



**South Central College
Program Design**

DIP 3138 Agribusiness Sales, Service, and Management

Program Information

Instructional Level Technical Diploma

Career Cluster Agriculture, Food & Natural Resources

Description

Emphasis Areas available include: Agronomy, Animal Science, Diversified

Program emphasis areas are designed to prepare learners to sell and deliver services as employees of agribusiness firms in the crop and livestock related industries. Duties include performance of retail and office procedural tasks, preparation and implementation of marketing programs, sales and sales management, preparation of financial and business reports, delivery of products and services, and managing selected aspects of these businesses. The program includes technical agriculture courses in the areas of plant, soil, and animal science as well as agricultural industry equipment operation and maintenance. The courses in business include the subject areas of accounting, business procedures, interpersonal communication, financial/business management, marketing, selling, and computer operations. An 11 credit supervised occupational internship in an agribusiness firm is required.

Program Admission Dates (Fall and/or Spring)

Fall and Spring Semester

Program Location (North Mankato and/or Faribault)

North Mankato Campus

Program Student Learning Outcomes

- 1 Demonstrate effective participation on an agribusiness team.
- 2 Maintain and safely operate industry equipment.
- 3 Demonstrate financial management skills.
- 4 Demonstrate promotion and selling of agricultural services and products.
- 5 Develop and maintain records required for successful employment.
- 6 Demonstrate an understanding of commodity marketing for agricultural products.

Program Configurations

Fall Start

Details on Electives and Variables

Course #	Course Title	Credits	Function
	Agribusiness Electives - Emphasis Areas: 22 Credits from Approved Options	22	Technical Course

Year 1 - Fall Semester

Course #	Course Title	Credits	Function
SGAG 1000	Agribusiness Orientation	1	Technical Course
AGEC 1100	Introduction to Agricultural Economics	3	Technical Course
AGBS 2015	Commercial Driver's License	1	Technical Course
ANSC 1100	Livestock Production Principles	3	Technical Course
PLSC 1100	Soils I	3	Technical Course
PLSC 1300	Agronomy I	2	Technical Course
	Agribusiness Electives		Technical Course

Year 1 - Spring Semester

Course #	Course Title	Credits	Function
MEAG 1500	Facility Maintenance	3	Technical Course
MEAG 1700	Agricultural Industry Equipment	3	Technical Course
AGRI 2780	Agribusiness Internship (should be in your emphasis area, consult with your advisor)	2	Technical Course
	Agribusiness Electives		Technical Course
AGRI 1850	Employer/Employee Relations	3	Technical Course

Year 1 - Summer

Course #	Course Title	Credits	Function
AGRI 2780	Agribusiness Internship (should be in your emphasis area, consult with your advisor)	9	Technical Course

Year 2 - Fall Semester

Course #	Course Title	Credits	Function
AGEC 2400	Commodity Marketing Principles	3	Technical Course
AGBS 2150	Agribusiness Financial Management	4	Technical Course
	Agribusiness Electives		Technical Course
AGEC 2550	Agribusiness Transfer & Law	3	Technical Course

Year 2 - Spring Semester

Course #	Course Title	Credits	Function
AGBS 1100	Agriculture Selling Skills	3	Technical Course
AGEC 2450	Commodity Marketing Strategies	2	Technical Course
AGRI 2700	Agricultural Technology Seminar	2	Technical Course
	Agribusiness Electives		Technical Course

Program Course List

Number	Title	Credits	Pre/Corequisites
AGBS 1100	Agriculture Selling Skills	3	None
AGBS 2015	Commercial Driver's License	1	a valid MN Class D driver's license 18 years of age
AGBS 2150	Agribusiness Financial Management	4	AGEC 1100
AGBS 2990	International Field Study	3	None
AGBS 2995	Individualized Study/Special Problems	1	Successful completion of 2 full semesters or by special arrangement.
AGEC 1100	Introduction to Agricultural Economics	3	None
AGEC 1200	Principles of Farm Records	3	none
AGEC 2250	Farm Business Planning & Analysis	4	Completion of Farm Records is highly recommended.
AGEC 2400	Commodity Marketing Principles	3	AGEC 1100
AGEC 2450	Commodity Marketing Strategies	2	AGEC 2400, AGECE 1100
AGEC 2550	Agribusiness Transfer & Law	3	None.
AGRI 1810	Intro to Sustainable Microfarming	1	None.
AGRI 1850	Employer/Employee Relations	3	None
AGRI 2700	Agricultural Technology Seminar	2	AGEC 2400 or Instructor Permission
AGRI 2780	Agribusiness Internship	2	Instructor Permission
ANSC 1100	Livestock Production Principles	3	
ANSC 1105	Beef Production	3	
ANSC 1200	Livestock Lab	2	
ANSC 1205	Ruminant Animal Production	3	None
ANSC 1305	Cattle Artificial Insemination	1	
ANSC 2100	Principles of Animal Nutrition	3	
MEAG 1500	Facility Maintenance	3	None.
MEAG 1610	Ag Equipment Maintenance	3	None
MEAG 1700	Agricultural Industry Equipment	3	None
MEAG 2200	Planning Farmstead Environment	3	None

PLSC 1100	Soils I	3	None
PLSC 1105	Forages and Pasture Management	2	None
PLSC 1200	Soils II	3	PLSC 1100 Soils I
PLSC 1205	Precision Agriculture	3	
PLSC 1300	Agronomy I	2	No prerequisites for this class
PLSC 1400	Agronomy II	3	PLSC 1300
PLSC 2000	Commercial Pesticide License Training	1	
PLSC 2700	Advanced Agronomy	3	PLSC 1300 & PLSC 1400
SGAG 1000	Agribusiness Orientation	1	Enrolled in the Agribusiness Program
SWPR 1050	Swine A.I.	1	none
SWPR 1200	Swine Breeding Stock Management	3	None
SWPR 1300	Nursery Finish Management	3	None
SWPR 1500	Swine Diseases	2	
SWPR 2000	Swine Records and Analysis	3	None