



## North Polk Community Schools Pacing & Course Description Guide



Grade Level: 11-12

Content: Agriculture Business

Year: 2022-2023

### Course Description/Rationale

Agricultural sales and marketing, leadership, employment trends, developing a resume, and mock-interviews will be taught. Continued development of SAE projects. (1 HS credit)

| Name of Unit | Time Frame | Essential Learning Target                                                                                                                                                                                                                       | Standard(s)                                                                                                                                                                                                                                                                                                           |
|--------------|------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| The Start Up | 3 weeks    | <p>ELT1: List consumed need and want items and identify source(s) for each.</p> <p>ELT2: Conduct market research and analyze data collected from a survey to discover a product or service to offer related to an agribusiness of interest.</p> | <ul style="list-style-type: none"><li>AG-BIZ 4.2: Develop business goals and strategies that capitalize on opportunities in an AFNR market.</li><li>AG-BIZ 2.2: Prepare and maintain all files as needed for effective record keeping practices.</li><li>CRP.07.0 1: Select and implement reliable research</li></ul> |

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|                   |         |                                                                                                                                                                                                                                                                                                                                                                          | <p>processes and methods to generate data for decision-making in the workplace and community.</p> <ul style="list-style-type: none"> <li>CRP.06.03: Create and execute a plan of action to act upon new ideas and introduce innovations to workplace and community organizations.</li> </ul> |
| Managing Finances | 5 weeks | <p>ELT1: Classify typical business expenses as fixed, variable, or noncurrent asset purchase.</p> <p>ELT2: Calculate breakeven and use it to analyze the feasibility of an enterprise.</p> <p>ELT3: Categorize sample balance sheet entries as current or noncurrent assets or liabilities.</p> <p>ELT4: Develop a balance sheet and a budget for the business plan.</p> | <ul style="list-style-type: none"> <li><b>AG-BIZ 1.2: Apply management skills to organize an AFNR enterprise or business unit.</b></li> <li><b>AG-BIZ 2.1: Employ fundamental accounting</b></li> </ul>                                                                                      |

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|                    |         |                                                           | <p>principles in business bookkeeping and associated financial files.</p> <ul style="list-style-type: none"> <li>• <b>AG-BIZ 4.3:</b> Develop an operation and/or production plan to provide required levels of product or service.</li> <li>• <b>CRP.12.01:</b> Contribute to team-oriented projects and builds consensus to accomplish results using cultural global competence in the workplace and community.</li> </ul> |
| Covering the Bases | 5 weeks | ELT 1: Identify seasonal income and expense fluctuations. | <ul style="list-style-type: none"> <li>• <b>AG-BIZ 1.2:</b></li> </ul>                                                                                                                                                                                                                                                                                                                                                       |

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|          |         | <p>ELT2: Investigate loan and grant opportunities for the business plan</p> <p>ELT3: Simulate investment scenarios in various risk environments</p> <p>ELT4: Describe and assign financial values to capital, labor, and management opportunities for the business plan.</p>            | <p>Apply management skills to organize an AFNR enterprise or business unit.</p> <ul style="list-style-type: none"> <li>AG-BIZ 4.1: Identify strategies to manage or mitigate risk.</li> </ul>                                                                                            |
| Planning | 3 weeks | <p>ELT 1: Determine the complimentary and competitive products or services that pose risk for a business.</p> <p>ELT 2: Develop SMART goals and a timeline for the business plan.</p> <p>ELT 3: Pitch the business plan to stakeholders including potential investors and advisors.</p> | <ul style="list-style-type: none"> <li><b>CRP.12.0 1: Contribute to team-oriented projects and builds consensus to accomplish results using cultural global competence in the workplace and community.</b></li> <li><b>CRP.06.0 3: Create and execute a plan of action to</b></li> </ul> |

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|  |  |  | <p><b>act upon new ideas and introduce innovations to workplace and community organizations.</b></p> <ul style="list-style-type: none"><li>• AG-BIZ 4.2: Develop business goals and strategies that capitalize on opportunities in an AFNR market.</li><li>• AG-BIZ.5 .3: Assess marketing principles and develop marketing plans to accomplish AFNR business objectives.</li></ul> |
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