



**COWLEY COLLEGE  
& Area Vocational Technical School**

**COURSE PROCEDURE FOR**

**FARM MANAGEMENT  
AGR1264 3 Credit Hours**

**Student Level:**

This course is open to students on the college level in either the Freshman or Sophomore year.

**Catalog Description:**

**AGR1264 - Farm Management (3 hrs)**

This course will cover the principles and practices involved in managing an agriculture production business. Emphasis is on decision making, financial analysis, business structure, risk management, planning and managing resources.

**Prerequisites:**

None

**Co-requisites:**

None

**Controlling Purpose:**

The purpose of this this course is to provide the student with the knowledge and skill necessary to managing an agriculture production business. Emphasis is on decision making, financial analysis, business structure, risk management, planning and managing resources.

**Learner Outcomes:**

Upon completion of the course, the student will:

1. Describe management techniques that are important in production agriculture.
2. Maximize income by monitoring income and expenses.
3. Identify legal, ethical and environmental concerns for farm management.

**Units Outcomes and Criterion Based Evaluation Key for Core Content:**

The following outline defines the minimum core content not including the final examination period. Instructors may add other material as time allows.

**Evaluation Key:**

A = All major and minor goals have been achieved and the achievement level is considerably above the minimum required for doing more advanced work in the same field.

- B = All major goals have been achieved, but the student has failed to achieve some of the less important goals. However, the student has progressed to the point where the goals of work at the next level can be easily achieved.
- C = All major goals have been achieved, but many of the minor goals have not been achieved. In this grade range, the minimum level of proficiency represents a person who has achieved the major goals to the minimum amount of preparation necessary for taking more advanced work in the same field, but without any major handicap of inadequacy in his background.
- D = A few of the major goals have been achieved, but the student’s achievement is so limited that he is not well prepared to work at a more advanced level in the same field.
- F = Failing, will be computed in GPA and hours attempted.
- N = No instruction or training in this area.

<b>UNIT 1: Management Techniques</b>						
Outcomes: Upon completion of this unit, the students will be able to successfully describe management techniques that are important in production agriculture.						
A	B	C	D	F	N	Specific Competencies:
						Demonstrate the ability to:
						Develop a layout for a farm and/or livestock facility.
						Develop a management and maintenance plan for farm/ranch machinery.
						Develop a farm/ranch management recordkeeping system.
						Compare and contrast farm management software packages.

<b>UNIT 2: Markets and Records</b>						
Outcomes: Upon completion of this unit, the students will be able to successfully maximize income by monitoring income and expenses.						
A	B	C	D	F	N	Specific Competencies:
						Demonstrate the ability to:
						Create a marketing plan for agricultural commodities off of the family farm.
						Evaluate methods to reduce labor costs.
						Create a spreadsheet to keep track of expenses and income for farming operations.
						Summarize balance sheets and cash flow.

**UNIT 3: Legal, Environmental Issues**

Outcomes: Upon completion of this unit, the students will be able to successfully identify legal, ethical and environmental concerns for farm management.

A	B	C	D	F	N	Specific Competencies:
						Demonstrate the ability to:
						Identify and discuss legal contracts.
						Describe the processes of buying, leasing and appraising farmland.
						Explain partnerships and corporations.
						Summarize typical farm liability laws.
						Illustrate the use of government agriculture programs and local economic impact of such programs.
						Identify and describe ethical issues related to farm operations.
						Identify and describe ecological implications of modern farming operations including use of pesticides, herbicides, genetic alterations, etc..

**Projects Required:**

Varies, refer to syllabus.

**Textbook:**

Contact Bookstore for current textbook.

**Materials/Equipment Required:**

None

**Attendance Policy:**

Students should adhere to the attendance policy outlined by the instructor in the course syllabus.

**Grading Policy:**

The grading policy will be outlined by the instructor in the course syllabus.

**Maximum class size:**

Based on classroom occupancy

**Course Time Frame:**

The U.S. Department of Education, Higher Learning Commission and the Kansas Board of Regents define credit hour and have specific regulations that the college must follow when developing, teaching and assessing the educational aspects of the college. A credit hour is an amount of work represented in intended learning outcomes and verified by evidence of student achievement that is an institutionally-established equivalency that reasonably approximates not less than one hour of classroom or direct faculty instruction and a minimum of two hours of out-of-class student work for approximately fifteen weeks for one semester hour of credit or an equivalent amount of work over a different amount of time. The number of semester

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DISCLAIMER: THIS INFORMATION IS SUBJECT TO CHANGE. FOR THE OFFICIAL COURSE PROCEDURE CONTACT ACADEMIC AFFAIRS.

hours of credit allowed for each distance education or blended hybrid courses shall be assigned by the college based on the amount of time needed to achieve the same course outcomes in a purely face-to-face format.

**Refer to the following policies:**

[402.00 Academic Code of Conduct](#)

[263.00 Student Appeal of Course Grades](#)

[403.00 Student Code of Conduct](#)

**Disability Services Program:**

Cowley College, in recognition of state and federal laws, will accommodate a student with a documented disability. If a student has a disability which may impact work in this class and which requires accommodations, contact the Disability Services Coordinator.