

### ABOUT THE PROGRAM

Successful individuals employed in agribusiness occupations understand the importance of running efficient and profitable operations in the areas of records/business analysis, credit/marketing/purchasing, farm business transfers, goal setting, human relations, crop/soil management, and livestock nutrition/management. Maximize your opportunities for success by increasing your agricultural business and production management knowledge.

### PROGRAM OUTCOMES

- Develop an agri-business management plan.
- Apply economic and marketing strategies to agribusiness industry.
- Apply relevant technologies.
- Create a crop management plan.
- Create a livestock management plan.
- Investigate opportunities in agribusiness.
- Interact as a professional in agribusiness.

### CAREER AND EDUCATION ADVANCEMENT OPPORTUNITIES

LTC credits transfer to over 30 universities. For more information visit [gotoltc.edu/future-students/transfer](http://gotoltc.edu/future-students/transfer).

### ADMISSION AND PROGRAM ENROLLMENT STEPS

- Submit online application.
- Submit transcripts (high school & other colleges). NOTE: Official transcripts required for acceptance of transfer credits; Financial Aid may require.
- Complete the online Student Success Questionnaire.
- Schedule a Program Advising Session with your assigned advisor to plan your first semester schedule, review your entire plan of study, discuss the results of the Student Success Questionnaire.

### APPROXIMATE COSTS

- \$136.50 per credit tuition (WI resident) plus \$8.10 per credit student activity fee. \$10 per credit online or hybrid fee. Material fee varies depending on course.
- Other fees vary by program. Visit [gotoltc.edu/financial-aid/tuition-and-fees](http://gotoltc.edu/financial-aid/tuition-and-fees) for details.

### FINANCIAL AID

This program is eligible for financial aid. Visit [gotoltc.edu/Financial-Aid](http://gotoltc.edu/Financial-Aid) or talk with your Career Coach about how to apply for aid.

### SPECIAL NOTES

Students may alternately choose to earn the Agriculture Technician Technical Diploma after completing Term 1 and Term 2 coursework. In addition, for students who are not seeking a diploma, select courses in this program will provide focused certificates of learning in agribusiness crops and soils, agribusiness financial, and agribusiness livestock. Graduates of the Dairy Herd Management program can earn their Dairy Business Management associate degree with one additional year of coursework.

### MPTC CLASSES

This program is shared with Moraine Park Technical College. MPTC district students follow LTC's admissions process; however, they are able to attend classes at a MPTC campus classroom by receiving both in-person and video conference instruction. MPTC Agribusiness Science & Technology program students will be issued a laptop from LTC while learning and applying the program's software applications.

### ONLINE STUDENTS

Out-of-district students and working adults are able to take Term 1 & 2 courses in the online format. Instructor led field trips and off campus activities are not an included requirement. Some activities may also be required.

### CONTACT

LTC Career Coach  
920.693.1162 • [CareerCoach@gotoltc.edu](mailto:CareerCoach@gotoltc.edu)

Catalog No.	Class Title	Credit(s)
<b>Term 1 (Fall 2020)</b>		
10006112	Farm Business Management	3
10006116	Intro to Soil Science	3
10804123	Math with Business Applications	3
<b>9</b>		
<b>Term 2 (Spring 2021)</b>		
10006110	Agricultural Finance	3
10006122	Principles of Crop Production	3
10006126	Agribusiness Economics	3
<b>9</b>		
<b>Term 3 (Fall 2021)</b>		
10006135	Agriculture Business Accounting OR 10101155 Accounting for Professionals (3 cr)	3
10006115	Agricultural Sales & Communications	3
<b>6</b>		
<b>Term 4 (Spring 2022)</b>		
10006130	Agricultural Commodity Marketing	3
10006140	Legal Aspects of Agribusiness	3
<b>6</b>		
<b>Term 5 (Fall 2022)</b>		
10006114	Intro to Animal Science	3
10801195	Written Communications	3
<b>6</b>		
<b>Term 6 (Spring 2023)</b>		
10006124	Principles of Animal Breeding	3
10006128	Agribusiness Internship*	2
10809196	Introduction to Sociology	3
<b>8</b>		
<b>Term 7 (Fall 2023)</b>		
10006146	Precision Ag Technologies	3
10006144	Nutrition Principles	3
10801196	Oral/Interpersonal Communication	3
<b>9</b>		
<b>Term 8 (Spring 2024)</b>		
10006141	Livestock Production Systems & Management	3
10006134	Animal Records	1
10809198	Introduction to Psychology	3
<b>7</b>		
		<b>TOTAL 60</b>

\*All students (online and in-person) work with instructor to select an appropriate internship based on their career goals.



**AGRIBUSINESS ECONOMICS**...introduces agricultural economic dimensions and impacts, economic principles, calculation of economic returns, and evaluation of economic alternatives. Other topics include capital use, cost appraisal, risk considerations under a variety of economic conditions, farm credit sources, and creditor relationships. COREQUISITE: 10006110 or 10006110OL Agricultural Finance

**AGRIBUSINESS INTERNSHIP**...provides the student the opportunity to choose from a broad variety of occupational experiences in the agribusiness industry. Student will work with faculty to develop a plan and to identify, coordinate, and evaluate work-associated learning experiences as they relate to the major career focus of the student. COREQUISITES: 10006110 Agricultural Finance, 10006122 Principles Crop Production, 10006124 Principles of Animal Breeding, & 10006126 Agribusiness Economics

**AGRICULTURAL COMMODITY MARKETING**...provides the student with the fundamentals of agricultural commodity marketing including risk management, futures market structure and function, futures commodity contract specification, as well as futures trading procedures and strategies including hedging and options. Students will engage in practice commodity marketing using a real world simulator and follow commodity markets and determine sources of variability affecting the futures prices. PREREQUISITE: 10006110 or 10006110OL Agribusiness Economics

**AGRICULTURAL FINANCE**...introduces learner to major aspects of agribusiness financial management through extensive problem solving, financial analysis and planning. Students will describe and calculate the sweet 16 ratios, business cash flows, inventory controls, budgeting and borrowing considerations of various types of agribusinesses. Relevant software tools will be introduced. PREREQUISITE: 10006112 Farm Business Management or 10006112OL Farm Business Management – Online

**AGRICULTURE BUSINESS ACCOUNTING**...provides the learner with a study of accounting systems and methods appropriate for farms and agricultural businesses including the application of basic information-recording skills to allow for the construction of financial statements and filing of income tax forms. Students will produce and analyze financial statements and apply managerial accounting concepts by utilizing relevant financial software. PREREQUISITES: 10006110 Agricultural Finance or 10006110OL Agricultural Finance – Online or COREQUISITES: 10804123 Math w/Business Apps and 10801196 Oral/Interpersonal Comm and 31001 Hort Tech Diploma

**AGRICULTURE SALES AND COMMUNICATIONS**...prepares the student with the tools to become an effective sales person, including pre-call planning, uncovering customer needs, conducting and completing a sale. Includes the fundamental principles of marketing agricultural products, pricing, merchandising and creating product marketing plans. Students will demonstrate effective communication skills needed to develop positive working relationships in agribusiness including team building, conflict resolution and industry advocacy.

**ANIMAL RECORDS**...introduces learner to records management through hands-on applications including the setup and use of computerized record-keeping software, completion of a sample farm record problem utilizing computerized records, a review of various recordkeeping systems, as well as the selection and implementation of various computerized record programs. Software tools, such as PCDART, CowManager, and DairyCOMP 305, will be utilized. PREREQUISITES: 10006124 or 10006124OL Principles of Animal Breeding

**FARM BUSINESS MANAGEMENT**...provides learner with basic business management practices including the development of a business plan, establishment of short and long range goals, identification and implementation alternatives for reaching goals, and development of strategies to monitor progress. The importance of designing a business mission statement based on goals is emphasized.

**INTRO TO ANIMAL SCIENCE**...provides animal science fundamentals including animal health, animal environments, anatomy and physiology, genetics and reproduction, animal feedstuffs, and animal-related safety.

**INTRO TO SOIL SCIENCE**...provides fundamentals of soil's physical properties, chemical properties, biological properties, soil formation, classification, essential nutrients and soil survey. There will be emphasis on soil and water conservation practices that can be used to reduce soil erosion.

**INTRODUCTION TO PSYCHOLOGY**...introduces students to a survey of the multiple aspects of human behavior. It involves a survey of the theoretical foundations of human functioning in such areas as learning, motivation, emotions, personality, deviance and pathology, physiological factors, and social influences. It directs the student to an insightful understanding of the complexities of human relationships in personal, social, and vocational settings. PREREQUISITE: Reading placement assessment equivalent or COREQUISITE: 10838105 Intro to Reading and Study Skills

**INTRODUCTION TO SOCIOLOGY**...introduces students to the basic concepts of sociology: culture, socialization, social stratification, multi-culturalism, and the five institutions, including family, government, economics, religion, and education. Other topics include demography, deviance, technology, environment, social issues, social change, social organization, and workplace issues. COREQUISITE: 10838105 Intro Reading and Study Skills or Reading placement assessment equivalent

**LEGAL ASPECTS OF AGRIBUSINESS**...provides students with pertinent information of the legal liabilities and regulations of an agribusiness at the state and federal levels. Course content includes legal descriptions, contractual agreements, employee and consumer rights, insurance, debt collection, as well as bankruptcy and employment protection issues as regulated by DOL, OSHA and DILHR. COREQUISITE: 10006130 or 10006130OL Agricultural Marketing and Sales

**LIVESTOCK PRODUCTION SYSTEMS AND MANAGEMENT**...engages the student in the exploration and study of a variety of livestock management systems including feeding arrangements, health, marketing considerations, the use of computer systems, personnel issues, and financial impacts of management decisions. PREREQUISITE: 10006114 Intro to Animal Science or 10091102 Dairy Cattle Mng

**MATH WITH BUSINESS APPLICATIONS**...covers real numbers, basic operations, linear equations, proportions with one variable, percents, simple interest, compound interest, annuity, apply math concepts to the purchasing/buying process, apply math concepts to the selling process, and basic statistics with business/consumer applications. PREREQUISITE: 10834109 Pre-Algebra or Math placement assessment equivalent and COREQUISITE: 10838105 Intro Reading and Study Skills or Reading placement assessment equivalent or CONDITION: 610061 Agribusiness/Agronomy Basic program admissions requirements met

**NUTRITION PRINCIPLES**...introduces learner to the principles of nutrition as presented on a comparative species basis including characteristics, physiological functions, interrelationships, and deficiency symptoms as they pertain to carbohydrates, fats, proteins, mineral elements, and vitamins. PREREQUISITE: 10006113 or 10006113OL Intro to Animal Science or 10091102 Dairy Cattle Management

**ORAL/INTERPERSONAL COMMUNICATION**...provides students with the skills to develop speaking, verbal and nonverbal communication, and listening skills through individual speeches, group activities, and other projects. COREQUISITE: 10838105 Intro Reading and Study Skills or Reading placement assessment equivalent

**PRECISION AG TECHNOLOGIES**...provides experiences to the student in agricultural precision technologies including bio-technologies, application industries, livestock equipment, precision farming, financial resource management, plant protection, sustainable agriculture, environmental impacts of agriculture, agricultural workforce, and agricultural production. To experience precision technology and demonstrations throughout the industry, students are required to drive or have appropriate transportation to attend labs. COREQUISITES: 10006136 or 10006136OL Principles of Agronomy

**PRINCIPLES OF ANIMAL BREEDING**...applies genetic principles and reproduction physiology to livestock improvement including elementary population genetics, phenotypic and genotypic effects of selection, selection methods, and systems of mating. PREREQUISITE: 10006114 or 10006114OL Intro to Animal Science or 10091102 Dairy Cattle Management

**PRINCIPLES OF CROP PRODUCTION**...provides knowledge of crop and soil nutrient management, including use of both commercial fertilizers and manure. Course topics include purchase or lease options for land, agronomy consulting programs, tillage and conservation plans, soil nutrient plans, cropping plans, managing nutrient waste, crop harvest and storage and production records. PREREQUISITE: 10006116 Intro to Soil Science or 10006116OL Intro to Soil Science Online or 10001123 Site & Soil Analysis or 1009105 Dairy Feeding Management

**WRITTEN COMMUNICATION**...teaches the writing process, which includes prewriting, drafting, revising, and editing. Through a variety of writing assignments, the student will analyze audience and purpose, research and organize ideas, and format and design documents based on subject matter and content. Keyboarding skills are required for this course. It also develops critical reading and thinking skills through the analysis of a variety of written documents. PREREQUISITE: 10831103 Intro to College Wrtg or Writing placement assessment equivalent and COREQUISITE: 10838105 Intro Rdg & Study Skills or Reading placement assessment equivalent