

# AGRICULTURE BUSINESS MANAGEMENT

## DEGREES, CERTIFICATES AND AWARDS

### Certificate of Achievement

#### DESCRIPTION

Agriculture Business Management is the application of business concepts and economic principles involved in the organization, operation, and management of agricultural enterprises. Careers may include the management and operations of farms; management of firms that supply or service farm related operations; and management of industries engaged in processing, marketing, distribution, and sales of farm products.

#### PROGRAM LEARNING OUTCOMES

1. Demonstrate understanding of market trends and influential factors, display critical thinking skills related to production and marketing development, data interpretation as applied to the decision making process related to commercial production and commodity sales.
2. Display competency with respect to the use of standard lab, industry equipment and techniques used in production.
3. Demonstrate understanding of scientific research and critical thinking skills related to hypothesis development and data interpretation as applied to the decision making process for commercial production.

#### CERTIFICATE OF ACHIEVEMENT PROGRAMS

The **Certificate of Achievement** program is designed for students with personal or occupational goals who wish early employment. To qualify for the Certificate, a student must satisfy the following requirements: (1) complete all courses listed for a particular certificate.; (2) achieve a "C" average (2.0 GPA) for all courses used to complete the certificate; and, (3) file a Certificate Application form with Admissions and Records by the appropriate deadline(s) identified on the application.

#### FINANCIAL AID

Paying for the cost of a college education requires a partnership among parents, students and the college. As the cost of higher education continues to rise we want you to know that IVC offers a full array of financial aid programs – grants, work study, scholarships, and fee waivers (we do not participate in the federal loan programs). These programs are available to both full and part time students who are seeking a degree or certificate. For those who qualify, financial aid is available to help with tuition, fees, books and supplies, food, housing, transportation, and childcare. Please log onto our website for additional information: [www.imperial.edu/students/financial-aid-and-scholarships/](http://www.imperial.edu/students/financial-aid-and-scholarships/)

#### CAREER OPPORTUNITIES

Of the career opportunities identified many will usually require the completion of degree requirements at 4-year colleges and universities.

For job seekers, it is probably the most readily available entry-level position in the agriculture industry. Numerous specialized companies throughout California require qualified persons for marketing, sales, finance, policy, government, farm ranch management, and international trade and development. For job entry and advancement, however, certain basic skills remain fundamental. These include proficiency in computers, record keeping, finance, management and marketing.

- Accountant
- Appraiser
- Bookkeeper
- Business Manager
- Business Owner
- Commodity Broker
- Community Development
- Consultant
- Elevator Management
- Farm Management/Operations
- Equipment Dealer
- Farm and Ranch Manager
- Farmland Portfolio Analysis
- Farm/Estate Sales
- Insurance Agent
- Land Appraiser
- Lending/Finance
- Livestock Buyer
- Loan Officer
- Grain Merchandising/Commodities
- Management Specialist
- Marketing/Public Relations
- Policy/International Trade
- Production/Management
- Trainee
- Produce Buyer
- Public Relations
- Retail Sales
- Sales Representative

**Gainful Employment:** Federal regulations require institutions to provide students with Gainful Employment information for specific certificate programs offered at IVC. Please click on our Programs of Study link to view the information for each certificate program: <http://www.imperial.edu/courses-and-programs/programs-of-study/>

# AGRICULTURE BUSINESS MANAGEMENT

## CERTIFICATE PROGRAM

### AGRICULTURE BUSINESS MANAGEMENT

Eighteen to Nineteen (18.0-19.0) units required for the certificate.

ALL COURSES FOR THIS CERTIFICATE MUST BE COMPLETED WITH A MINIMUM GRADE OF "C" OR BETTER.

#### I. Required courses for the certificate (15.0)

AG	120	Soil Science	3.0
AG	130	Agricultural Economics	3.0
AG	134	Agricultural Business Organization	3.0
AG	136	Agricultural Sales, Communication, and Service Management	3.0
ECON	102	Introduction to Macro Economics	3.0

#### II. Acceptable courses for the certificate (select one)

AG	138	Computer Applications in Agriculture (3.0)
AG	140	Principles of Plant Science (4.0)

**Total Certificate Units**

**18.0-19.0**