

Discipline: Agriculture	Sub-discipline: Agricultural Business
General Course Title: <b>Farm Management</b>	Min. Units: <b>3 Semester</b>
Proposed Suffix: <b>L</b>	
<p>Course Description:  The organization and operation of farm and ranch businesses, identification of factors affecting profitability, evaluation of the business for increased efficiency and profit and the application of budgeting to laboratory farm and independent analysis of a farm.</p>	
Required Prerequisites or Co-Requisites <sup>1</sup>	
Advisories/Recommended Preparation <sup>2</sup>	
<p>Course Objectives: <i>At the conclusion of this course, the student should be able to:</i></p> <ul style="list-style-type: none"> <li>• Define the roles and functions of an agribusiness manager</li> <li>• Determine the most profitable levels of production, given cost and income data for each enterprise.</li> <li>• Determine the effects on profitability using budgets and production data when planning for the future. Determine the appraised value of farm property and business assets based on accepted appraisal techniques.</li> <li>• Describe characteristics of the four types of business structures; sole proprietorship, partnership, cooperative, corporation.</li> <li>• Develop a strategy for resolving a typical farm labor or personnel issue, Develop a financial plan for an agricultural business.</li> <li>• Create and modify various budgets of the agribusiness including; cash flow, enterprise, and whole farm. Develop an awareness of the types of permits required to operate an agricultural business operation.</li> <li>• Examine social issues affecting agriculture.</li> </ul>	
<p>Course Content:</p> <ol style="list-style-type: none"> <li>1. Role and Function of Farm Managers <ol style="list-style-type: none"> <li>a. Decision Making</li> <li>b. Goal Setting</li> <li>c. Management Functions</li> </ol> </li> <li>2. Marginal Analysis and Economic Principles <ol style="list-style-type: none"> <li>a. Inputs and Production Levels</li> <li>b. Enterprise Combinations</li> <li>c. Cost Principles of Production</li> <li>d. Economics of Size</li> </ol> </li> <li>3. Forms/Characteristics of Business Organization <ol style="list-style-type: none"> <li>a. Proprietorship</li> <li>b. Partnership</li> <li>c. Cooperative</li> <li>d. Corporation</li> </ol> </li> <li>4. Personnel and Labor Management <ol style="list-style-type: none"> <li>a. Personnel Management</li> <li>b. Legal Aspects, Regulations</li> <li>c. Labor Unions and Contracts</li> </ol> </li> </ol> <p><b>Farm Management (Content Continued)</b></p> <ol style="list-style-type: none"> <li>5. Acquiring and Managing Resources</li> </ol>	

<sup>1</sup> Prerequisite or co-requisite course need to be validated at the CCC level in accordance with Title 5 regulations; co-requisites for CCCs are the linked courses that must be taken at the same time as the primary or target course.

<sup>2</sup> Advisories or recommended preparation will not require validation but are recommendations to be considered by the student prior to enrolling.

- a. Appraisal
- b. Investment analysis
- c. Risk Management
- d. Ownership Characteristics
- e. Leasing vs. Owning
- f. Tax Management

6. Budgeting

- a. Enterprise
- b. Cash Flow
- c. Whole Farm
- d. Partial

7. Working with Agencies

- a. Resources available
- b. Permits, Regulations

Laboratory Activities: Individual Laboratory Activities are designed to support course objectives.

Methods of Evaluation: Lecture  
Comprehensive Quizzes and Exams  
Written Critical Thinking Scenarios  
Problem Analysis and Solution  
Research and Term Papers

Methods of Evaluation: Laboratory  
Laboratory Skill Validation by Observation  
Laboratory Reports  
Laboratory Research Projects and Reports  
Laboratory Skill Practicum Exams

Typical Textbooks, Manuals, or Other Support Materials

Farm Management, Kay, Ronald D., McGraw Hill  
Farm Management, Boehlje, Michael D., Wiley  
Principles of Agribusiness Management, Beierlein, James G., Waveland Press

**Statewide Articulation: CPSLO-AGB 322, CSUF-AGEC 110N / 110, other universities as lower division elective**

FDRG Lead Signature:

Date:

Mark E. Bender, PhD CSU Stanislaus

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**Internal Tracking Number**