

Agriculture Business

Careers & Technology

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DEGREE

A.S. — Agriculture Business

CERTIFICATE OF ACHIEVEMENT

Agriculture Business

Program Description

Agriculture is a vital component of our local, state, and national economies and offers many exciting employment opportunities. In addition to the production of a wide range of valuable agricultural commodities, the Sacramento region is home to numerous multi-national agricultural corporations and statewide governmental agencies. It is also a center for international agricultural trade and commerce.

The agriculture business program is designed to prepare students for transfer to a four-year college/university in agriculture business, or immediate employment in an entry-level ag business related career. Future employment options in agriculture include management and supervision, finance, insurance, government, marketing, distribution, international trade, and sales.

Career Opportunities

Management	Finance
Supervision	Insurance
Government	Marketing
Distribution	International Trade
Sales and Service	

Some positions, however, require a four year degree for which CRC's program is a good base for transfer.

Highlights

- As the only community college agriculture program in Sacramento county, the CRC General Agriculture program provides an excellent opportunity for individuals who wish to pursue a career in agriculture, receive a General Agriculture Associate of Science degree, or transfer to CSU or UC.
- The faculty in this program work closely with the five California agricultural degree offering universities to provide a quality transfer program for students interested in agriculture business, management and economics.
- The Sacramento region is fortunate to have some of the best high school agriculture programs in California. The faculty in the CRC Ag program work closely with these feeder schools to articulate coursework and facilitate the successful transition of agriculture students from high school to the university.
- Internships in agriculture are available for students interested in work experience opportunities.

NOTE TO TRANSFER STUDENTS:

If you are interested in transferring to a four-year college or university to pursue a bachelor's degree in this major, it is critical that you meet with a CRC counselor to select and plan the courses for your major. Schools vary widely in terms of the required preparation. The courses that CRC requires for an associate's degree in this major may be different from the requirements needed for the bachelor's degree.

For information about the student learning outcomes for this program, see <http://www.crc.losrios.edu/pslo>

DEGREE

A.S. — Agriculture Business

CODE #1014

This program is designed to prepare students for entry level employment in agriculture business.

REQUIRED PROGRAM.....		Units
AGB	300	Introduction to Agriculture Business.....3
AGB	310	Agriculture Computer Applications.....3
AGB	320	Agriculture Accounting.....3
AGB	321	Agriculture Economics.....3
AGB	330	Agriculture Sales and Communication.....3
PLTS	310 /HORT 302	Soils and Plant Nutrition.....3
ANSC	300	Introduction to Animal Science.....3
PLTS	300	Introduction to Plant Science.....3
ACCT	301	Financial Accounting.....4
BUS	340	Business Law.....3
ECON	302	Principles of Macroeconomics.....3
COMM	301	Introduction to Public Speaking.....3
TOTAL UNITS REQUIRED		37

G.E. Graduation Requirements for this degree - see pages 20-21

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AGB	320	Agriculture Accounting.....3
AGB	321	Agriculture Economics.....3
AGB	330	Agriculture Sales and Communication.....3
AGB	331	Agriculture Marketing.....3
PLTS	310/HORT 302	Soils and Plant Nutrition.....3
ANSC	300	Introduction to Animal Science.....3
PLTS	300	Introduction to Plant Science.....3
ACCT	301	Financial Accounting.....4
BUS	340	Business Law.....3
ECON	302	Principles of Macroeconomics.....3
COMM	301	Introduction to Public Speaking.....3
TOTAL UNITS REQUIRED		40

AGRICULTURE BUSINESS (AGB)

AGB 300

Introduction to Agriculture Business 3 Units

Prerequisite: None

Course Transferable to UC/CSU

Hours: 54 hours LEC

This course provides a survey to the business and economics of the agriculture industry; and, an introduction to the economic aspects of agriculture including the agricultural producer, consumer and food system. The management principles encountered in the day-to-day operation of an agricultural enterprise are stressed as they relate to the decision making process.

AGB 310

Agriculture Computer Applications 3 Units

Prerequisite: None

Course Transferable to UC/CSU

Hours: 36 hours LEC ; 54 hours LAB

This course introduces computer use in the workplace with emphasis on agribusiness situations. Computer applications including wordprocessing, spreadsheets, databases, and presentation managers will be covered. Also included will be accessing information through the Internet and World Wide Web, telecommunications, an introduction to web page design and other software appropriate to agribusiness.

AGB 320

Agriculture Accounting 3 Units

Prerequisite: None

Course Transferable to CSU

Hours: 54 hours LEC

This course introduces the principles of agriculture accounting systems and types of records, their use and how to compute and use measures of earnings and cost of production to improve agribusiness efficiency. Also included are farm income tax, Social Security, and employee payroll records.

AGB 321

Agriculture Economics 3 Units

Prerequisite: None

General Education: AA/AS Area V(b); CSU Area D2

Course Transferable to UC/CSU

Hours: 54 hours LEC

This course introduces the analysis of economic principles of resource allocation, production, cost analysis, and market price equilibrium with primary application to the agricultural sector; supply and demand in commodity pricing under perfect and imperfect competition; and agricultural credit, marketing and policy issues.

AGB 330

Agriculture Sales and Communication 3 Units

Prerequisite: None

Advisory: COMM 301

Course Transferable to CSU

Hours: 54 hours LEC

This course involves the study of principles and practices of the selling process: selling strategies and approaches, why and how people buy, prospecting, territory management, and customer service. Self-management, communication, and interpersonal skills necessary in developing managerial abilities, leadership qualities, and facilitating teamwork within the agribusiness sector will be explored. Students will gain experience through role-play, formal sales presentations, and job shadowing. The course content is organized to give students an in-depth understanding of the factors and influences that affect the agribusiness industry on a day-to-day basis. Communication, leadership, and management skills are basic tools necessary for future career development within the agribusiness sector, as well as other aspects of life.

AGB 331

Agriculture Marketing 3 Units

Prerequisite: None

Course Transferable to CSU

Hours: 54 hours LEC

This course is a survey of marketing aspects of the agriculture industry. Students will acquire an overview of the structure and institutional aspects of the marketing system including global agricultural markets. Student projects will include industry studies of the marketing of selected locally grown commodities.

AGB 495

Independent Studies in Agriculture Business 1-3 Units

Prerequisite: None

Course Transferable to CSU

Hours: 18 hours LEC ; 54 hours LAB

AGB 498

Work Experience in Agriculture Business 1-4 Units

Prerequisite: None

Course Transferable to CSU

Hours: 300 hours LAB

This course provides students with opportunities to develop marketable skills in preparation for employment or advancement within their current job. Course content will include understanding the application of education to the workforce; completion of required forms, which document the student's progress and hours spent at the work site; and developing workplace skills and competencies. During the course of the semester, the student is required to fulfill an 18 hour orientation and 75 hours of related paid work experience, or 60 hours of unpaid work experience for one unit. An additional 75 or 60 hours of related work experience is required for each additional unit. The course may be taken again when there is new or expanded learning on the job for a maximum of 16 units.

AGB 499

Experimental Offering in Agriculture Business .5-4 Units

Prerequisite: None

Course Transferable to CSU

Hours: 18 hours LEC ; 54 hours LAB