

Agricultural Business Management(Con Ed Credit)/AGB 135 Dual Credit  
 Course Syllabus Fall 2011

Course Description: The course is designed for students to earn Parkland credit for the AGB 135 course while fulfilling the State of Illinois Consumer Education requirement for graduation. This will be a fast-paced investigation of the many areas of applied economic principles to the area of managing an agricultural business. We will undertake establishing a cooperative business, monitor the results closely, and hopefully reap the benefits. You will also have the opportunity to interview business leaders in the community about their strategies for success. The course work will be rigorous; however, the experiences and opportunities will challenge you to think in terms of the business and financial world.

Textbook: None. All reading materials will be provided by the instructor via handouts, e-mails, and class website. Each student will be required to have a binder to keep the binder packet in until the end of the semester. This will constitute the “book” for the class.

Grading: Will follow the standard 100-90(A), 89-80(B), 79-70(C), 69-60 (D), 59-0 (F).

- Tests.....55%
- Assignments.....35%
- Final exam.....10% points

Final Exam: Everything that you do in this class will be collected and presented in a binder at the end of the semester. This binder is to be a neat, orderly display of your knowledge of the class. It will count to 10 percent of your grade. A rubric will be available on the class website to guide your efforts.

Extra Credit: Will be available throughout the semester for various charitable donations, extra assignments, or class related extracurricular activities.

The class webpage: All Assignments will be posted on the web page, as well as be included in the class binder packet. The web address is <http://tuscolaagriculture.weebly.com/ag-bus-assignments.html> .

Course Outline with Tentative Dates (any and all dates are subject to change based upon the needs of the class as the material is covered.)

<u>Unit</u>	<u>Assignments Due</u>	<u>Date</u>
<b>I. Introduction to Agribusiness</b>		
Scope and Importance	Read Slides 1-9	8/22/11
Sectors	Read Slides 10-23	8/23/11
Careers		
Starting and Agribusiness	Read Slides 24-39	8/24/11
Determining Types of Business		
Production Resources	Read Slides 40-53	8/25/11
Entrepreneurship	Read Preparing a Business Plan	8/26/11
Preparing a Business Plan	Business Plan Activity Due	8/29/11
*****Test 1*****		8/31/11
<b>II. Understanding Business Ownership</b>		
Sole Proprietorship	Read Slides 1-13	9/6/11
Partnerships	Read Slides 14-26	9/7/11
Corporations	Read Slides 27-38	9/8/11
Cooperatives		
*****Speaker*****		9/8/11
Governing a Coop	Bylaws Activity	9/9/11
	Business Decision Problem	9/9/11

	Business Ownership Interviews (80 pnts)	9/13/11
*****Test 2*****		9/13/11
III. Managing & Operating a Business		
Business Management Principles		
Risk, Insurance, and Compensation		9//14/11
Employment		
The Interview Process		9/15/11
	Job Interview Activity	9/16/11
Creating and Evaluating Résumés		9/19/11
*****Resume creation in lab*****		9/20/11
	Personal Resumes Due	9/21/11
Completing and Evaluating Job Applications		
	Job Application Due	9/22/11
Employee Management	Daily Outline	9/26/11
Employment Legislation		
*****Test 3*****		9/29/11
IV. Financial Management		
Assets, Liabilities, & Net Worth	Create a Financial Statement	9/30/11
Income and Cash Flow Statements	Daily Outline	10/3/11
	Income/Cash Flow Activity	10/4/11
Budgets and Depreciation	Depreciation Worksheet	10/5/11
	Budget Worksheet	10/6/11
Financing the Agribusiness		
The Time value of money		
Borrowing Money	****Speaker****	10/11/11
Credit	Credit Card Activity	10/13/11
	Business Model for Coop Due	10/14/11
*****Test 4*****		10/18/11
V. Agricultural Sales and Marketing		
Ethics	Daily Outline	10/19/11
Types of Markets		
Marketing Products and Services		
Developing a Marketing Plan	Marketing Plan for Coop Due	10/24/11
Pricing, Advertising, Promotion, & Display	Proposals for Coop Due	10/26/11
Analyzing Consumer Trends	Questionnaire Results Due	10/27/11
VI. Insurance		
Life, Health, Property, and Vehicle	Interview Questions for Speaker	10/31/11
Insurance Speaker		11/1/11
*****Test 5*****		11/3/11
X. Taxes		
The U.S. Tax System	Daily Outline	11/4/11
Federal & State Income Tax	Filing Taxes	11/7/11
Property Tax	Daily outline	11/8/11
Sales Tax	Sales Tax Problems	11/9/11
*****Test 6*****		11/15/11
XI. Agricultural Economics		
Agribusiness in the Free Enterprise		
Economics 101		
Choice		

Supply and Demand  
Elasticity  
Law of Diminishing Returns  
\*\*\*\*\*Test 7\*\*\*\*\*

12/6/11

XII. Living in the Real World  
Understanding Food economics  
Understanding Housing Types & Costs  
Health Care Needs and Costs  
Personal Property Needs and Costs  
Law  
\*\*\*\*\*Test 8\*\*\*\*\*

12/16/11

Semester Final Exam

12/20/11