

Program Number 10-090-6
Associate Degree in Applied Science • Varies

ABOUT THE PROGRAM

Develop the skills for success in the dairy industry with goals such as directly owning or managing a dairy farm or employment in one of the many supportive fields of the dairy industry. This program is perfect for those already working within the dairy community who are seeking to grow their knowledge; and it is great for those entering the dairy industry. Students participate in hands-on learning with various dairy operations as they develop solid herdsperson skills, proper management, and the ability to utilize technology to improve animal welfare and production. Students gain a solid understanding of how to run an efficient and profitable business operation.

PROGRAM OUTCOMES

- Manage herd nutrition.
- Manage herd reproduction.
- Manage herd health.
- Demonstrate farm and herd record management.
- Develop a business and transition plan.
- Apply economic and marketing strategies.
- Manage farm financials.

CAREER AND EDUCATION ADVANCEMENT OPPORTUNITIES

Lakeshore credits transfer to over 30 universities. For more information visit lakeshore.edu/future-students/transfer.

ADMISSIONS AND FIRST SEMESTER ENROLLMENT STEPS

- Submit online application.
- Complete the online Student Success Questionnaire.
- Complete Get Started at Lakeshore appointment:
 - Application Check-in
 - College Orientation Overview
 - 1st Time Program Registration

**Submit high school transcripts, college transcripts, and test scores (optional, highly recommended). Official transcripts will be needed for transferring college credit(s) and for financial aid purposes.*

ACADEMIC PREPAREDNESS/FUTURE SEMESTER ENROLLMENT STEPS

If applicable, complete program-specific academic preparedness requirements and enrollment steps prior to enrolling in occupational or core courses. Students will be notified if there is a program waitlist. View the college's program webpage for details: <https://lakeshore.edu/programs-and-courses/career-areas/agriculture-food-natural-resources/dairy-business-management>.

APPROXIMATE COSTS

\$152.85 per credit tuition (WI resident) plus \$9.17 per credit student activity fee. Material fee varies depending on course. Other fees vary by program. Visit lakeshore.edu/Financial-Aid/tuition-and-fees for details.

FINANCIAL AID

This program is eligible for financial aid. Visit lakeshore.edu/Financial-Aid for more information.

SPECIAL NOTE

- To experience technology and demonstrations in industry, students are required to have transportation and participate throughout the year. Students have the opportunity to join PAS (Professional Agriculture Students) and participate in competitions and activities. Terms 1 and 2 of this curriculum completes the Dairy Herd Management technical diploma.
- If you have completed the Agribusiness Science & Technology degree and wish to pursue this degree, you have completed some Term 1 and 2 course equivalents. Please work with your academic counselor to identify your course schedule.
- Learn when you want. Progress at your own pace. Receive personalized coaching and support. The full CBE definition may be found at lakeshore.edu/cbe.

CONTACT

Lakeshore College Recruiter
920.693.1366 • Recruitment@lakeshore.edu

Catalog No.	Proposed Courses	Credit(s)
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Term 1

10091200	Introduction to Dairy Cattle Management*	3
10091201	Lactation Physiology and Management*	3
10006203	Nutrition Principles*	3
10006202	Ag Employability and Professionalism*	3
10091202	Dairy Reproductive Management*	3
10091122	Agricultural Industry Internship 1**	1
		16

Term 2

10091204	Advanced Dairy Cattle Management*	3
10006218	Advanced Technology in Livestock Production*	3
10091205	Food Animal Production Issues and Advocacy*	1
10809144	Macroeconomics OR 10809143 Microeconomics	3
10804113	College Technical Mathematics 1A OR 10804189 Introductory Statistics	3
10091109	Agricultural Industry Internship 2**	1
		14

Term 3

10006209	Agricultural Sales and Consulting*	2
10006201	Introduction to Soil Science*	3
10101150	Office Accounting	3
10809198	Introduction to Psychology	3
10801196	Oral/Interpersonal Communication	3
		14

Term 4

10006208	Equipment, Structure, & Power Systems*	3
10006215	Legal Aspects of Agribusiness*	3
10006213	Agricultural Business Management*	3
10006214	Agricultural Commodity Marketing*	3
10801136	English Composition 1	3
10006118	Agribusiness Internship**	1
		16

TOTAL 60

*CBE delivery only

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

Curriculum and program acceptance requirements are subject to change. Program start dates vary; check with your academic counselor for details. The tuition and fees are approximate based on 2025-2026 rates and are subject to change prior to the start of the academic year.

ADVANCED DAIRY CATTLE MANAGEMENT...examines the principles of production and management in the modern dairy enterprise. Learner will integrate principles of herd health, nutrition, reproduction, milk production and overall management at the farm level. Learner will develop skills in decision making, information gathering, problem solving, and interpersonal communication with one-on-one site farm rotations and industry related demonstrations and field trips. **PREREQUISITE:** 10091102 Dairy Cattle Management or **COREQUISITE:** 10091200 Intro to Dairy Cattle Management

ADVANCED TECHNOLOGY IN LIVESTOCK PRODUCTION...exposes students to emerging technologies, processes, systems, and trends used in any aspect of livestock production including, but not limited to, the use of robotics and artificial intelligence, animal health monitoring systems, feeding systems, manure handling, records systems, product processing, and marketing. Experiences include demonstrations and visits to farms and agricultural business.

AG EMPLOYABILITY AND PROFESSIONALISM...prepares the student for a career by covering personality assessments, advocacy, networking, job shadowing, stress management, career exploration, problem solving, and business etiquette. It also emphasizes leadership and conflict resolution skills through UWEX Employer of Choice certification. The culmination is the creation of a portfolio showcasing their preparedness for industry.

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. **PREREQUISITE:** 10006122 Princ of Crop Production or 10006124 Princ of Animal Breeding or 10091103 Dairy Reproductive Mgt or **COREQUISITE:** 10006207 Princ of Crop Production or 10006211 Princ of Animal Breeding or 10091202 Dairy Reproductive Mgt

AGRICULTURAL BUSINESS MANAGEMENT...provides student with basic business management practices including the development of a business plan, establishment of short- and long-range goals, identification and implementation of alternatives for reaching goals, and development of strategies to monitor progress. The importance of designing a business mission statement based on goals is emphasized. **PREREQUISITE:** 10101150 Office Accounting

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.

AGRICULTURAL INDUSTRY INTERNSHIP 1...provides the students with the ability and skills to perform industry expectations. Each student will be provided a checklist of skills based on area of interest in agriculture production and will work with their employer to complete those skills. **COREQUISITE:** 10006202 Ag Employability and Professionalism

AGRICULTURAL INDUSTRY INTERNSHIP 2...provides the students with enhanced skills beyond Ag Industry Internship 1 that allow the student to improve on skills gained and meet more advanced industry expectations. Each student will continue to work with their employer to complete the checklist of skills used in Ag Industry Internship 1. **PREREQUISITE:** 10091104 On-Farm Internship 1 or **COREQUISITE:** 10091122 Ag Industry Internship 1

AGRICULTURE SALES AND CONSULTING...prepares the student with the tools to become an effective salesperson, 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.

COLLEGE TECHNICAL MATHEMATICS 1A...prepares the student to solve linear, quadratic, and relational equations; graph; formula rearrangement; solve systems of equations; percent; proportions; and operations on polynomials. Emphasis will be on the application of skills to technical problems. Discuss math academic course support with your Counselor.

DAIRY REPRODUCTIVE MANAGEMENT...provides technical knowledge and practical skills to design and execute an effective reproductive management program in dairy cattle. Focus will be on key reproductive physiology and practical research results that underlie a successful breeding program. Topics include linear evaluation, selection indexes, anatomy, hormonal cycles, artificial insemination, estrus detection, estrus synchronization, genomics, and advanced genetic techniques. An industry certification is offered during course.

ENGLISH COMPOSITION 1...is designed for learners to develop knowledge and skills in all aspects of the writing process. Planning, organizing, writing, editing and revising are applied through a variety of activities. Students will analyze audience and purpose, use elements of research, and format documents using standard guidelines. Individuals will develop critical reading skills through analysis of various written documents. Discuss reading and writing academic course support with your Counselor.

EQUIPMENT, STRUCTURE, & POWER SYSTEMS...introduces the student to trends and opportunities in mechanized agriculture. Students will learn how to work with electrical power and processing, structures and environment, and soil and water conservation engineering practices. Additionally, students will learn operating principles and maintenance of gas and diesel engines used in agriculture.

FOOD ANIMAL PRODUCTION ISSUES AND ADVOCACY...prepares students to be advocates for the food animal production industry. With agriculture becoming more publicized and scrutinized every day, students will learn how to promote and apply these concepts within the industry. Students will learn skills to talk and respond to issues that the food animal production industry faces.

INTRODUCTION TO DAIRY CATTLE MANAGEMENT...introduces the student to herd health and preventative medicine through understanding cow behavior, signs of illness, metabolic disorders, infectious disease, vaccination programs, and herd records to develop and implement a herd-health protocol. Students will learn and use basic tools and equipment of a herd health program and will earn the Dairy Care 365 Certificate.

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. Discuss reading academic course support with your Counselor.

INTRODUCTION 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.

LACTATION PHYSIOLOGY AND MANAGEMENT...introduces the student to the process of how milk is produced and how to harvest it for a maximum profit to the farmer, including the major principles of milk secretion, the anatomy and physiology of the udder, milk letdown, proper milking practices, mastitis, efficient milking systems, and how to properly milk cows as well as treat and prevent udder infections.

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 DWD.

MACROECONOMICS...is an introductory course. Basic social choices regarding economic systems, basic economic aggregates, fiscal policy, the banking system, monetary policy, and international trade are the principle topics discussed in the course. Balance is drawn between theory, analysis, and a critique of the institutions that characterize modern mixed-capitalist economies. Conflicting social goals, economic constraints, and environmental concerns provide the framework through which the macroeconomy is analyzed. Discuss reading academic course support with your Counselor.

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:** 10006114 Intro to Animal Science or 10091102 Dairy Cattle Mgmt or **COREQUISITE:** 10006200 Intro to Animal Science or 10091102 Intro Dairy Cattle Mgmt

OFFICE ACCOUNTING...introduces the learner to the principle of business and personal accounting, including journalizing, posting, year-end adjustments, report preparation and interpretation, payroll, and bank reconciliations.

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. Discuss reading academic course support with your Counselor.