AGRICULTURE, FOOD, & NATURAL RESOURCES CAREER CLUSTER
PATHWAY: AGRIBUSINESS SYSTEMS

DEGREE/TRAINING REQUIRED Standard Occupational System (SOC) Code	OCCUPATION	KANSAS MEDIAN SALARY[i]	% CHANGE / EMPLOYMENT PROSPECTS	
			KANSAS 2008-2018[ii]	USA 2006-2016[iii]
-Associate Degree **-Certifications** **-On the Job Training** **-2 Yr. Community/Technical Colleges** **-Registered Apprenticeship**				
41-4000 41-3099	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products: Field Representative for Bank, Insurance Company, or Government Program / Field Service Representative / Animal Health Products Distributor / Livestock Seller / Produce Commission Agent	$10.75/hr. $23.28/hr.	+5% 17%	+9%
13-1021	Purchasing Agents and Buyers, Farm Products: Agricultural Products Buyer	$33.00/hr.	3%	-9%
41-1011	First-Line Supervisors/Managers of Retail Sales Workers: Feed and Supply Store Manager	$14.85/hr.	+1%	+4%
Bachelor's Degrees **Colleges / Universities**				
11-2022	Sales Managers	$40.95/hr.	+16%	+10%
11-3031	Financial Managers: Farm Investment Manager	$37.61	+8%	+13%
41-3031	Securities, Commodities, and Financial			

[i] 2008-2018 Kansas Occupational Outlook Study, http://www.dol.ks.gov
[ii] 2008-2018 Kansas Occupational Outlook Study, http://www.dol.ks.gov
[iii] 2008-2009 National Employment Occupational Outlook Handbook, http://www.bls.gov/oco

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	Services Sales Agents: Agricultural Commodity Broker	$41.00/hr.	+29%	+25%
13-2072	Loan Officers: Bank/Loan Officers	$22.90/hr.	+10%	+11%
11-9011	Farm, Ranch, and Other Agricultural Managers: Farm Manager / Dairy Herd Supervisor (DHIA) / Farmers / Ranchers / Feedlot Operator / Livestock Rancher / Breeder	N/A	N/A	+1%
Graduate Degrees Colleges/Universities				
19-3011	Economists: Agricultural Economist	N/A	N/A	+7%

N/A = Data Not Available

Employment is projected to:	Growth compared to average:
increase 21 percent or more	Grow much faster than average
increase 14 to 20 percent	Grow faster than average
increase 7 to 13 percent	Grow about as fast as average
increase 3 to 6 percent	Grow more slowly than average
decrease 2 percent to increase 2 percent	Little or no change
decrease 3 to 9 percent	Decline slowly or moderately
decrease 10 percent or more	Decline rapidly