

Farm and Business Management

A-1. Students shall examine management in and the importance of decisions on the operation of a farm.

1. Describe the management process.
2. Identify the basic resources utilized in management.
3. Understand how good management can make a considerable difference in the profitability of a farm.
4. Analyze the differences in farm and non-farm management.

A-2. Students shall examine goal setting and the importance of setting both personal and farm goals.

1. Explain the importance of goal setting in farm management.
2. Distinguish the characteristics of an achievable goal.
3. Outline the areas of goal attainment.
4. Differentiate between short-term and long-term goals and discuss their interrelationship.
5. Understand the process utilized in setting goals.
6. Establish and evaluate personal and professional goals.

B. Students shall analyze basic economic principles and their relationship to farm management.

1. Analyze, explain, and provide examples of the applications of basic economic principles to farm management.

C-1. Students shall be able to describe the decision-making process and the steps involved, as they apply to farm management.

1. Identify that a problem exists.
2. Examine the importance of setting priorities in management.
3. Recognize and evaluate the impact that decision making has on the day-to-day operations of a farm.
4. Identify the steps in problem solving methods.

C-2. Students shall analyze the role of budgets as a tool used for decision making.

1. Explain the importance of a budget.
2. Identify the best sources of information to use when formulating a budget.
3. Differentiate between the following kinds of budgets and analyze the value of each:
 - a. Partial
 - b. Enterprise
 - c. Cash Flow
 - d. Total Farm
 - e. Linear Programs

D-1. Students shall analyze, explain, and utilize one of the available methods to organize and plan a farm business.

1. Evaluate the factors that affect farm profit.

2. Explain the effects that enterprise choice can have on a farm.
3. Evaluate crop, livestock, labor, and power efficiency.
4. Recognize the methods utilized in measuring and increasing farm size.
5. Explain why larger volume operations are more efficient.
6. Explore the advantages or disadvantages to alternative agriculture production and value-adding enterprises.

D-2. Students shall analyze the different cropping systems utilized by farm managers.

1. Analyze each crop that could be used in the farming program.
2. Describe the advantages and disadvantages of crop rotations.
3. Demonstrate the use of soil maps in establishing a cropping program.
4. Diagram the most efficient layout of fields and the farming practices which should be utilized.
5. Examine the feasibility of double cropping for the local area.
6. Identify the philosophy behind the current government program.
7. Identify the various resources that can be utilized in planning a cropping program—both government and non-government.
8. Describe the interrelationship between tillage systems and cropping systems.

D-3. Students shall examine the concepts involved in fertility planning and pest management.

1. Explain the importance of proper fertilization and pesticide use.
2. Analyze the various processes by which soils lose nutrients.
3. Evaluate the importance of soil testing in a fertility program.
4. Describe the factors which affect the amount of fertilizer applied to a field.
5. Evaluate the various management systems which relate to fertility planning and pest management.
6. Analyze the advantages and disadvantages of each management system.
7. Evaluate the various methods utilized in reduction of fertilizer costs.
8. Identify the major factors that influence the use of pesticides.
9. Describe the steps involved in selecting a chemical pesticide.

D-4. Students shall determine the factors involved in developing a livestock program.

1. Evaluate the advantages and disadvantages of integrating livestock production into a farming program.
2. Identify the factors that determine the type of livestock to produce on a specific farm.
3. Evaluate the economic characteristics of raising the various types of livestock.
4. Explain the factors involved in deciding upon the number of livestock to raise on a farm.
5. Analyze the advantages and disadvantages of specialization.
6. Identify the factors utilized in selecting the type and amount of livestock for a specific

farm.

D-5. Students shall identify the process used to select and design the buildings necessary for a farming operation.

1. Explain the factors that make investment in buildings unique.
2. Compare and contrast high investment, low labor buildings and low investment, high labor buildings.
3. Analyze the factors which should be considered when deciding to add new buildings.
4. Assess the advantages and disadvantages of the following alternatives to new building construction:
 - a. Remodel old buildings
 - b. Providing your own labor versus hiring the construction done
 - c. Renting buildings
5. Identify the cash flow needs in building construction.
6. Explain and demonstrate how to calculate the ownership costs of buildings.

D-6. Students shall investigate the decisions utilized in the management of agricultural machinery and equipment.

1. Evaluate the factors to consider when selecting the amount and size of equipment to purchase.
2. Identify and explain the costs involved in owning and using machinery.
3. Evaluate the following management problems as they relate to machinery:
 - a. Deciding when to trade
 - b. New versus used machinery
 - c. Custom work
 - d. Joint ownership of machinery
 - e. Leasing machinery
4. Identify the factors that farm managers can utilize in reducing costs and improving the efficiency when using machinery.

D-7. Students shall examine the methods utilized and their importance in managing farm labor.

1. Explain the importance of labor management and labor efficiency.
2. Identify the factors to consider when deciding to add more labor to the farm business.
3. Identify the methods used in finding and retaining good farm labor.
4. Compare and contrast the various types of incentive plans.
5. Identify the methods which can be used in order to comply with the various farm labor laws.

E-1. Students shall explore the factors to consider when making the decision to join

the family farm.

1. Analyze the family farm business to determine whether or not it is capable of providing

sufficient income for two or more families.

2. Explain the following methods of sharing income:

a. Wages

b. Wages plus sharing of profits

c. Partnership

d. Corporation

3. Explain the importance of written contracts.

4. Assess the factors that may affect a person's entry into the family farm business.

5. Explain the role of record keeping in any farm agreement.

6. Identify the necessity for estate planning.

E-2. Students shall identify and evaluate the factors which need to be considered when renting land.

1. Evaluate the advantages and disadvantages of renting land compared to land ownership.

2. Identify and explain the factors involved in a good landlord-tenant relationship.

3. Analyze the different types of lease agreements.

4. Describe the importance of providing a fair lease agreement and identify the methods used to produce such an agreement.

E-3. Students shall identify and evaluate the factors to consider when buying a farm.

1. Identify and assess the various methods of land appraisal.

2. Identify the factors to consider and evaluate the economic feasibility of buying land.

3. Evaluate the factors which should be considered before purchasing a farm.

4. Describe the steps involved in buying land.

5. Determine the necessary steps to take when closing the sale.

6. Describe the different types of deeds.

7. Evaluate the two methods of financing land purchases.

F-1. Students shall recognize the importance of keeping records and identify the kinds of records which should be kept.

1. Analyze the various reasons for farmers to keep records.

2. Describe the following kinds of records:

a. Balance sheet

b. Profit/loss statement

c. Cash flow statements

d. Enterprise accounts

e. Production records

f. Personal records

g. Hired labor records

h. Inventory

F-2. Students shall recognize the importance of and become adept in the manipulation

of data bases and filing systems.

1. Analyze the concept and compare the differences between data bases and filing systems.

2. Examine the necessity for data management.

F-3. Students shall identify and explain the uses for computer hardware and software.

1. Compare and contrast the differences between computer hardware and software.

2. Identify hardware and software and explain how they are utilized.

F-4. Students shall recognize the importance of and become adept in the utilization

of a word processing system.

1. Explain the concept of word processing.

2. Define the basic word processing functions.

3. Demonstrate the uses of a spell check.

4. Discuss the advantages and disadvantages of using word processors as contrasted

to using other modes of written communication.

F-5. Students shall recognize the importance of and become adept in the use of spreadsheets.

1. Identify and explain the objectives of spreadsheets.

2. Describe the basic elements of a spreadsheet.

3. Identify and explain the functional commands used to construct and manipulate a computer spreadsheet.

G-1. Students shall recognize and analyze the impact of the various kinds of risks.

1. Identify, explain, and provide examples of the various kinds of risks involved in farm management.

G-2. Students shall assess the importance of insurance as it is used to reduce risks.

1. Identify and provide examples of risk and loss and their relationship to insurance.

2. Define liability and property insurance.

3. Assess the importance of life and health insurance to a farm operation.

4. Identify and evaluate the reasons for having crop insurance.

5. Utilizing a cash flow projection, compute the amount of insurance that a operation would need.

6. Explain the Government Commodity Program.

G-3. Students shall investigate a market plan to reduce risks.

1. Explain the importance of planning a market strategy.

2. Evaluate the affect that a small change in price would have upon net farm profits.

3. Identify and discuss the factors which affect the supply and demand of farm products.
4. Determine how price is discovered.
5. Evaluate and explain how to utilize the following in reducing price risks in farming:
 - a. Forward cash contracts
 - b. Hedging
 - c. Options
- G-4. Students shall investigate the use of credit to reduce risks.
 1. Assess the importance of good credit to farming.
 2. Identify and explain the principles of good credit use.
 3. Compare and contrast the various types of credit.
 4. Evaluate the various methods of interest calculators.
 5. Identify the characteristics that creditors look for in borrowers.
 6. Identify and evaluate the various sources of farm credit.
- H. Students shall assess and evaluate a complete farming operation.
 1. This unit is intended to be used in one of the following ways:
 - a. As a final exam for the course
 - b. As a review for a final exam
 - c. As preparation for a State and/or National Farm Business Management Contest