

AGRICULTURAL BUSINESS MANAGEMENT

DEGREES, CERTIFICATES AND AWARDS

Associate in Science Degree (A.S.)
Certificate of Achievement

DESCRIPTION

The Agricultural Business Management major is the application of business concepts to the agricultural industry and emphasizes training in management for careers in agriculture. These careers may include the management and operations of farms as well as in the management of firms that supply the services to farms and by those 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.

ASSOCIATE DEGREE AND CERTIFICATE OF ACHIEVEMENT PROGRAMS

The Associate in Arts (AA) or the Associate in Science (AS) Degree involves satisfactory completion of a minimum of 60 semester units with a C average or higher, including grades of C in all courses required for the major, and fulfillment of all IVC district requirements for the associate's degree along with all general education requirements. The degree provides a sound basis for transfer to upper division institutions for additional degrees or for higher vocational preparation. To be eligible to receive an Associate Degree the student must complete the requirements for the major, the District requirements for an Associate Degree, and the General Education requirements. In addition students must maintain a minimum grade point average and meet the minimum grade requirements of their program. Detailed information is available in the college catalog.

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.

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/>

TRANSFER PREPARATION

Courses that fulfill major requirements for an associate degree at Imperial Valley College may not be the same as those required for completing the major at a transfer institution offering a bachelor's degree. Students who plan to transfer to a four-year college or university should schedule an appointment with an IVC Counselor to develop a student education plan (SEP) before beginning their program.

Transfer Resources:

www.ASSIST.org – CSU and UC Articulation Agreements and Majors Search Engine

www.CSUMentor.edu – CSU System Information

www.universityofcalifornia.edu/admissions/index.html - UC System Information

www.aiccu.edu – California Independent Colleges and Universities, Association of

<http://wiche.edu/wue> - Western Undergraduate Exchange Programs

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/

AGRICULTURAL BUSINESS MANAGEMENT

ASSOCIATE DEGREE PROGRAM

AGRICULTURAL BUSINESS MANAGEMENT MAJOR – A.S. DEGREE

Twenty-four (24.0) units required for the major.

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

I. Required courses for the major (12.0 units)

AG	130	Agricultural Economics	3.0
AG/BUS	132	Business Management	3.0
AG	134	Agricultural Business Organization	3.0
AG	136	Agricultural Sales and Service Management	3.0

II. Acceptable courses for the major (select a minimum of 12.0 units) 12.0

AG	080	Pesticide Safety (1.0)	
AG	120	Soil Science (3.0)	
AG	138	Computer Applications in Agriculture (3.0)	
AG	140	Principles of Plant Science (4.0)	
AG	160	Food and Fiber in a Changing World (3.0)	
AG	170	Principles of Entomology (3.0)	
BUS	126	Business and the Legal Environment (3.0)	
BUS	210	Principles of Financial Accounting (4.0)	
BUS	220	Principles of Managerial Accounting (4.0)	
CHEM	100	Introduction to Chemistry (4.0)	
CIS	101	Introduction to Information Systems (3.0)	
ECON	102	Introduction to Macro Economics (3.0)	

Total Major Units	24.0
IVC Graduation Requirements and GE Pattern:	30.0
Electives (as needed to reach 60 degree applicable units)	
Total Maximum Units:	60.0

CERTIFICATE PROGRAM

AGRICULTURAL BUSINESS MANAGEMENT

Twenty-five to twenty-six (25.0-26.0) 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 (19.0)

AG	080	Pesticide Safety	1.0
AG	120	Soil Science	3.0
AG	130	Agricultural Economics	3.0
AG/BUS	132	Business Management	3.0
AG	134	Agricultural Bus Organization	3.0
AG	136	Agricultural Sales and Services Management	3.0
AG	160	Food and Fiber in a Chang World	3.0

II. Acceptable courses for the certificate (select a minimum of 6.0 units) 6.0

AG	138	Computer Applications in Agriculture (3.0)	
AG	140	Principles of Plant Science (4.0)	
AG	170	Principles of Entomology (3.0)	
BUS	010	Practical Accounting (3.0)	
BUS	126	Business and the Legal Environment (3.0)	
BUS	144	Principles of Marketing (3.0)	
CIS	101	Introduction to Information Systems (3.0)	

Total Certificate Units	25.0-26.0
Total Maximum Units:	25.0-26.0