDUCATION ADVANCEMENT OPPORTUNITIES

Lakeshore credits transfer to over 30 universities. For more information visit lakeshore.edu/future-students/transfer.

ADMISSIONS AND FIRST SEMESTER ENROLLMENT STEPS

- Submit online application.
- Complete the online Student Success Questionnaire.
- Complete Get Started at Lakeshore appointment:
 - Application Check-in
 - College Orientation Overview
 - 1st Time Program Registration

**Submit high school transcripts, college transcripts, and test scores (optional, highly recommended). Official transcripts will be needed for transferring college credit(s) and for financial aid purposes.*

ACADEMIC PREPAREDNESS/FUTURE SEMESTER ENROLLMENT STEPS

If applicable, complete program-specific academic preparedness requirements and enrollment steps prior to enrolling in occupational or core courses. Students will be notified if there is a program waitlist. View the college's program webpage for details: <https://lakeshore.edu/programs-and-courses/career-areas/agriculture-food-natural-resources/agribusiness-science-technology>.

APPROXIMATE COSTS

\$152.85 per credit tuition (WI resident) plus \$9.17 per credit student activity fee. Material fee varies depending on course. Other fees vary by program. Visit lakeshore.edu/Financial-Aid/tuition-and-fees for details.

FINANCIAL AID

This program is eligible for financial aid. Visit lakeshore.edu/Financial-Aid for more information.

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.
- Learn when you want. Progress at your own pace. Receive personalized coaching and support. The full CBE definition may be found at lakeshore.edu/cbe.
- 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.
- Graduates of the Dairy Herd Management program can earn their Dairy Business Management associate degree with one additional year of this Agribusiness Science and Technology program's coursework.

CONTACT

Lakeshore College Recruiter
920.693.1366 • Recruitment@lakeshore.edu

Catalog No.	Class Title	Credit(s)
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Term 1

10006200	Introduction to Animal Science*	3
10006201	Introduction to Soil Science*	3
10006202	Ag Employability and Professionalism*	3
10101150	Office Accounting*	3
10006203	Nutrition Principles*	3

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Term 2

10091122	Agricultural Industry Internship 1	1
10006205	Agricultural Finance*	2
10006206	Livestock Production Systems and Management*	2
10006207	Principles of Crop Production*	2
10809144	Macroeconomics OR 10809143 Microeconomics	3
10801196	Oral/Interpersonal Communications	3
10006208	Equipment, Structure, & Power Systems*	3

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Term 3

10006209	Agriculture Sales and Consulting*	2
10804113	College Technical Math 1A OR 10804189 Introductory Statistics	3
10006210	Ag Product and Promotion*	3
10809198	Introduction to Psychology	3
10006211	Principles of Animal Breeding* OR 10006212 Agronomy Applications*	3
10006118	Agribusiness Internship**	1

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Term 4

10006213	Agricultural Business Management*	3
10801136	English Composition 1	3
10006214	Agricultural Commodity Marketing*	3
10006215	Legal Aspects of Agribusiness* OR 10006216 Current Issues and Trends in Agriculture*	3
10006217	Advanced Technology in Crops Production* OR 10006218 Advanced Technology in Livestock Production*	3

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TOTAL 61

*CBE delivery only

**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 academic counselor for details. The tuition and fees are approximate based on 2025-2026 rates and are subject to change prior to the start of the academic year.

ADVANCED TECHNOLOGY IN CROP PRODUCTION...provides experiences to the student in agronomy-based precision technologies. Topics covered include bioengineering, implementations of technology including drones, geographical information systems, variable rate technology, and other new automation designed to increase crop production efficiency.

AG EMPLOYABILITY AND PROFESSIONALISM...prepares the student for a career by covering personality assessments, advocacy, networking, job shadowing, stress management, career exploration, problem solving, and business etiquette. It also emphasizes leadership and conflict resolution skills through UWEX Employer of Choice certification. The culmination is the creation of a portfolio showcasing their preparedness for industry.

AG PRODUCT AND PROMOTION...prepares students to market and sell agricultural products. Topics include creating a marketing plan, promotion, branding, product pricing, marketing research and tools, budgeting and product positioning using the marketing mix. Furthermore, students will investigate alternative ag product markets and value-added agriculture.

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:** 10006122 Princ of Crop Production or 10006124 Princ of Animal Breeding or 10091103 Dairy Reproductive Mgt or **COREQUISITE:** 10006207 Princ of Crop Production or 10006211 Princ of Animal Breeding or 10091202 Dairy Reproductive Mgt

AGRICULTURAL BUSINESS MANAGEMENT...provides student with basic business management practices including the development of a business plan, establishment of short- and long-range goals, identification and implementation of alternatives for reaching goals, and development of strategies to monitor progress. The importance of designing a business mission statement based on goals is emphasized. **PREREQUISITE:** 10101150 Office Accounting

AGRICULTURAL COMMODITY MARKETING...provides the student with the fundamentals of agricultural commodity marketing including risk management, futures market structure and function, futures commodity contract specification, as well as futures trading procedures and strategies including hedging and options. Students will engage in practice commodity marketing using a real-world simulator and follow commodity markets and determine sources of variability affecting the futures prices.

AGRICULTURAL FINANCE...introduces the student to the basics of agricultural financial management including securing credit, working with financial statements (balance sheet, income statement, cash flows, owner equity) and investment analysis. Additionally, students will perform basic financial analysis, calculate depreciation, and prepare amortization schedules. Students will learn the basics of agricultural accounting and will practice using basic accounting software programs. **PREREQUISITE:** 10101150 Office Accounting

AGRICULTURAL INDUSTRY INTERNSHIP 1...provides the students with the ability and skills to perform industry expectations. Each student will be provided a checklist of skills based on area of interest in agriculture production and will work with their employer to complete those skills. **COREQUISITE:** 10006202 Ag Employability and Professionalism

AGRICULTURE SALES AND CONSULTING...prepares the student with the tools to become an effective salesperson, 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.

COLLEGE TECHNICAL MATHEMATICS 1A...prepares the student to solve linear, quadratic, and relational equations; graph; formula rearrangement; solve systems of equations; percent; proportions; and operations on polynomials. Emphasis will be on the application of skills to technical problems. Discuss math academic course support with your Counselor.

ENGLISH COMPOSITION 1...is designed for learners to develop knowledge and skills in all aspects of the writing process. Planning, organizing, writing, editing and revising are applied through a variety of activities. Students will analyze audience and purpose, use elements of research, and format documents using standard guidelines. Individuals will develop critical reading skills through analysis of various written documents. Discuss reading and writing academic course support with your Counselor.

EQUIPMENT, STRUCTURE, & POWER SYSTEMS...introduces the student to trends and opportunities in mechanized agriculture. Students will learn how to work with electrical power and processing, structures and environment, and soil and water conservation engineering practices. Additionally, students will learn operating principles and maintenance of gas and diesel engines used in agriculture.

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

INTRODUCTION TO PSYCHOLOGY...introduces students to a survey of the multiple aspects of human behavior. It involves a survey of the theoretical foundations of human functioning in such areas as learning, motivation, emotions, personality, deviance and pathology, physiological factors, and social influences. It directs the student to an insightful understanding of the complexities of human relationships in personal, social, and vocational settings. Discuss reading academic course support with your Counselor.

INTRODUCTION 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.

LEGAL ASPECTS OF AGRIBUSINESS...provides students with pertinent information of the legal liabilities and regulations of an agribusiness at the state and federal levels. Course content includes legal descriptions, contractual agreements, employee and consumer rights, insurance, debt collection, as well as bankruptcy and employment protection issues as regulated by DOL, OSHA and DWD.

LIVESTOCK PRODUCTION SYSTEMS AND MANAGEMENT...engages the student in the exploration and study of a variety of livestock management systems including feeding arrangements, health, marketing considerations, the use of computer systems, personnel issues, and financial impacts of management decisions. **PREREQUISITE:** 10006114 Intro to Animal Science or 10091102 Dairy Cattle Mgmt or **COREQUISITE:** 10091200 Intro to Dairy Cattle Mgmt

MACROECONOMICS...is an introductory course. Basic social choices regarding economic systems, basic economic aggregates, fiscal policy, the banking system, monetary policy, and international trade are the principle topics discussed in the course. Balance is drawn between theory, analysis, and a critique of the institutions that characterize modern mixed-capitalist economies. Conflicting social goals, economic constraints, and environmental concerns provide the framework through which the macroeconomy is analyzed. Discuss reading academic course support with your Counselor.

NUTRITION PRINCIPLES...introduces learner to the principles of nutrition as presented on a comparative species basis including characteristics, physiological functions, interrelationships, and deficiency symptoms as they pertain to carbohydrates, fats, proteins, mineral elements, and vitamins. **PREREQUISITE:** 10006114 Intro to Animal Science or 10091102 Dairy Cattle Mgmt or **COREQUISITE:** 10006200 Intro to Animal Science or 10091200 Intro Dairy Cattle Mgmt

OFFICE ACCOUNTING...introduces the learner to the principle of business and personal accounting, including journalizing, posting, year-end adjustments, report preparation and interpretation, payroll, and bank reconciliations.

ORAL/INTERPERSONAL COMMUNICATION...provides students with the skills to develop speaking, verbal and nonverbal communication, and listening skills through individual speeches, group activities, and other projects. Discuss reading academic course support with your Counselor.

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 Mgmt or **COREQUISITE:** 10091200 Intro to Dairy Cattle Mgmt

PRINCIPLES OF CROP PRODUCTION...introduces students to the basics about grain, fruit, and vegetable crop production. Course topics include crop and soil nutrient management, use of commercial and manure fertilizers, purchase or lease options for land, tillage and conservation plans, cropping plans, managing nutrient waste, crop harvest and storage, and production records.