

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 gotoltc.edu/future-students/transfer.

ADMISSIONS AND FIRST SEMESTER ENROLLMENT STEPS

- Submit online application.
- Complete the online Student Success Questionnaire.
- Complete Student Success Tutorial prior to meeting with your program counselor.
- Schedule your 1st Time Program Counseling/Registration Session with your assigned program counselor to plan your first semester schedule, review your entire plan of study and 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

\$149.50 per credit tuition (WI resident) plus \$8.97 per credit student activity 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.
- The program schedule is provided in the iFlex format, which allows you to take courses online, face-to-face, or flex between the two. 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.

CONTACT

Lakeshore Admissions Advisor
 920.693.1366 • Admissions@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 |
| 10006134 | Animal Records | 1 |
| 10801196 | Oral/Interpersonal Communication | 3 |
| 10804123 | Math with Business Applications | 3 |
| | | 16 |
| Term 2 | | |
| 10006110 | Ag Finance & Accounting | 3 |
| 10006122 | Principles of Crop Production | 3 |
| 10006124 | Principles of Animal Breeding | 3 |
| 10006128 | Agribusiness Internship* | 2 |
| 10809144 | Macroeconomics | 3 |
| | | 14 |
| Term 3 | | |
| 10006144 | Nutrition Principles | 3 |
| 10006146 | Precision Ag Technologies | 3 |
| 10004102 | Principles of Marketing | 3 |
| 10006115 | Agricultural Sales & Communications | 3 |
| 10809198 | Introduction to Psychology | 3 |
| | | 15 |
| Term 4 | | |
| 10006130 | Agricultural Commodity Marketing | 3 |
| 10006140 | Legal Aspects of Agribusiness | 3 |
| 10006141 | Livestock Production Systems & Management | 3 |
| 10006143 | Ag Employability & Professionalism | 3 |
| 10801136 | English Composition 1 | 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 program counselor for details. The tuition and fees are approximate based on 2024-2025 rates and are subject to change prior to the start of the academic year.

AG EMPLOYABILITY & PROFESSIONALISM...expects the student to prepare for a career in agriculture, which includes personality assessments, advocacy, professional networking, job shadowing, stress management, career exploration, problem solving and business etiquette. Students will further develop leadership, management and conflict resolution skills through the UWEX Employer of Choice certification. The student will gather and organize the components of a portfolio to showcase the skills and experiences that have prepared them for a career in the agriculture industry.

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, 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:** 10809144 Macroeconomics or 10809195 Economics

AGRICULTURAL FINANCE AND ACCOUNTING...introduces the learner 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:** 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.

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. **COREQUISITE:** Writing placement assessment or equivalent AND Reading placement assessment or equivalent

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 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.

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. **COREQUISITE:** Reading placement assessment or 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.

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

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. **COREQUISITE:** Reading placement assessment or equivalent

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. **COREQUISITE:** Math placement assessment or equivalent AND Reading placement assessment or 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:** Reading placement assessment or 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

PRINCIPLES OF MARKETING...introduces the student to the consumer decision process model, the bases used to segment a market, basic concepts about goods, services, and ideas, the nature of supply chain and distribution, integrated marketing communications, and the stages of the product life cycle and their impact on the marketing mix.