

STATE OF WYOMING
AGRICULTURE & NATURAL RESOURCES CLUSTER AND
AGRICULTURE BUSINESS PATHWAY COMPETENCIES

AGRICULTURE COMPETENCIES

Cluster Level Core Competencies & Objectives

COMPETENCY

AS1 **Students will demonstrate knowledge of impacts of agriculture on society.**

OBJECTIVES

AS1-1 Students will identify careers in agriculture/ industries

- Identify occupations in agriculture
- Identify individual agriculture career interests

AS1-2 Students will recognize the role of agriculture in society

- Trace major changes and accomplishments in the history of agriculture
- Analyze the importance of agriculture to society
- Demonstrate understanding of the scope of world agricultural production
- Describe the role of consumers in world agriculture systems
- Describe the use of science and technology in world food and fiber production

COMPETENCY

AS2 **Students will demonstrate written and verbal communication skills.**

OBJECTIVES

AS2-1 Students will demonstrate public speaking skills

- Demonstrate effective speaking techniques
- Organize and present a persuasive message

AS2-2 Students will read, comprehend, and interpret technical materials/publications

AS2-3 Students will produce

- Technical report/research paper
- Resume, letter of job application, cover letter application, cover letter and/or job application form

COMPETENCY

AS3 Students will demonstrate an understanding of agribusiness principles and skills.

OBJECTIVES

- AS3-1 Students will describe personal finance management
- Demonstrate the components of personal finances and goal making
 - Distinguish the pros and cons of borrowing money
 - Identify sources of credit.
- AS3-2 Students will maintain and complete a set of financial records based on a Supervised Agricultural Experience Project (SAE) or a simulated class activity
- AS3-3 Students will explain keeping and using records in agricultural occupations
- Explain the purpose of record keeping
 - Complete a balance sheet
 - Demonstrate understanding of cash flow, income statements, and computerized record keeping

COMPETENCY

AS4 Students will demonstrate understanding of applied sciences in agriculture.

OBJECTIVES

- AS4-1 Students will describe how the scientific method is used in agricultural research
- AS4-2 Students will explain the steps of the scientific method

COMPETENCY

AS5 Students will demonstrate understanding of the Future Farmers of America (FFA) organization.

OBJECTIVES

- AS5-1 History and membership of FFA
- AS5-2 Parliamentary procedure
- AS5-3 Identify opportunities through FFA
- AS5-4 Demonstrate leadership, citizenship, and cooperation skills

Agriculture & Natural Resources Cluster

AGRICULTURE BUSINESS PATHWAY

Pathway Core Competencies & Objectives

COMPETENCY

ASAB1 **Students will understand basic agricultural business management procedures in agriculture and natural resources.**

OBJECTIVES

- ASAB1-1 Students will understand agriculture credit
- Students will understand credit and its role in agribusiness
 - Students will analyze and compare credit sources and types
- ASAB1-2 Students will maintain agriculture records
- Demonstrate understanding of record-keeping procedures including accounting and bookkeeping systems, as well as inventory and depreciation procedures commonly used in production agriculture and agribusiness
 - Maintain and complete a set of financial records based on a Supervised Agricultural Experience Project (SAE) or a simulated class activity
- ASAB1-3 Students will understand cash flow planning and analysis
- Identify how to make management decisions based on financial and production records

COMPETENCY

ASAB2 **Students will apply basic economic principles in agriculture and natural resource business and management.**

OBJECTIVES

- ASAB2-1 Students will apply basic economic principles in natural resource business and management
- Demonstrate understanding of profit motive
- ASAB2-2 Students will monitor monthly financial statements

COMPETENCY

ASAB3

Students will demonstrate understanding of agricultural finance management procedures

OBJECTIVES

- ASAB3-1 Students will understand agriculture credit sources
- Students will analyze and compare credit sources and types, calculate repayment ability, and costs of credit
- ASAB3-2 Students will understand cash flow planning and analysis
- Students will understand agricultural budgeting, cash flow analysis, and the use of records for planning and analysis
 - Students will prepare an enterprise budget and a cash flow statement
- ASAB3-3 Students will understand sales, excise and property taxes
- Demonstrate understanding of the purpose of different types of taxes
 - Demonstrate understanding the importance of tax planning and record keeping
- ASAB3-4 Students will demonstrate understanding insurance and risk management as it relates to agriculture
- Demonstrate understanding of the insurance needs applicable to the agriculture and natural resources
 - Identify and describe insurance concerns of agriculture and natural resources

COMPETENCY

ASAB4

Students will understand marketing, sales, and purchasing.

OBJECTIVES

- ASAB4-1 Students will understand commodities and marketing
- Understand marketing functions and concepts in agribusiness management
 - Understand the components of a marketing plan for an agricultural product or service
- ASAB4-2 Students will analyze purchasing options
- Understand purchasing and leasing options involved in agriculture
 - Analyze land purchase vs. lease
 - Analyze and compare costs of options such as leasing versus purchasing, new versus used equipment, and volume buying
- ASAB4-3 Students will understand agriculture sales
- Understand the principles and techniques involved in marketing and selling agricultural products and services
 - Observe agriculture sales skills in a role-playing situation

COMPETENCY

ASAB5 Students will inventory private and public organizations that impact agriculture and natural resources.

OBJECTIVES

- ASAB5-1 Students will understand how private and public organizations and government agencies impact agriculture and agribusiness. (e.g. Farm Bureau, Nature Conservancy, mineral industry, USDA, BLM, Forest Service, WY DoAG, EPA)
- ASAB5-2 Students will analyze and compare the purposes, services, and effects of private and public organizations