

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

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

ADMISSION AND PROGRAM ENROLLMENT STEPS

- Submit online application.
- Submit transcripts (high school & other colleges). NOTE: Official transcripts required for acceptance of transfer credits; Financial Aid may require.
- Complete the online Student Success Questionnaire.
- Schedule a Program Advising Session with your assigned advisor to plan your first semester schedule, review your entire plan of study, discuss the results of the Student Success Questionnaire.

APPROXIMATE COSTS

- \$138.90 per credit tuition (WI resident) plus \$8.33 per credit student activity fee. \$10 per credit online, iFlex or hybrid fee. Material fee varies depending on course. Other fees vary by program. Visit gotoltc.edu/financial-aid/tuition-and-fees for details.

FINANCIAL AID

This program is eligible for financial aid. Visit 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.

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.

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 • CareerCoach@gotoltc.edu

| Catalog No. | Class Title | Credit(s) |
|---------------|---|-----------------|
| Term 1 | | |
| 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 |
| | | 15 |
| Term 2 | | |
| 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 |
| | | 15 |
| Term 3 | | |
| 10006135 | Agriculture Business Accounting OR 10101155 Accounting for Professionals (3 cr) | 3 |
| 10006146 | Precision Ag Technologies | 3 |
| 10006144 | Nutrition Principles | 3 |
| 10809196 | Introduction to Sociology | 3 |
| 10801196 | Oral/Interpersonal Communication | 3 |
| | | 15 |
| Term 4 | | |
| 10006130 | Agricultural Commodity Marketing | 3 |
| 10006140 | Legal Aspects of Agribusiness | 3 |
| 10006141 | Livestock Production Systems & Management | 3 |
| 10801195 | Written Communications | 3 |
| 10809198 | Introduction to Psychology | 3 |
| | | 15 |
| | | TOTAL 60 |

*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 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. PREREQUISITE: 10006126 Agribusiness Economics or 10006135 Agriculture Business Accounting

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 BUSINESS ACCOUNTING...provides the learner with a study of accounting systems and methods appropriate for farms and agricultural businesses including the application of basic information-recording skills to allow for the construction of financial statements and filing of income tax forms. Students will produce and analyze financial statements and apply managerial accounting concepts by utilizing relevant financial software. PREREQUISITES: 10006112 Farm Business Management and COREQUISITES: 10804123 Math w/Business Apps and 10801196 Oral/Interpersonal Communication or CONDITION: 310011 Horticulture Technician enrollment requirements met

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 Prin 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.

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. PREREQUISITE: Reading placement assessment equivalent or COREQUISITE: 10838105 Intro to Reading and Study Skills

INTRODUCTION TO SOCIOLOGY...introduces students to the basic concepts of sociology: culture, socialization, social stratification, multi-culturalism, and the five institutions, including family, government, economics, religion, and education. Other topics include demography, deviance, technology, environment, social issues, social change, social organization, and workplace issues. COREQUISITE: 10838105 Intro to Reading and Study Skills or Reading placement assessment equivalent

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. COREQUISITE: 10006130 Ag Commodity Marketing

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 Management

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

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: 10006113 Intro to Animal Science or 10091102 Dairy Cattle Management

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. COREQUISITE: 10838105 Intro Reading and Study Skills or Reading placement assessment equivalent

PRECISION AG TECHNOLOGIES...provides experiences to the student in agricultural precision technologies including bio-technologies, application industries, livestock equipment, precision farming, financial resource management, plant protection, sustainable agriculture, environmental impacts of agriculture, agricultural workforce, and agricultural production. To experience precision technology and demonstrations throughout the industry, students are required to drive or have appropriate transportation to attend labs.

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

WRITTEN COMMUNICATION...teaches the writing process, which includes prewriting, drafting, revising, and editing. Through a variety of writing assignments, the student will analyze audience and purpose, research and organize ideas, and format and design documents based on subject matter and content. Keyboarding skills are required for this course. It also develops critical reading and thinking skills through the analysis of a variety of written documents. PREREQUISITE: 10831103 Intro to College Wrtg or Writing placement assessment equivalent and COREQUISITE: 10838105 Intro to Rdg & Study Skills or Reading placement assessment equivalent