

<p style="text-align: center;">Agribusiness Management and Marketing TEKS/LINKS – Student Objectives One Credit</p>	<p style="text-align: center;">Suggested Time Ranges</p>
<p>First Six Weeks</p>	
<p>Ongoing AMM 2(C) The student will participate in youth leadership opportunities to create a well-rounded experience program. AMM 2(D) The student will produce and participate in a local program of activities using a strategic planning process. AMM 10(A) The student will use management software and information technology such as spreadsheets and databases.</p>	<p style="text-align: center;">3 days ongoing</p>
<p>Ag Organization AMM 3(C) The student will describe the nature and types of agribusiness organizations to build an understanding of the scope of organizations.</p>	<p style="text-align: center;">5 days</p>
<p>Record Skills AMM 2(B) The student will apply proper record-keeping skills as they relate to the supervised agriculture experience.</p>	<p style="text-align: center;">5 days</p>
<p>Operations AMM 1(B) The student will apply competencies related to resources, information, interpersonal skills, and systems of operation in agribusiness systems.</p>	<p style="text-align: center;">5 days</p>
<p>Safety AMM 1(C) The student will demonstrate knowledge of personal and occupational health and safety practices in the workplace.</p>	<p style="text-align: center;">5 days</p>
<p>Work AMM 1(D) The student will identify employers' expectations, including appropriate work habits, ethical conduct, and legal responsibilities. AMM 1(E) The student will demonstrate characteristics of good citizenship such as stewardship, advocacy, and community leadership. AMM 1(F) The student will research career topics using technology such as the Internet.</p>	<p style="text-align: center;">5 days</p>
<p>Second Six Weeks</p>	
<p>Careers AMM 1(A) The student will identify career development and entrepreneurship opportunities in agribusiness systems. AMM 4(A) The student will research and interpret information for one or more careers in agriculture, food, or natural resources. AMM 4(B) The student will identify educational and credentialing requirements for one or more careers in agriculture, food, or natural resources.</p>	<p style="text-align: center;">10 days</p>

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<p>Entrepreneurship AMM 2(A) The student will plan, propose, conduct, document, and evaluate a supervised agriculture experience program as an experiential learning activity.</p>	<p style="text-align: center;">5 days</p>
<p>Products AMM 3(A) The student will identify how key organizational systems affect organizational performance and the quality of products and services related to agriculture, food, and natural resources.</p>	<p style="text-align: center;">5 days</p>
<p>Industry/Careers AMM 3(B) The student will demonstrate an understanding of the global context of agricultural industries and careers.</p>	<p style="text-align: center;">5 days</p>
<p>Third Six Weeks</p>	
<p>Economics AMM 5(B) The student will identify key economic principles of free enterprise. AMM 5(C) The student will analyze the economic opportunities of agribusiness. AMM 7(E) The student will develop a personal economic philosophy.</p>	<p style="text-align: center;">7 days</p>
<p>Resources AMM 8(D) The student will identify methods of obtaining capital resources. AMM 6(A) The student will maintain appropriate agribusiness records such as payroll, employee benefits, journals, inventories, income and expense logs, financial statements, and balance sheets. AMM 6(C) The student will compare methods of capital resource acquisition as it pertains to agriculture.</p>	<p style="text-align: center;">5 days</p>
<p>Marketing AMM 9(A) The student will describe the purpose and importance of marketing. AMM 9(D) The student will compare types of markets and influence factors.</p>	<p style="text-align: center;">8 days</p>
<p>Foreign Markets AMM 9(C) The student will identify the competitive environment and the impact of foreign markets.</p>	<p style="text-align: center;">5 days</p>
<p>Fourth Six Weeks</p>	
<p>Risk Management AMM 9(E) The student will identify methods of managing risk such as hedging and crop insurance.</p>	<p style="text-align: center;">7 days</p>

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<p>Decision Making AMM 7(A) The student will analyze methods of decision making.</p>	<p align="center">5 days</p>
<p>Management AMM 5(A) The student will describe the roles and functions of management and leadership in agribusiness. AMM 7(C) The student will describe the management of human resources with respect to cultural diversity.</p>	<p align="center">10 days</p>
<p>Government Policies AMM 7(B) The student will examine the effects of government policies and regulations in making management decisions.</p>	<p align="center">5 days</p>
<p>Laws AMM 7(D) The student will identify laws pertaining to land and property ownership and uses, taxes, wills, and liabilities. AMM 7(E) The student will develop a personal economic philosophy.</p>	<p align="center">5 days</p>
<p>Fifth Six Weeks</p>	
<p>Budget AMM 8(A) The student will apply the decision-making process for budgeting issues.</p>	<p align="center">7 days</p>
<p>Record Keeping AMM 8(B) The student will analyze business records and record-keeping procedures. AMM 6(A) The student will maintain appropriate agribusiness records such as payroll, employee benefits, journals, inventories, income and expense logs, financial statements, and balance sheets.</p>	<p align="center">10 days</p>
<p>Loan/Finance AMM 6(B) The student will identify methods of obtaining agribusiness loans and financing. AMM 8(C) The student will determine methods of financing agribusiness.</p>	<p align="center">10 days</p>
<p>Capital Resources AMM 6(C) The student will compare methods of capital resource acquisition as it pertains to agriculture. AMM 8(D) The student will identify methods of obtaining capital resources. AMM 8(E) The student will analyze agricultural commodity markets.</p>	<p align="center">5 days</p>
<p>Sixth Six Weeks</p>	
<p>Finance Management AMM 10(A) The student will use management software and information</p>	<p align="center">10 days</p>

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<p>technology such as spreadsheets and databases. AMM 10(B) The student will develop an entrepreneurial plan based on personal economic philosophy. AMM 10(C) The student will develop a financial management plan.</p>	
<p>Market Plan AMM 9(B) The student will develop a marketing plan.</p>	<p style="text-align: center;">6 days</p>
<p>Entrepreneurial Plan AMM 10(B) The student will develop an entrepreneurial plan based on personal economic philosophy.</p>	<p style="text-align: center;">10 days</p>
<p>Business Proposal AMM 10(D) The student will present a business proposal</p>	<p style="text-align: center;">3 days</p>
<p>Final Review and Exam</p>	<p style="text-align: center;">3 days</p>