

Discipline: Agriculture	Sub-discipline: Equine Science
General Course Title: Equine Business Management	Min. Units: 3 Semester
Proposed Suffix:	
<p>Course Description: Fundamentals of equine business operations, including taxes, liability, insurance, software, and facility design. The class will emphasize the skills necessary to manage a ranch, barn, stable, boarding, breeding, or training facility.</p>	
Required Prerequisites or Co-Requisites ¹	
Advisories/Recommended Preparation ²	
<p>Course Objectives: <i>At the conclusion of this course, the student should be able to:</i></p> <ul style="list-style-type: none"> • Manage legal and tax aspects of an equine business establishment. • Describe and implement practices and behaviors consistent with professionalism in the workplace. • Differentiate between appropriate and inappropriate job behavior and conversation. • Assess liability issues at the workplace and determine appropriate insurance coverage. • Summarize contracts and write invoices. • Develop and maintain bookkeeping and record systems. • Develop a ranch plan for an equine facility, incorporating legal requirements and regulations. • Evaluate a variety of office machines and software used in the equine industry. 	
<p>Course Content:</p> <ol style="list-style-type: none"> 1. Fundamentals of Equine Business Operations <ol style="list-style-type: none"> A. Taxes <ol style="list-style-type: none"> 1. Federal and state 2. Sales tax 3. Personal property tax 4. Racehorse tax B. Liability C. Insurance D. Salary and benefits 2. Professionalism in the Workplace <ol style="list-style-type: none"> A. Use of animals and equipment B. Workplace ethics C. Client relations and customer communication <ol style="list-style-type: none"> 1. Receiving and handling complaints 2. Introducing the company to customers D. Job skills <ol style="list-style-type: none"> 1. Behavior 2. Communication/conversation 3. Dress 4. Absenteeism 3. Documentation <ol style="list-style-type: none"> A. Interpreting contracts, invoices and other documents B. Bookkeeping and records <p>Equine Business Management (Content Continued)</p>	

¹ 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.

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

- 4. Laws, Regulations and Legal Requirements
 - A. Licenses and permits
 - B. Registration requirements
 - C. Equine laws and regulations
 - 1. Animals per acre
 - 2. Nutrition and animal welfare
 - 3. Water quality
- 5. Office Machine Skills
 - A. Equine computer programs
 - B. Cash registers
- 6. Stable Management
 - A. Equipment and supplies
 - B. Stable plans
 - 1. Fire/pest control
 - 2. Waste management
 - 3. Pasture selection and maintenance
 - 4. Professional services
 - 5. Hiring employees
- 7. Ranch Planning
 - A. Design, layout, and location
 - B. Permit process
 - C. Facilities and equipment
 - D. Barns/corrals
 - E. Business plan

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 Projects and Reports Laboratory Research Projects and Reports Laboratory Skill Practicum Exams
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Typical Textbooks, Manuals, or Other Support Materials
Horses, 3rd edition. Evans, J. Warren. W.H. Freeman & Co.,
 2000.

Statewide Articulation: CPP-AVS 125/L, UCD-ANS 141, other universities as lower division elective.

FDRG Lead Signature: _____ Date: _____
 Mark E. Bender, PhD CSU Stanislaus

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