



## **AG Business Management**

Otero Junior College, Northeastern Junior College and Morgan Community College's Ag Business Management Program enhances the knowledge of farm and ranch producers in eastern Colorado through a variety of targeted skill-based certificates.

Each certificate is delivered by way of online instruction, home-visits and cooperative learning. Emphasis is first placed on developing computerized records specialized to their enterprise that enables students to analyze the marketability and profitability of their overall operations.

Students enrolling in the certificate courses must be actively operating a farm, ranch and/or agricultural related business or in the process of developing an agricultural business plan. Students can complete a certificate in 1 year.

### **Program Certificates**

- **Ag Business Management Records and Business Planning** -Teaches students to utilize a computerized accounting record keeping system to generate accurate financial records for an agricultural business.
- **Ag Business Management Financial Analysis**- Students examine the purpose of financial enterprise analysis and create personalized financial statements to analyze the financial position of the business.
- **Ag Business Management Commodity Marketing**- Students will determine marketing strategies for agriculture commodities utilizing current and forward marketing strategies in their operation.
- **Ag Business Management Marketing Plan Development**- Students will develop a complete and unique marketing plan determining the feasibility of the plan.
- **Ag Business Management Web Productivity/Utilization**- Students focus will be on the creation and refinement of the agribusiness web use plan relating to business operations.

## 44 Business Management

The first part of the course covers the fundamentals of business management, including the role of the manager, the business environment, and the business process. This is followed by a detailed study of the business process, which is divided into three main areas: production, distribution, and sales. The course also covers the financial aspects of business management, including the balance sheet, the profit and loss account, and the cash flow statement. Finally, the course concludes with a study of the legal aspects of business management, including the law of contract, the law of tort, and the law of property.

### Programme Objectives

- To understand the role of the manager in the business organization.
- To understand the business environment and the business process.
- To understand the financial aspects of business management.
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- **Ag Business Management Advanced Business Management-** Students will analyze existing current business plan, financial trends and risk management strategies with emphasis of pro forma activities for further analysis of business's financial health and sustainability
- **Ag Business Management Integrated Management-** Student will develop an implementation plan for integrated management that addresses software, data, risk reduction, and financial impact.
- **Ag Business Management Profit Maximization-** Students will learn to maximize farm income through alternative business structures, tax preparation and optimum input/output levels.
- **Ag Business Management Rural Business Entrepreneurship-** Students will create an Agriculture Business Plan with financial statement evaluation and identification of business venture risk and profitability.
- **Ag Business Management Leadership/Human Resource Management-** Students will identify and apply leadership skills to effectively build employer and employee relationships that increase the value of the business.

### Contact Information

#### Otero Junior College

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#### Morgan Community College

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#### Northeastern Junior College

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- **Business Management Advanced Business** - This course provides a comprehensive overview of business management, covering topics such as strategic planning, organizational structure, and financial management. It is designed for students who are interested in pursuing a career in business.
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**Course Information**

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 Brockton, MA 01909  
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**Morgan Community College**

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 Andover, MA 01810  
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**Northwestern State College**

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