

**PIERZ HIGH SCHOOL – COURSE SYLLABUS  
INTRODUCTION TO AGRIBUSINESS**

**Instructor: Mrs. Pat Tax**

**Department: Agricultural**

**Length of Course: 1 Semester (18 weeks)**

**Number of Credits: 1.0**

**Prerequisite: None**

**Grade Level: 10-12**

**Elective – Agricultural Science**

**Course Overview:**

This course includes a comparison of agriculture and agribusiness, agribusiness types, organizations, planning and operation, and agribusiness inputs and outputs. There is also an examination of agribusiness involved with post-production processing of agricultural products.

**Agricultural Education Program Goals:**

The Pierz High School Agricultural Education program prepares students for achieving their own personal excellence in agricultural careers, leadership, and life-long learning. This is accomplished by:

- 1) Exploring and understanding the principles of agricultural industries and careers.
- 2) Developing life skills necessary for future opportunities and employment.
- 3) Instilling value in contributing service to organizations, individuals, and the community.
- 4) Building credible experience in authentic leadership and employment roles.

**Course Goals:**

Upon completion of this course, students will be able to:

1. Identify the essential components of agribusiness.
2. Differentiate between the types of businesses.
3. Evaluate the tools to manage risk effectively.
4. Illustrate the steps to appropriate business planning.
5. Identify successful means of interacting in the agribusiness community.
6. Evaluate a local agribusiness marketing and business plan.
7. Identify the trends that impact the food supply.
8. Illustrate key strategic alliances in agribusiness.
9. Identify ways for agribusiness leaders to assist in market development.
10. Identify the positive impacts of customer and community relations on agribusiness development.
11. Illustrate the regulations of land use and development.
12. Identify the domestic and local implications of globalization and trade developments.
13. Name the best management practices of agribusiness.
14. Explain the effect of global recession and financial crisis on agribusiness.

**Learning Activities:**

- 1) Individual and group projects.
- 2) Scientific inquiry-based laboratory activities.
- 3) Teacher and resource person presentations.
- 4) Participation in career development events (CDE's)
- 5) Completion of worksheets and study guides.

**6) Unit and course evaluations – tests and quizzes.**

**Grading:**

**Grading for this class is based on a point system.**

**Academic dishonesty includes, but is not limited to:**

- **The giving or receiving answers on assigned material, using materials or aids forbidden by the instructor or unauthorized possession of examinations.**
- **Offering someone else's work, words, or ideas as one's own or using material from another source without acknowledgement (Plagiarism).**
- **Interfering without permission with the work of another student, either by obtaining, changing or destroying the work of another student.**
- **Buying or selling of term papers, homework, examinations, laboratory assignments, computer programs, etc.**
- **Falsifying of one's own or another's records.**
- **Knowingly assisting someone who engages in above.**

**Course Outline:**

<b>Lessons</b>	<b>Activities</b>
<b>1: Introduction to Agribusiness</b>	<ul style="list-style-type: none"><li>● <b>Ag Production History Timeline</b></li><li>● <b>Scope and Importance of Agribusiness</b></li></ul>
<b>2: Career Opportunities</b>	<ul style="list-style-type: none"><li>● <b>Agribusiness Career Opportunities</b></li><li>● <b>SAEs and Record Keeping</b></li></ul>
<b>3-5: Business Structures</b>	<ul style="list-style-type: none"><li>● <b>Sole Proprietorships</b></li><li>● <b>Partnerships</b></li><li>● <b>Corporations S, C</b></li><li>● <b>Governance and Operations of a Corporation</b></li><li>● <b>Cooperatives</b></li><li>● <b>Governance and Operations of a Cooperative</b></li><li>● <b>Cooperatives as Unique Corporations</b></li><li>● <b>Franchises</b></li></ul>
<b>6: Entrepreneurship</b>	<ul style="list-style-type: none"><li>● <b>SAE, Ownership Project</b></li></ul>
<b>7: H&amp;R Block</b>	<ul style="list-style-type: none"><li>● <b>Budget Challenge</b></li></ul>
<b>8:Commodities</b>	<ul style="list-style-type: none"><li>● <b>Types of Commodities</b></li><li>● <b>Basis</b></li><li>● <b>Futures, Hedging, Options</b></li><li>● <b>Grain Bridge</b></li></ul>
<b>9-10: Business Management and Risk</b>	<ul style="list-style-type: none"><li>● <b>Business Management</b></li><li>● <b>Identifying Sources of Business Risk</b></li><li>● <b>Insuring the Business</b></li></ul>

<b>11-12: Employment Issues</b>	<ul style="list-style-type: none"> <li>● Hiring and Managing Employees</li> <li>● Employment Legislation</li> <li>● Managing Human Resource Risk</li> </ul>
<b>13: Product</b>	<ul style="list-style-type: none"> <li>● Distribution and Transporting Products</li> </ul>
<b>14: Finance</b>	<ul style="list-style-type: none"> <li>● Time Value of Money</li> <li>● Borrowing Money</li> <li>● Evaluating Sources of Credit</li> <li>● Cost of Credit</li> <li>● Personal Finance</li> <li>● Financial Investments</li> </ul>
<b>15-16: Insurance</b>	<ul style="list-style-type: none"> <li>● Life</li> <li>● Health</li> <li>● Vehicle</li> <li>● Property</li> </ul>
<b>17: The Books</b>	<ul style="list-style-type: none"> <li>● Record Keeping</li> <li>● Assets and Liabilities</li> <li>● Net worth</li> <li>● Farming Game</li> </ul>
<b>18: Depreciation</b>	<ul style="list-style-type: none"> <li>● Definition</li> <li>● Methods</li> <li>● Recapture</li> </ul>
<b>19:Taxes</b>	<ul style="list-style-type: none"> <li>● Federal and State Income</li> <li>● Property</li> <li>● Sales</li> </ul>
<b>20:Types of Agribusinesses</b>	<ul style="list-style-type: none"> <li>● Classification</li> </ul>
<b>21:Agricultural Law</b>	<ul style="list-style-type: none"> <li>● Contracts</li> <li>● Criminal Law</li> <li>● Leases and Leasing</li> <li>● Ownership Rights and Responsibilities</li> <li>● Fence Laws</li> <li>● Estate Planning</li> <li>● Intellectual Property</li> </ul>