AGRICULTURE, FOOD & NATURAL RESOURCES CAREER CLUSTER DESIGN

Agribusiness Systems – CIP Code 01.0101

Approved Pathway:

1) Includes minimum of three secondary-level courses.
2) Includes a work-based element.
3) Consists of a sequence: Introductory-level, Technical-level, and Application-level courses.
4) Supporting documentation include Articulation Agreement(s) and a Program of Study.
5) Technical-level and Application-level courses receive .5 state-weighted funding in an approved CTE pathway.

Concentrator Requirement

For a student to be a concentrator, at least 2 of 3 required secondary level courses taken must be a combination of technical and application levels.

INTRODUCTORY LEVEL

*Exploratory Agriculture	68001	1 credit
OR		
*Intro to Agriculture	18001	1 credit

TECHNICAL LEVEL

Agriscience	18002	1 credit
*Agribusiness	18201	1 credit

APPLICATION LEVEL

*Applications in Agribusiness	18220	1 credit	Ag Leadership & Comm.	18203	1 credit
Research in Ag.	18206	1 credit	Advanced Internship	18049	1 credit
Ag Entrepreneurship	18202	1 credit	Internship	18048	1 credit

*** Required courses in pathway**

ALL ONE CREDIT COURSES MAY BE TAUGHT AS TWO .5 CREDIT COURSES

Ag. Explorations - 68001
Kansas Agricultural Education

Hours Completed _____ Competencies Completed ____/104
Verification Signatures:

Student: _____ Date: _____

Instructor: _____ Date: _____

Name: _____

Instructor:_____ _____School Year:_____

Key to Integrated Competencies
(CD)- Career Development
(L)- Leadership
(E) - Experienced Based
(LK) - LifeKnowledge Lessons
(LA) – Language Arts
(M) - Math
(S) – Science
(SS) – Social Science

Circle to indicate level of competency achieved:
3 - Skilled-Works Independently **2** Limited skill-Needs assistance **1** -Skill undeveloped-but received instruction **0** -No exposure

Agriculture In Our Society

3 2 1 0 1. Define Agriculture (E,LA)
3 2 1 0 2. Identify the major sectors of the agriculture industry. (7) (E,LA)
3 2 1 0 3. Describe the history of Agriculture. (E,LA)
3 2 1 0 4. Graph & discuss the change in world population over the last 100 years and its impact on land, medicine, food production and supply, and agriculture technology. (M,E,LA)
3 2 1 0 5. Describe the size, number, and what is grown on farms in Kansas and your home county. (M,E)
3 2 1 0 6. Describe the importance of American agriculture in world food production. (M,E,LA)

Opportunities in Agricultural Education & FFA

3 2 1 0 1. Define the purpose of FFA. (LA,E) (LK MS 63)
3 2 1 0 2. Draw the three circle model of agriculture education and label the parts. (LA,C) (LK MS 11 & HS 111)
3 2 1 0 3. Describe how the FFA evolved. (LK MS 62 & 63) (E,LA)
3 2 1 0 4. Describe how the FFA is organized on local state and national levels. (LK MS 65) (E,LA)
3 2 1 0 5. Identify the National FFA and Agriculture Education Mission statements. (LA)
3 2 1 0 6. List 5 opportunities in FFA (LK MS 63). (E,LA,L)
3 2 1 0 7. Recite the FFA Motto. (LA)
3 2 1 0 8. List the items of official dress required for your gender & the guidelines to abide by when wearing the jacket. (E,LA,L)
3 2 1 0 9. List and describe the symbols in the FFA emblem. (E,LA,L)
3 2 1 0 10. Identify the colors of the FFA. (E, LA)
3 2 1 0 11. List the degrees available in FFA. (E, LA,L)
3 2 1 0 12. Recite the FFA Creed. (E, LA,L) (LK HS 10)

Careers in Agriculture

3 2 1 0 1. Define profession, career and job. (LK MS 27) (CD)
3 2 1 0 2. Research agriculture career opportunities. (LK MS 28) (CD)
3 2 1 0 3. Identify an example of a career in each sector. (LK MS 67) (CD)
3 2 1 0 4. Identify important skills for all careers. (LK MS 30)
3 2 1 0 5. Identify career interests and preferences (LK MS 29) (CD)
3 2 1 0 6. Create a career development plan.(CD)
3 2 1 0 7. Define Parliamentary Procedure. (C,E)
3 2 1 0 8. Demonstrate how to present a main motion. (C,E)

Leadership and LifeKnowledge

3 2 1 0 1. Define Leadership (LK MS 1)(LA,L)
3 2 1 0 2. Define Personal Growth (LK MS 2) (LA,E,L)
3 2 1 0 3. Define Career Success (LK MS 3) (LA,CD,L)

Agriculture Safety

1. Describe the safety hazards associated with agriculture in the following areas.
3 2 1 0 a. Farm Shop (LA,E)
3 2 1 0 b. Animal (LA,E)
3 2 1 0 c. Machinery and equipment (LA,E)
3 2 1 0 d. Chemicals (LA,E,S)
3 2 1 0 e. Stress and fatigue (LA,E)
3 2 1 0 2. Describe the proper attire for working in and around agriculture (LA,E)
3 2 1 0 3. Identify a Slow Moving Vehicle sign. (LA,E)

Record Keeping & SAE

3 2 1 0 1. Define income & expense. (M, LA,E)
3 2 1 0 2. Demonstrate basic record keeping skills (LK MS 69) (M,E)
3 2 1 0 3. Develop and set a goal (LK MS 14 & 15) (C,E)
3 2 1 0 4. Define SAE (LK MS 68) (CD, LA,E)
3 2 1 0 5. Describe the different types of SAEs (exploratory, research, entrepreneurship, placement) (LA,E)

Agribusiness Systems

3 2 1 0 1. Define and give examples of agribusinesses. (M, LA,E)
3 2 1 0 2. Define the words import and export. (E, LA)
3 2 1 0 3. Explain the relationship between producers and agribusinesses. (M, LA,E,CD)

3 2 1 0 4. Discuss the three segments of agribusinesses including production agriculture, agriculture input suppliers and agriculture marketing and processing. (M, LA,E)
3 2 1 0 5. Compare the price a producer receives to the price a consumer pays and discuss what other costs are involved in production. (M, LA)
3 2 1 0 6. Define management. (M, LA,E)
3 2 1 0 7. Identify 5 agribusinesses and their purpose in the community. (M LA)

Plant Systems

3 2 1 0 1. Define agronomy. (LA,E)
3 2 1 0 2. List the top 5 agronomic crops grown in Kansas. (LA,E)
3 2 1 0 3. List a product made from each of those crops. (LA,E)
3 2 1 0 4. Identify 3 pieces of machinery used in crop production. (LA,E)
3 2 1 0 5. Describe how agronomic crops are used for food, textiles, feed & energy. (LA,E)
3 2 1 0 6. Define Horticulture. (LA,E,S)
3 2 1 0 7. Identify five horticultural crops. (LA,E)
3 2 1 0 8. Describe how to care and maintain a lawn or garden. (S,E)

Animal Systems

3 2 1 0 1. Describe the basic needs of all animals. (S,E, LA)
3 2 1 0 2. List five examples of large animals. (S,E, LA)
3 2 1 0 3. Define & list examples of animal byproducts. (LA,E)
3 2 1 0 4. List five examples of small animals. (S,E, LA)
3 2 1 0 5. Estimate the cost for the care of a pet. (M,E, LA)
3 2 1 0 6. Research the care and handling for an animal of your choice. (S,E, LA)

Power Structural and Technical Systems

3 2 1 0 1. Describe the components of power structural and technical systems including (electrical, carpentry, plumbing, welding, concrete, agriculture power, surveying, gps) (LA,E)
3 2 1 0 2. Abide by the safety guidelines.(LA,E)
3 2 1 0 3. Identify 10 common hand tools.(LA,E)
3 2 1 0 4. Identify and describe the uses for 5 power tools. (LA,E)
3 2 1 0 5. Demonstrate proper measuring skills using hand tools. (M,E, LA)

Natural Resource Systems

3 2 1 0 1. Define and list examples of Natural Resources. (S,E, LA)
3 2 1 0 2. Differentiate between renewable and non renewable resources. (S,E, LA)
3 2 1 0 3. Describe the habitat of a native Kansas wildlife species. (S,E, LA)
3 2 1 0 4. Define soil. (S,E, LA)
3 2 1 0 5. Describe the forestry industry in Kansas. (S,E, LA)

Environmental Systems

3 2 1 0 1. List causes of erosion to soil. (LA,E)
3 2 1 0 2. List important soil and water conservation practices.(M, LA,E)
3 2 1 0 3. Discuss major threats to water quality. (S,LA,E)
3 2 1 0 4. Describe common threats to air quality. (S,LA,E)

Food Products and Processing

3 2 1 0 1. List the steps food must go through to get from the producer to the consumer. (S,LA,E)
3 2 1 0 2. Explain how food can become unsafe to eat. (S,M,LA,E)
3 2 1 0 3. Analyze and understand a food label. (S,E,LA)
3 2 1 0 4. Describe the need for processing facilities for agriculture products. (LA)
3 2 1 0 5. List new uses for existing food products. (ex: soy milk) (S,E,LA)
3 2 1 0 6. Evaluate meat and produce for quality. (S,M,LA,E)
3 2 1 0 7. Describe safe food handling techniques.(S,LA,E)

Agricultural Issues

3 2 1 0 1. Define agricultural issues. (LA,E)
3 2 1 0 2. Describe how technology is used in agriculture. (S,M,LA,E)
3 2 1 0 3. Identify and describe a technological advancement that has happened in the last 5 years.(S,M,LA,E)
3 2 1 0 4. Research a current agriculture issue. (S,LA,E)

Wok Place Skills

Listening Skills

1. Follows oral instructions:
3 2 1 0 a. Listen for and identify key words.
3 2 1 0 b. Listen for words that identify a procedure.
3 2 1 0 c. Listen for steps or actions to be performed.
3 2 1 0 d. Listen for clues regarding the order or sequence in which a task is performed.

3 2 1 0 2. Distinguish fact, opinion, and inference in oral communication.
3 2 1 0 3. Interpret nonverbal cues (eye contact, posture, gestures).
3 2 1 0 4. Analyze a speaker's point of view.
3 2 1 0 5. Draw conclusions or make generalizations from another's oral communication.
3 2 1 0 6. Restate or paraphrase a conversation to confirm what was said.
3 2 1 0 7. Reduce barriers (or interference) that may impede effective listening.

Decision Making/Problem Solving

1. Describe the factors that impact on decision making:
3 2 1 0 a. Needs and wants
3 2 1 0 b. Values
3 2 1 0 c. Goals
3 2 1 0 d. Standards

3 2 1 0 2. Distinguish between types of decisions: economic and/or technical.
3 2 1 0 3. Apply the steps In interpreting a problem, coming up with a plan and then a result.

Teamwork

3 2 1 0 1. Participate in team activities, and complete team tasks.

3 2 1 0 2. Clarify statements, receive and give information, propose alternative plans and come up with a workable solution.

Introduction to Agriculture OR Introduction to Agriscience - 18001

Kansas Agriculture Education

Hours Completed _____ Competencies Completed _____/125

Verification Signatures:

Student: _____ Date: _____

Instructor: _____ Date: _____

Name: _____

Instructor: _____ School Year:_____

Key to Integrated Competencies

(CD)- Career Development
(L)- Leadership
(E) - Experienced Based
(LK) - LifeKnowledge Lessons
(LA) – Language Arts
(M) - Math
(S) – Science
(SS) – Social Science

Circle to indicate level of competency achieved:

3 - Skilled-Works Independently **2** Limited skill-Needs assistance **1** -Skill undeveloped-but received instruction **0** -No exposure

018.Agriscience in Our World

3 2 1 0 1. Define and relate agriscience to agriculture, agribusiness, and renewable natural resources. (LA)
3 2 1 0 2. Connect biology, chemistry, and biochemistry to agriscience (S)
3 2 1 0 3. Analyze how the world population affects today's agriculture industry. (SS)
3 2 1 0 4. Identify significant historical developments in agriscience. (SS)
3 2 1 0 5. Examine important research achievements in agriscience and future research implications. (S)
3 2 1 0 6. Compare and contrast the methods of agriculture used in the local, county, state, nation, and world. (SS, LA)
3 2 1 0 7. Describe the importance of agriculture products in everyday life. (E, SS)

019. Opportunities in the Agriculture Education & FFA

3 2 1 0 1. Distinguish between and describe the three parts of the agricultural education model and how they work together. (LK HS 114) (LA)
3 2 1 0 2. Identify different areas and describe the importance of agriculture education and the agriculture education mission statement. (L, LA) (LK HS 110)
3 2 1 0 3. Create a timeline of important events in FFA history. (LA) (LK HS 109)
3 2 1 0 4. Identify and describe the FFA mission statement. (L, LA) (LK HS 110)
3 2 1 0 5. Recite and understand the FFA Creed. (E, LA) (LK HS 110)
3 2 1 0 6. Relate the FFA motto to daily life. (L, E) (LK HS 110)
3 2 1 0 7. List the requirements for FFA degrees. (L, E) (LK MS 70)
3 2 1 0 8. List the items of official dress required for your gender & the guidelines to abide by when wearing the jacket. (L, E) (LK HS 115)
3 2 1 0 9. List and describe the symbols of the FFA emblem. (L) (LK HS 111)
3 2 1 0 10. Identify the colors of the FFA. (L) (LK MS 65)
3 2 1 0 11. Research 3-5 potential Career Development Events. (CD)

020. Careers in Agriculture

3 2 1 0 1. List the career pathways for agriculture, food and natural resources (LK.HS.31). (CD)
3 2 1 0 2. Research a potential agriculture career based on your interests. (CD)
3 2 1 0 3. Develop a strategy to advance in that career (LK.HS.40). (CD, L)

021. Leadership and LifeKnowledge

3 2 1 0 1. Identify five characteristics of leadership (LK HS 1). (L)
3 2 1 0 2. Define the term "leadership" (LK.HS.1). (L)
3 2 1 0 3. Identify available leadership opportunities (LK.HS.1) (L)
3 2 1 0 4. Differentiate between a group and a team (LK.HS.65). (L)
3 2 1 0 5. Define teamwork and identify six benefits to working in teams (LK.HS.65). (L)
3 2 1 0 6. Understand and create personal goals using S.M.A.R.T. goals. (L, LA) (LK HS 45)
3 2 1 0 7. Describe the purpose and benefits of parliamentary procedure. (L, LA) (LK HS 81 & AHS 47)
3 2 1 0 8. Demonstrate five parliamentary procedure motions. (L, LA)

022. Public Speaking

3 2 1 0 1. Explain the relationship between communication and leadership. (L, LA)
3 2 1 0 2. List reasons why students should learn public speaking. (L, LA)
3 2 1 0 3. Create an outline and manuscript for an agricultural or leadership speech. (LA)
3 2 1 0 4. Demonstrate basic principles of speaking. (LA, L) (LK HS 90 & 91)

023. Supervised Agricultural Experience/Record Keeping

3 2 1 0 1. Explain the importance of record keeping (LK.MS.69). (LA)
3 2 1 0 2. Describe the different types of SAEs (exploratory, research, entrepreneurship and placement). (LK.HS.126) (CD)
3 2 1 0 3. Develop a plan for establishing an SAE

program (LK.HS.127). (LA)
3 2 1 0 4. List proficiency award opportunities available through your SAE. (CD)
3 2 1 0 5. Record income and expenses into a record keeping format. (M)
3 2 1 0 6. Record current and non-current inventories. (M)
3 2 1 0 7. Compare and contrast entries for personal and SAE inventories. (M)

024. Agribusiness Systems

3 2 1 0 1. Compare the three segments of agribusiness. (CD)
3 2 1 0 2. Identify examples of each segment and its role in the community. (CD, L, SS)
3 2 1 0 3. Define entrepreneurship. (CD, LA)
3 2 1 0 4. Identify methods of marketing. (CD, LA)
3 2 1 0 5. Graph an agricultural example of supply and demand. (CD, SS)

025. Plant Systems

3 2 1 0 1. Draw and label the major parts of plants. (S)
3 2 1 0 2. Describe the major function of roots, stems, fruits and leaves. (S)
3 2 1 0 3. Draw and label the parts of a typical root, stem, flower, and leaf. (S)
3 2 1 0 4. Distinguish between sexual and asexual reproduction. (S)
3 2 1 0 5. Draw and label the reproductive parts of flowers and seeds. (S)
3 2 1 0 6. Compare the primary methods of asexual reproduction. (S)
3 2 1 0 7. Identify the top five crops in your county and state.
3 2 1 0 8. List the requirements for plant growth. (S)
3 2 1 0 9. Illustrate the importance of photosynthesis. (S)
3 2 1 0 10. Compare and contrast monocots and dicots. (S)
3 2 1 0 11. Identify machinery used in forage, crop, horticulture, and landscape businesses. (CD)

026. Animal Systems

3 2 1 0 1. Define domestic animals. (CD)
3 2 1 0 2. List the basic needs of animals. (CD, S)
3 2 1 0 3. Discuss the purposes of livestock and companion animals. (E, LA)
3 2 1 0 4. Identify the importance of vaccinations. (CD, S)
3 2 1 0 5. Describe characteristics of unhealthy animals. (CD)
3 2 1 0 6. Compare animal digestive systems. (S)
3 2 1 0 7. Identify and compare breeding management systems (reproduction). (S)
3 2 1 0 8. Identify animal gender terms. (S)
3 2 1 0 9. Identify major breeds of livestock. (CD)
3 2 1 0 10. Identify types of companion animals. (CD)
3 2 1 0 11. Describe trends in the animal science industry (such as the increase in poultry production). (CD)
3 2 1 0 12. Research an animal of your choice. (LA)

027. Power Structural and Technical Systems

3 2 1 0 1. Explain and abide by the safety guidelines. (CD)
3 2 1 0 2. Demonstrate safety practices in laboratory work. (E)
3 2 1 0 3. Locate safety equipment and emergency exits in the agricultural mechanics laboratory. (E)
3 2 1 0 4. Identify common hand and power tools. (CD)
3 2 1 0 5. Demonstrate proper safety techniques for using hand and power tools. (CD, E)
3 2 1 0 6. Identify the major parts of an arc welder. (CD)
3 2 1 0 7. Select the proper electrode to use when welding. (CD)
3 2 1 0 8. Demonstrate basic welding skills using the arc welder. (CD, E)
3 2 1 0 9. Distinguish between different welding practices. (CD, E)

028. Natural Resource Systems

3 2 1 0 1. List and describe major kinds of natural resources. (S)
3 2 1 0 2. Define sustainable resources. (S)
3 2 1 0 3. Compare and contrast conservation and preservation. (S)
3 2 1 0 4. List types of alternative fuels and explain why they are important. (S)
3 2 1 0 5. Illustrate and describe the food chain. (S)
3 2 1 0 6. Identify wildlife habitats for native Kansas animals. (S)
3 2 1 0 7. Research an endangered species. (S)
3 2 1 0 8. List the four components of soil.(S)
3 2 1 0 9. Identify the different soil classes. (S)
3 2 1 0 10. Compare sand, silt, and clay particles in a soil sample. (S)

029. Environmental Systems

3 2 1 0 1. Discuss major types and sources of pollution. (S)
3 2 1 0 2. Develop a plan of action to improve the environment. (LA)
3 2 1 0 3. Illustrate the water cycle. (S)
3 2 1 0 4. Discuss global warming and the greenhouse effect. (S)

030. Food Products and Processing Systems

3 2 1 0 1. List the steps food must go through to from the producer to the consumer. (S)
3 2 1 0 2. Identify food safety concerns. (S)
3 2 1 0 3. Identify government agencies involved in food production. (S,SS)
3 2 1 0 4. Discuss biotechnology advancements currently in the food industry. (S)
3 2 1 0 5. Discuss future developments predicted for the food industry. (E)

031. Agricultural Issues

3 2 1 0 1. Define agricultural industry terms (ex. Biotechnology, bio-terrorism, wind power). (CD, E)
3 2 1 0 2. Identify and describe a technological advancement that has happened in the last five years. (LA, L)
3 2 1 0 3. Research a current agriculture issue. (LA)
3 2 1 0 4. Discuss nutritional needs of humans and the food groups they need. (S)
3 2 1 0 5. Cite important relationships between land characteristics and water quality.

Work Place Skills

032. Listening Skills

1. Follows oral instructions:

3 2 1 0 a. Listen for and identify key words.L3A
3 2 1 0 b. Listen for words that identify a procedure.
3 2 1 0 c. Listen for steps or actions to be performed.
3 2 1 0 d. Listen for clues regarding the order or sequence in which a task is performed.
3 2 1 0 2. Distinguish fact, opinion, and inference in oral communication. L2D
3 2 1 0 3. Interpret nonverbal cues (eye contact, posture, gestures) L3A.
3 2 1 0 4. Analyze a speaker's point of view. L3B
3 2 1 0 5. Draw conclusions or make generalizations from another's oral communication. L2A
3 2 1 0 6. Restate or paraphrase a conversation to confirm what was said. L2A
3 2 1 0 7. Reduce barriers (or interference) that may impede effective listening L5B

033. Resource Management

3 2 1 0 1. Locate information and select the materials, tools, and equipment needed to perform an activity or build a project.
3 2 1 0 2. Determine cost, time, and resources needed to complete a task within an industry or occupation.
3 2 1 0 3. Explain the relationship between setting goals and managing money.
3 2 1 0 4. Identify fixed a flexible expenses.
3 2 1 0 5. Identify planned and impulse buying.

034. Oral Communications

3 2 1 0 6. Organize notes and ideas for formal, semiformal, and informal presentations. L3A
3 2 1 0 7. Prepare and deliver a presentation appropriate to subject matter, purpose, and audience. L3B
3 2 1 0 8. Use interviewing techniques to gather information. L4D
3 2 1 0 9. Participate in group communication activities. L1C
3 2 1 0 10. Incorporate visual media into a presentation. L4E
3 2 1 0 11. Demonstrate concise impromptu speaking skills. L3B
3 2 1 0 12. Give oral directions.L3A
3 2 1 0 13. Demonstrate job interview skills. L10B

Agriscience - 18002
Kansas Agricultural Education

Hours Completed _____ Competencies Completed _____/125
Verification Signatures:

Student: _____ Date: _____

Instructor: _____ Date: _____

Name: _____

Instructor: _____ School Year:_____

Key to Integrated Competencies
(CD)- Career Development
(L)- Leadership
(E) - Experienced Based
(LK) - LifeKnowledge Lessons
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3 2 1 0 1. Define and relate agriscience to agriculture, agribusiness, and renewable natural resources. (LA)
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3 2 1 0 3. Analyze how the world population affects today's agriculture industry. (SS)
3 2 1 0 4. Identify significant historical developments in agriscience. (SS)
3 2 1 0 5. Examine important research achievements in agriscience and future research implications. (S)
3 2 1 0 6. Compare and contrast the methods of agriculture used in the local, county, state, nation, and world. (SS, LA)
3 2 1 0 7. Describe the importance of agriculture products in everyday life. (E, SS)

Opportunities in the Agriculture Education & FFA

3 2 1 0 1. Distinguish between and describe the three parts of the agricultural education model and how they work together. (LK HS 114) (LA)
3 2 1 0 2. Identify different areas and describe the importance of agriculture education and the agriculture education mission statement. (L, LA) (LK HS 110)
3 2 1 0 3. Create a timeline of important events in FFA history. (LA) (LK HS 109)
3 2 1 0 4. Identify and describe the FFA mission statement. (L, LA) (LK HS 110)
3 2 1 0 5. Recite and understand the FFA Creed. (E, LA) (LK HS 110)
3 2 1 0 6. Relate the FFA motto to daily life. (L, E) (LK HS 110)
3 2 1 0 7. List the requirements for FFA degrees. (L, E) (LK MS 70)
3 2 1 0 8. List the items of official dress required for your gender & the guidelines to abide by when wearing the jacket. (L, E) (LK HS 115)
3 2 1 0 9. List and describe the symbols of the FFA emblem. (L) (LK HS 111)
3 2 1 0 10. Identify the colors of the FFA. (L) (LK MS 65)
3 2 1 0 11. Research 3-5 potential Career Development Events. (CD)

Careers in Agriculture

3 2 1 0 1. List the career pathways for agriculture, food and natural resources (LK.HS.31). (CD)
3 2 1 0 2. Research a potential agriculture career based on your interests. (CD)
3 2 1 0 3. Develop a strategy to advance in that career (LK.HS.40). (CD, L)

Leadership and LifeKnowledge

3 2 1 0 1. Identify five characteristics of leadership (LK HS 1). (L)
3 2 1 0 2. Define the term "leadership" (LK.HS.1). (L)
3 2 1 0 3. Identify available leadership opportunities (LK.HS.1) (L)
3 2 1 0 4. Differentiate between a group and a team (LK.HS.65). (L)
3 2 1 0 5. Define teamwork and identify six benefits to working in teams (LK.HS.65). (L)
3 2 1 0 6. Understand and create personal goals using S.M.A.R.T. goals. (L, LA) (LK HS 45)
3 2 1 0 7. Describe the purpose and benefits of parliamentary procedure. (L, LA) (LK HS 81 & AHS 47)
3 2 1 0 8. Demonstrate five parliamentary procedure motions. (L, LA)

Public Speaking

3 2 1 0 1. Explain the relationship between communication and leadership. (L, LA)
3 2 1 0 2. List reasons why students should learn public speaking. (L, LA)
3 2 1 0 3. Create an outline and manuscript for an agricultural or leadership speech. (LA)
3 2 1 0 4. Demonstrate basic principles of speaking. (LA, L) (LK HS 90 & 91)

Supervised Agricultural Experience/Record Keeping

3 2 1 0 1. Explain the importance of record keeping (LK.MS.69). (LA)
3 2 1 0 2. Describe the different types of SAEs (exploratory, research, entrepreneurship and placement). (LK.HS.126) (CD)
3 2 1 0 3. Develop a plan for establishing an SAE

program (LK.HS.127). (LA)
3 2 1 0 4. List proficiency award opportunities available through your SAE. (CD)
3 2 1 0 5. Record income and expenses into a record keeping format. (M)
3 2 1 0 6. Record current and non-current inventories. (M)
3 2 1 0 7. Compare and contrast entries for personal and SAE inventories. (M)

Agribusiness Systems

3 2 1 0 1. Compare the three segments of agribusiness. (CD)
3 2 1 0 2. Identify examples of each segment and its role in the community. (CD, L, SS)
3 2 1 0 3. Define entrepreneurship. (CD, LA)
3 2 1 0 4. Identify methods of marketing. (CD, LA)
3 2 1 0 5. Graph an agricultural example of supply and demand. (CD, SS)

Plant Systems

3 2 1 0 1. Draw and label the major parts of plants. (S)
3 2 1 0 2. Describe the major function of roots, stems, fruits and leaves. (S)
3 2 1 0 3. Draw and label the parts of a typical root, stem, flower, and leaf. (S)
3 2 1 0 4. Distinguish between sexual and asexual reproduction. (S)
3 2 1 0 5. Draw and label the reproductive parts of flowers and seeds. (S)
3 2 1 0 6. Compare the primary methods of asexual reproduction. (S)
3 2 1 0 7. Identify the top five crops in your county and state.
3 2 1 0 8. List the requirements for plant growth. (S)
3 2 1 0 9. Illustrate the importance of photosynthesis. (S)
3 2 1 0 10. Compare and contrast monocots and dicots. (S)
3 2 1 0 11. Identify machinery used in forage, crop, horticulture, and landscape businesses. (CD)

Animal Systems

3 2 1 0 1. Define domestic animals. (CD)
3 2 1 0 2. List the basic needs of animals. (CD, S)
3 2 1 0 3. Discuss the purposes of livestock and companion animals. (E, LA)
3 2 1 0 4. Identify the importance of vaccinations. (CD, S)
3 2 1 0 5. Describe characteristics of unhealthy animals. (CD)
3 2 1 0 6. Compare animal digestive systems. (S)
3 2 1 0 7. Identify and compare breeding management systems (reproduction). (S)
3 2 1 0 8. Identify animal gender terms. (S)
3 2 1 0 9. Identify major breeds of livestock. (CD)
3 2 1 0 10. Identify types of companion animals. (CD)
3 2 1 0 11. Describe trends in the animal science industry (such as the increase in poultry production). (CD)
3 2 1 0 12. Research an animal of your choice. (LA)

Power Structural and Technical Systems

3 2 1 0 1. Explain and abide by the safety guidelines. (CD)
3 2 1 0 2. Demonstrate safety practices in laboratory work. (E)
3 2 1 0 3. Locate safety equipment and emergency exits in the agricultural mechanics laboratory. (E)
3 2 1 0 4. Identify common hand and power tools. (CD)
3 2 1 0 5. Demonstrate proper safety techniques for using hand and power tools. (CD, E)
3 2 1 0 6. Identify the major parts of an arc welder. (CD)
3 2 1 0 7. Select the proper electrode to use when welding. (CD)
3 2 1 0 8. Demonstrate basic welding skills using the arc welder. (CD, E)
3 2 1 0 9. Distinguish between different welding practices. (CD, E)

Natural Resource Systems

3 2 1 0 1. List and describe major kinds of natural resources. (S)
3 2 1 0 2. Define sustainable resources. (S)
3 2 1 0 3. Compare and contrast conservation and preservation. (S)
3 2 1 0 4. List types of alternative fuels and explain why they are important. (S)
3 2 1 0 5. Illustrate and describe the food chain. (S)
3 2 1 0 6. Identify wildlife habitats for native Kansas animals. (S)
3 2 1 0 7. Research an endangered species. (S)
3 2 1 0 8. List the four components of soil.(S)
3 2 1 0 9. Identify the different soil classes. (S)
3 2 1 0 10. Compare sand, silt, and clay particles in a soil sample. (S)

Environmental Systems

3 2 1 0 1. Discuss major types and sources of pollution. (S)
3 2 1 0 2. Develop a plan of action to improve the environment. (LA)
3 2 1 0 3. Illustrate the water cycle. (S)
3 2 1 0 4. Discuss global warming and the greenhouse effect. (S)

Food Products and Processing Systems

3 2 1 0 1. List the steps food must go through to from the producer to the consumer. (S)
3 2 1 0 2. Identify food safety concerns. (S)
3 2 1 0 3. Identify government agencies involved in food production. (S,SS)
3 2 1 0 4. Discuss biotechnology advancements currently in the food industry. (S)
3 2 1 0 5. Discuss future developments predicted for the food industry. (E)

Agricultural Issues

3 2 1 0 1. Define agricultural industry terms (ex. Biotechnology, bio-terrorism, wind power). (CD, E)
3 2 1 0 2. Identify and describe a technological advancement that has happened in the last five years. (LA, L)
3 2 1 0 3. Research a current agriculture issue. (LA)
3 2 1 0 4. Discuss nutritional needs of humans and the food groups they need. (S)
3 2 1 0 5. Cite important relationships between land characteristics and water quality.

Wok Place Skills

Listening Skills

1. Follows oral instructions:

3 2 1 0 a. Listen for and identify key words.
3 2 1 0 b. Listen for words that identify a procedure.
3 2 1 0 c. Listen for steps or actions to be performed.
3 2 1 0 d. Listen for clues regarding the order or sequence in which a task is performed.
3 2 1 0 2. Distinguish fact, opinion, and inference in oral communication.
3 2 1 0 3. Interpret nonverbal cues (eye contact, posture, gestures).
3 2 1 0 4. Analyze a speaker's point of view.
3 2 1 0 5. Draw conclusions or make generalizations from another's oral communication.
3 2 1 0 6. Restate or paraphrase a conversation to confirm what was said.
3 2 1 0 7. Reduce barriers (or interference) that may impede effective listening.

Resource Management

3 2 1 0 1. Locate information and select the materials, tools, and equipment needed to perform an activity or build a project.
3 2 1 0 2. Determine cost, time, and resources needed to complete a task within an industry or occupation.
3 2 1 0 3. Explain the relationship between setting goals and managing money.
3 2 1 0 4. Identify fixed a flexible expenses.
3 2 1 0 5. Identify planned and impulse buying.

Oral Communications

3 2 1 0 6. Organize notes and ideas for formal, semiformal, and informal presentations.
3 2 1 0 7. Prepare and deliver a presentation appropriate to subject matter, purpose, and audience.
3 2 1 0 8. Use interviewing techniques to gather information.
3 2 1 0 9. Participate in group communication activities.
3 2 1 0 10. Incorporate visual media into a presentation.
3 2 1 0 11. Demonstrate concise impromptu speaking skills.
3 2 1 0 12. Give oral directions.
3 2 1 0 13. Demonstrate job interview skills.

Agribusiness -18201
Kansas Agricultural Education

Hours Completed _____ Competencies Completed _____
Verification Signatures:

Student:_____ Date: _____

Instructor:_____ Date: _____

Name: _____

Instructor: _____ School Year:_____

Key to Integrated Competencies
(CD)- Career Development
(L)- Leadership
(E) - Experienced Based
(LK) - LifeKnowledge Lessons
(LA) – Language Arts
(M) - Math
(S) – Science
(SS) – Social Science

Circle to indicate level of competency achieved:
3 - Skilled-Works Independently **2** Limited skill-Needs assistance **1** -Skill undeveloped-but received instruction **0** -No exposure

Principles of Capitalism ABS.01.01.
3 2 1 0 1. Recognize principles of capitalism as related to AFNR businesses.

Principles of Entrepreneurship ABS.01.02.
3 2 1 0 1. Describe the meaning, importance and economic impact of entrepreneurship.

Compose & Analyze Business Plan ABS.02.01.
3 2 1 0 1. Recognize quality AFNR business plan components that have been developed using the SMART (specific, measurable, attainable, realistic and timely) format.
3 2 1 0 2. Identify and observe ethical standards in planning and operating AFNR businesses.

Mission Statement ABS.02.02.
3 2 1 0 1. Read and interpret mission statements.
3 2 1 0 2. Identify the meaning and importance of goals and objectives in AFNR business enterprises.

Management Skills ABS.02.03
3 2 1 0 1. Identify organizational structures and chains of command in AFNR businesses.
3 2 1 0 2. Identify appropriate local, state, federal, international and industry regulations for AFNR businesses.

Human Resources ABS.02.04
3 2 1 0 1. Identify the meaning and functions of human resources in AFNR businesses.
3 2 1 0 2. Identify usual employee benefits in AFNR businesses.
3 2 1 0 3. Explain the meaning and importance of employee relations, including communication.
3 2 1 0 4. Identify the meaning and nature of employee compensation.

Effective Record Keeping ABS.03.01
3 2 1 0 1. Maintain production and agribusiness records.

Inventory Management ABS.03.02
3 2 1 0 1. Monitor inventory to maintain optimal levels and calculate costs of carrying input and output inventory.

Accounting Fundamentals ABS.04.01.
3 2 1 0 1. Budget resources, as applied to the AFNR business, including capital, human, financial and time.
3 2 1 0 2. Identify financial concepts associated with production and profit.
3 2 1 0 3. Explain the importance of return on investment for an agribusiness enterprise.

Financial Information ABS.05.01
3 2 1 0 1. Identify accounting information in AFNR business reporting and management.
3 2 1 0 2. Name and explain the impact of external economic factors on an AFNR business.
3 2 1 0 3. Identify information needed for an AFNR business manager to monitor performance on a daily, weekly, monthly, quarterly and annual basis.
3 2 1 0 4. Calculate percentages, ratios and related business applications.

Marketing & Marketing Research ABS.06.01.
3 2 1 0 1. Investigate the meaning and methods of marketing in AFNR as related to agricultural commodities, products and services and to agricultural goods in domestic and international markets.
3 2 1 0 2. Describe functions in agricultural marketing.

Develop a Marketing Plan ABS.06.02.
3 2 1 0 1. Identify the purpose, components and developmental processes of marketing plans.

Marketing Plan Implementation ABS.06.03.
3 2 1 0 1. Identify and use strategies frequently employed in marketing programs, including those used in niche markets.

Marketing AFNR Products/Services ABS.06.04.
3 2 1 0 1. Explain the meaning and use of the four Ps (product, place, price and promotion) in marketing.

Merchandising Products/Services ABS.06.05.
3 2 1 0 1. Identify, explain and organize components of the sales process.
3 2 1 0 2. Develop strategies to gain new customers.
3 2 1 0 3. Identify and maintain needed sales records.

Identifying Resources ABS.07.01.
3 2 1 0 1. Prepare a flowchart that shows production processes, including the resources needed for each step.

Production and Operational Plan ABS.07.02.

3 2 1 0 1. Identify the components of a production and operational plan.

3 2 1 0 2. Identify common resources needed to operate a production facility.

Evaluating a Business Plan ABS.07.03

3 2 1 0 1. Examine a business plan to identify inconsistencies and actions to correct inconsistencies.

Manage Risk and Uncertainty ABS.07.04

3 2 1 0 1. Determine the meaning and importance of risk and uncertainty with AFNR enterprises.

Applications in Agribusiness -18220
Kansas Agricultural Education

Hours Completed _____ Competencies Completed _____
Verification Signatures:

Student:_____ Date: _____

Instructor:_____ Date: _____

Name: _____

Instructor: _____ School Year:_____

Key to Integrated Competencies
(CD)- Career Development
(L)- Leadership
(E) - Experienced Based
(LK) - LifeKnowledge Lessons
(LA) – Language Arts
(M) - Math
(S) – Science
(SS) – Social Science

Circle to indicate level of competency achieved:
3 - Skilled-Works Independently **2** Limited skill-Needs assistance **1** -Skill undeveloped-but received instruction **0** -No exposure

Principles of Capitalism ABS.01.01.
3 2 1 0 1. Differentiate types of ownership and outline the structure of AFNR businesses in a capitalistic economic system.

Principles of Entrepreneurship ABS.01.02.
3 2 1 0 1. Classify the characteristics of successful entrepreneurs in AFNR businesses.
3 2 1 0 2. Demonstrate entrepreneurship, including idea generation, opportunity analysis and risk assessment.

Compose & Analyze Business Plan ABS.02.01.
3 2 1 0 1. Identify components of business plans and demonstrate how to write such components using the SMART format.
3 2 1 0 2. Observe appropriate laws and regulations in planning and operating AFNR businesses.

Mission Statement ABS.02.02.
3 2 1 0 1. Identify approaches in creating mission statements for AFNR businesses.
3 2 1 0 2. Prepare short-term, intermediate and long-term goals and objectives that are consistent with the mission statement for an AFNR business.

Management Skills ABS.02.03
3 2 1 0 1. Identify management types in AFNR businesses.
3 2 1 0 2. Prepare and deliver AFNR business presentations that include customers served, sources of inputs and how business produces goods and services.

Human Resources ABS.02.04
3 2 1 0 1. Determine appropriate human resources for AFNR businesses.
3 2 1 0 2. Design a career development and training plan for employees of an AFNR business.
3 2 1 0 3. Create a recruitment and evaluation program for employees in an AFNR business.
3 2 1 0 4. Establish and maintain appropriate records and reports on human resources.
3 2 1 0 5. Design a legally compliant and competitive compensation plan for AFNR business employees.

Effective Record Keeping ABS.03.01
3 2 1 0 1. Analyze records to improve efficiency and profitability of an AFNR business.

Inventory Management ABS.03.02
3 2 1 0 1. Use computer technology in inventory management and reporting, including spreadsheets, databases, word processing, networked systems and the Internet.

Accounting Fundamentals ABS.04.01.
3 2 1 0 1. Manage assets, including credit, for agribusiness goal achievement.
3 2 1 0 2. Use accounting information to estimate the cost of goods sold and margins on the goods.
3 2 1 0 3. Analyze reporting requirements for income, property and employment taxes associated with small AFNR businesses.

Financial Information ABS.05.01
3 2 1 0 1. Maintain accounting information needed to prepare an income statement, balance sheet and cash-flow analysis for an AFNR business.
3 2 1 0 2. Interpret financial information for an AFNR business to determine profitability, net worth position, financial ratios, performance measures and ability to meet cash-flow requirements.
3 2 1 0 3. Recognize how changes in prices of inputs and/or outputs influence the financial statements of an AFNR business
3 2 1 0 4. Interpret business performance data.
3 2 1 0 5. Conduct a breakeven analysis for an AFNR business.
3 2 1 0 6. Summarize financial data for use in preparing various business financial statements.
3 2 1 0 7. Interpret and evaluate financial statements, including income statements, balance sheets and cash-flow analyses.

Marketing & Marketing Research ABS.06.01.
3 2 1 0 1. Apply benefit/cost analysis to marketing in AFNR businesses.
3 2 1 0 2. Implement and evaluate marketing strategies with agricultural commodities, products and services.

3 2 1 0 3. Assess the presence of marketing infrastructure for agricultural commodities.
3 2 1 0 4. Evaluate alternative marketing strategies, such as value-adding, branding and niche marketing, and propose and implement appropriate modification to achieve AFNR business goals.

Develop a Marketing Plan ABS.06.02.

3 2 1 0 1. Perform a marketing analysis, including evaluation of the competitors, customers, international and domestic policy environment, regulations and rules, standards and AFNR business resources.
3 2 1 0 2. Establish marketing plan goals/objectives, including monitoring, measuring and analyzing goal achievement.

Marketing Plan Implementation ABS.06.03.

3 2 1 0 1. Determine marketing strategies that are most likely to be effective in an AFNR business.

Marketing AFNR Products/Services ABS.06.04.

3 2 1 0 1. Develop advertising campaigns that promote products and services.

Merchandising Products/Services ABS.06.05.

3 2 1 0 1. Develop effective customer relationships using approaches that are consistent and comprehensive.
3 2 1 0 2. Devise sales practices to achieve goals effectively and effectively.
3 2 1 0 3. Prepare and make sales presentations.
3 2 1 0 4. Use strategies to follow up sales to provide post-sales service.
3 2 1 0 5. Intercept, interpret and process customer complaints, needs and problems with products and services.

Identifying Resources ABS.07.01.

3 2 1 0 1. Identify and assess alternative production systems and ways products can be produced.

Production and Operational Plan ABS.07.02.

3 2 1 0 1. Evaluate the components of a production and operational plan and then revise an existing plan.
3 2 1 0 2. Examine legal and industry requirements for a production facility.

Evaluating a Business Plan ABS.07.03

3 2 1 0 1. Describe approaches to use in revising a business plan for improved consistency and realism.

Manage Risk and Uncertainty ABS.07.04

3 2 1 0 1. Describe alternative approaches to reducing risk, including the use of insurance for product liability, property, production or income loss and for personnel life and death.

Research in Agriculture-18206

(Pathways in Agriculture, Food and Natural Resources Mgmt)

Kansas Agriculture Education

Name: _____

Instructor: _____ School Year: _____

Verification Signatures Hours Completed _140 hrs/1 Credit_

Student: _____ Date: _____

Instructor: _____ Date: _____

Key to Integrated Competencies
(A)- Academic {AC – Communications/English, AM-Math, AS-Science}
((CD)–Career Development (E)–Experience-Based (L)–Leadership (LK)-LifeKnowledge

Circle to indicate level of competency achieved:
3 Skilled-Works Independently 2 Limited skill-Needs assistance 1 Skill undeveloped-but received instruction 0 No exposure

Pathway Focus (CD)
(Circle one of the following)

Animal Systems
Plant Systems
Agribusiness Systems
Power and Technical Systems
Natural Resource Systems

Current Issues/Current Events

3 2 1 0 1. Stay up to date on current agriculture events
3 2 1 0 2. Research current issues affecting the agriculture industry (LK, E)

Positive and Negative Perspectives of Agriculture

3 2 1 0 1. Research outlooks and perspectives on the agriculture industry different than your own (AC, LK)
3 2 1 0 2. Participate in a class debate over an agricultural issue (AC)

Getting the Job

3 2 1 0 1. Revise your Resume (AC, CD, LK)
3 2 1 0 2. Write a cover letter (AC, CD, LK)
3 2 1 0 3. Complete a job application (AC, CD, LK)
3 2 1 0 4. Participate in a job interview (AC, CD, LK)
3 2 1 0 5. Write a follow-up letter (AC, CD, LK)

Furthering your Education

3 2 1 0 1. Research and compare at least 3 different colleges or technical programs to further education in your pathway (CD, LK)
3 2 1 0 2. Brainstorm strategies to ensure success in your future education (CD, LK)
3 2 1 0 3. Apply for College Scholarships (E)
3 2 1 0 4. Complete the FAFSA Finanical Aid Form (AC, AM)

Life Long Learning/Professional Organizations in Agriculture

3 2 1 0 1. Explore learning opportunities outside of traditional college experience (E)
3 2 1 0 2. Find learning opportunities within professional organizations relating to your pathway (E)
3 2 1 0 3. Conduct an interview with a local member of a professional organization in agriculture (AC, E)

Business Etiquette

3 2 1 0 1. Illustrate proper telephone and cell phone etiquette (AC, CD, LK)
3 2 1 0 2. Utilize proper techniques in communicating via e-mail (AC, CD, LK)
3 2 1 0 3. Write a formal business letter of request (AC, CD, LK)
3 2 1 0 4. Write a formal thank you letter (AC, CD, LK)
3 2 1 0 5. Use proper table and dining etiquette techniques (LK)

Career Opportunities in Agriculture

3 2 1 0 1. Explore unfamiliar jobs relating to your career pathway (E)
3 2 1 0 2. Research and report on the job outlook for career opportunities in your pathway (AC)
3 2 1 0 3. Select, schedule and complete 1 job shadowing experience in your career pathway each semester (E)

Location(s): _____

Career Development in Agriculture

3 2 1 0 1. Prepare for a FFA career development event relating to your pathway (E)
3 2 1 0 2. Participate in a FFA career development event relating to your pathway at a high level (E)

Public Speaking/Group Presentations

3 2 1 0 1. Research a 3-8 minute speech on an agricultural topic (E)
3 2 1 0 2. Write a final manuscript for a 3-8 minute speech over an agriculture topic using MLA style with title page and works cited (AC, CD)
3 2 1 0 3. Present a memorized 3-8 minute agriculture speech to the class (AC, L, CD)
3 2 1 0 4. Lead a class discussion over a topic (AC)
3 2 1 0 5. Lead a small group discussion (AC)
3 2 1 0 6. Teach a technical concept to the class (AC, LK)

Technology in Agriculture

3 2 1 0 1. Report on uses of global positioning systems (GPS) in agriculture (E)
3 2 1 0 2. Utilize a GPS receiver to find a location given coordinates (E, AC)
3 2 1 0 3. Design a webpage for an agricultural business using Dreamweaver or iWeb (E)
3 2 1 0 4. Explore uses of Blogging, Podcasting and other new information technology's in the agriculture industry (AC)
3 2 1 0 5. Research online marketing opportunities and strategies for agricultural products (E)

Government Regulations

3 2 1 0 1. Identify Common Safety Concerns/Issues relating to your pathway (CD)

3 2 1 0 2. Explore government regulations and paperwork required for different agricultural business (CD)

3 2 1 0 3. Complete a state and federal income tax return (CD, AM, E)

Technical Agriculture

3 2 1 0 1. Select 5 knowledge and skill statements from your pathway to learn more about during this course.

a. _____
_____
_____

b. _____
_____
_____

c. _____
_____
_____

d. _____
_____
_____

e. _____
_____
_____

3 2 1 0 2. Develop a plan, define learning objective, and decide on an assessment method for the 5 outcomes selected above.

Advanced Agricultural Lab Activity

3 2 1 0 1. Select and develop outcomes for an advanced agriculture laboratory activity for the first semester (E)

_____
_____

3 2 1 0 2. Select and develop outcomes for an advanced agriculture laboratory activity for the second semester (E)

_____
_____

Options Include, but are not limited to:

a. Animal Systems – Dissect a Fetal Pig, Develop a feed ration, conduct a food related research project, etc.
b. Plant Systems – Conduct a research project in the greenhouse, learn and perform an advanced floral design, design and install a landscape plan, etc.
c. Agribusiness Systems – Develop a Marketing Plan for a Product, Learn to use quickbooks to manage business financial records, develop and perform a sales presentation, etc.
d. Power & Tech – Develop advanced skills in the Ag Mech Shop, develop blueprints or project plans, design an construct a small project to be sold, etc
e. Natural Resource – Conduct an environmental research project, monitor water quality of a local stream or watershed, develop a presentation and plan to improve wildlife habitat in an area, etc

Computer Literacy (CD)

3 2 1 0 1. Define, understand, and use common computer technology terms (CD)

3 2 1 0 2. Compose, organize, and edit information using a computer (CD)

3 2 1 0 3. Use presentation software to design and create a presentation (CD)

3 2 1 0 4. Use ag related software/websites (CD)

3 2 1 0 5. Access, navigate,& use on-line services (CD))

3 2 1 0 6. Use Microsoft Office (Word, Excel, Powerpoint, and Internet Explorer) to complete projects (CD)

Work Ethics (CD)

3 2 1 0 1. Apply employee rules, regulations, and policies including: (CD, LK)

a. Punctuality and dependability
b. Responsibility for the position
c. Accuracy
d. Efficiency

3 2 1 0 2. Understand and value effective work ethic attitudes and behaviors such as: (CD, LK)

a. Acceptance of the job requirements
b. Willingness to take initiative with new challenges
c. Take responsibilities for decisions and actions

Supervised Agriculture Experience & Record Keeping

3 2 1 0 1. Complete Advanced SAE Learning Opportunities outlined on the SAE Grading Rubric

3 2 1 0 2. Utilize the Kansas FFA SAE Record book & Quicken to monitor the SAE (CD)

3 2 1 0 3. Complete a local and district proficiency award application (L, AM, AC)

3 2 1 0 4. Complete a State FFA Degree Applications (L, AM, AC)

3 2 1 0 5. Use Quicken to track income and expense in cash, checking, and savings (CD, AM)

3 2 1 0 6. Track SAE skills developed, hours worked as well as FFA, School, and community activities using the Ag Ed record book. (CD)

3 2 1 0 7. Evaluate and revise appropriate long and short-term goals for the SAE program. (LK)

Ag Entrepreneurship -18202
Kansas Agricultural Education

Hours Completed _____ Competencies Completed _____
Verification Signatures:

Student:_____ Date: _____

Instructor:_____ Date: _____

Name: _____

Instructor: _____ School Year:_____

Key to Integrated Competencies
(CD)- Career Development
(L)- Leadership
(E) - Experienced Based
(LK) - LifeKnowledge Lessons
(LA) – Language Arts
(M) - Math
(S) – Science
(SS) – Social Science

Circle to indicate level of competency achieved:
3 - Skilled-Works Independently **2** Limited skill-Needs assistance **1** -Skill undeveloped-but received instruction **0** -No exposure

Understanding Entrepreneurship AE.01.01.

3 2 1 0 1. Explain the concept of entrepreneurship.
3 2 1 0 2. Describe goals of entrepreneurship.
3 2 1 0 3. Research important entrepreneurs in American history.
3 2 1 0 4. Describe desirable entrepreneurial personality traits and skills.
3 2 1 0 5. Conduct a self-assessment to determine entrepreneurial potential.
3 2 1 0 6. Explain the concept that entrepreneurship is a lifestyle.
3 2 1 0 7. Describe the need for entrepreneurial innovation.
3 2 1 0 8. Explain entrepreneurial opportunity recognition.
3 2 1 0 9. Examine career opportunities in entrepreneurship.
3 2 1 0 10. Identify time-management skills.
3 2 1 0 11. Assess risks of personal decisions.
3 2 1 0 12. Describe the purpose and types of written business communications.
3 2 1 0 13. Identify components of an oral presentation.
3 2 1 0 14. Explain the importance of business ethics.
3 2 1 0 15. Describe trends in entrepreneurship.

Preparing for Life as an Entrepreneur AE.01.02.

3 2 1 0 1. Assess risks associated with starting a business.
3 2 1 0 2. Identify the risks involved in a business startup.
3 2 1 0 3. Explain the concept of risk management.
3 2 1 0 4. Explain the concept of stress management.
3 2 1 0 5. Apply time-management skills.
3 2 1 0 6. Apply business ethics to entrepreneurship.
3 2 1 0 7. Write business letters, informational and persuasive, and inquiries.
3 2 1 0 8. Demonstrate negotiation skills.

Understanding Business Ownership AE.02.01.

3 2 1 0 1. Examine the evolution of businesses in the local community.
3 2 1 0 2. Understand the impact of small business/ entrepreneurship on market economies.
3 2 1 0 3. Explain the major reasons why businesses fail.
3 2 1 0 4. Analyze strategies that can be used to lower the risks of a new business.
3 2 1 0 5. Describe the strategic planning process.
3 2 1 0 6. Describe the major types of business ownership.
3 2 1 0 7. Describe the major types of businesses.
3 2 1 0 8. Explore sources of labor.
3 2 1 0 9. Develop a job description.
3 2 1 0 10. Describe the procedure for hiring employees.
3 2 1 0 11. Explain the concept of chain of command.
3 2 1 0 12. Identify sources of information for entrepreneurs.

Small-Business Management Concepts AE.02.02.

3 2 1 0 1. Explain legal issues related to setting up a sole proprietorship, corporation, partnership, franchise, and not-for-profit.
3 2 1 0 2. List the steps for acquiring a business license.
3 2 1 0 3. Explain legal regulations that relate to small businesses.
3 2 1 0 4. Explain human resource management functions.
3 2 1 0 5. List the steps for hiring employees.
3 2 1 0 6. List the steps for orienting and training employees.
3 2 1 0 7. Motivate employees.
3 2 1 0 8. Explain human resource policies (e.g., training, compensation, benefits) for an entrepreneurial enterprise.
3 2 1 0 9. Determine insurance coverage needs and steps in securing insurance coverage.
3 2 1 0 10. Identify the uses of technology in entrepreneurship.

Understanding Financial Requirements AE.03.01

3 2 1 0 1. Explain the purpose of income statements in a business.
3 2 1 0 2. Explain the purpose of cash flow statements in a business.
3 2 1 0 3. Explain the purpose of balance sheets in a business.
3 2 1 0 4. Describe the purpose of budgets.
3 2 1 0 5. Describe tax-related responsibilities.

3 2 1 0 6. Explain the concept of a target market.
3 2 1 0 7. Explain the purpose of branding.
3 2 1 0 8. Identify the components of the promotional mix.
3 2 1 0 9. Describe marketing functions and their importance.
3 2 1 0 10. Identify sources for products or services.
3 2 1 0 11. Explain pricing strategies.

Projecting Financial Requirements AE.03.02

3 2 1 0 1. Assess personal financial status.
3 2 1 0 2. Distinguish between debt and equity financing.
3 2 1 0 3. Project cash flow.
3 2 1 0 4. Describe accounting procedures and the importance of keeping good financial records.
3 2 1 0 5. Explain the concept of break-even analysis.
3 2 1 0 6. Explain ROI (return on investment) and ROS (return on sales).
3 2 1 0 7. Evaluate alternative financing sources.
3 2 1 0 8. Prepare a projected income statement.
3 2 1 0 9. Explain the impact of interest-rate fluctuations.
3 2 1 0 10. Develop a budget

Basic Economic Principles AE.04.01

3 2 1 0 1. Explain the law of supply and demand.
3 2 1 0 2. Identify the major economic systems.
3 2 1 0 3. Explain opportunity cost.
3 2 1 0 4. Identify factors of production.
3 2 1 0 5. Describe the impacts of high unemployment rates on business.
3 2 1 0 6. Explain the role of labor unions in business.
3 2 1 0 7. Explain the importance of green business practices.

Economic Influences on a Business AE.04.02

3 2 1 0 1. Explain the concept of gross domestic product.
3 2 1 0 2. Identify the stages in the business cycle.
3 2 1 0 3. Explain how global trade affects entrepreneurs.
3 2 1 0 4. Explain the economics of one unit (EOU).

Marketing a Business AE.05.01.

3 2 1 0 1. Explain the concept and importance of marketing research.
3 2 1 0 2. Describe the regulation of marketing information management.
3 2 1 0 3. Conduct primary and secondary market research for a business.
3 2 1 0 4. Use research to analyze an industry.
3 2 1 0 5. Explain the concept of channels of distribution.
3 2 1 0 6. Describe product positioning strategies.
3 2 1 0 7. Explain the role of philanthropy in marketing a business.
3 2 1 0 8. Develop a marketing plan.

Developing Sales and Customer Service Skills AE.06.01

3 2 1 0 1. Identify the types of selling.
3 2 1 0 2. Explain the importance of customer service.
3 2 1 0 3. Explain key factors in building and retaining a clientele.
3 2 1 0 4. Explain the benefits of customer loyalty.
3 2 1 0 5. Demonstrate the steps of the sale.

Apply Sales and Customer Service Skills AE.06.02.

3 2 1 0 1. Explain company selling policies.
3 2 1 0 2. Explain warranties/guarantees.
3 2 1 0 3. Demonstrate a sales call.
3 2 1 0 4. Use a customer database, mailing lists, e-mail lists, and newsgroups to increase sales.

Planning an Entrepreneurial Business AE.07.01.

3 2 1 0 1. Identify business ideas that meet a market need in the school or community.
3 2 1 0 2. Identify the purpose and components of a business plan.
3 2 1 0 3. Describe business start-up costs.
3 2 1 0 4. Develop a mission statement.
3 2 1 0 5. Develop a vision statement.
3 2 1 0 6. Analyze potential competitors.
3 2 1 0 7. Explain the concept of SWOT analysis.

Starting an Entreprenuerial Business AE.07.02.

3 2 1 0 1. Select a form of business ownership.
3 2 1 0 2. Develop a business plan.
3 2 1 0 3. Describe various exit strategies.
3 2 1 0 4. Describe resources used by entrepreneurs for business planning.
3 2 1 0 5. Evaluate business acquisition options.
3 2 1 0 6. Develop an opening plan.
3 2 1 0 7. Develop a plan for continuing improvement.

Maintaining an Entrepreneurial Business AE.07.03.

3 2 1 0 1. Identify potential crises that may occur in a business and appropriate responses, using SWOT analysis.
3 2 1 0 2. Develop a growth plan for a business.
3 2 1 0 3. Update the product or service.
3 2 1 0 4. Compare cash flow budget against actual performance.
3 2 1 0 5. Explain the importance of compiling data for updating a business plan.
3 2 1 0 6. Explain the benefits of fostering employee loyalty.
3 2 1 0 7. Describe procedure for maintaining regular communication with bankers, supply chain management, and other professionals.
3 2 1 0 8. Explain methods to maintain customer loyalty.
3 2 1 0 9. Develop leadership and effective management skills.

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Ag Leadership & Communications
Kansas Agricultural Education 18203

Verification Signatures Hours Completed _____
Student: _____ Date: _____
Instructor: _____ Date: _____

Name: _____
Instructor: _____ Year _____

Key to Integrated Competencies (CD) Career Development, (L) Leadership, (E) Experienced Based, (LK) Life Knowledge Lessons, (LA) Language Arts, (M) Math, (S) Science, (SS) Social Science

Circle to indicate level of competency achieved:

3 Skilled – Works Independently 2 Limited Skill – Needs Assistance 1 Skill Undeveloped – but Received Instruction 0 No Exposure

Leadership in Agriculture

3 2 1 0 1. Analyze various definitions of leadership
3 2 1 0 2. Discuss the contributions of agriculture education and the FFA to leadership development
3 2 1 0 3. Evaluate myths about leaders and leadership
3 2 1 0 4. Identify various agriculture leaders in the community
3 2 1 0 5. Identify opportunities for leadership in various agriculture careers and the workplace

Self Esteem

3 2 1 0 1. Analyze how self-esteem influences individual behavior.
3 2 1 0 2. Identify experiences that help develop self-esteem.
3 2 1 0 3. Identify the external and internal factors that affect self-esteem
3 2 1 0 4. Demonstrate how leaders can raise the self-esteem of others

Time Management

3 2 1 0 1. Develop and demonstrate time management
3 2 1 0 2. Develop a daily schedule.
3 2 1 0 3. Complete a time demand survey.
3 2 1 0 4. Identify personal priorities.
3 2 1 0 5. Create a "to do" list and identify time wasting habits.

Leading Teams and Groups

3 2 1 0 1. Explain the importance of leading teams
3 2 1 0 2. Examine how to organize groups
3 2 1 0 3. Analyze the five stages of group development
3 2 1 0 4. Describe various types and forms of group discussion
3 2 1 0 5. Demonstrate how to lead a group discussion (L,C)
3 2 1 0 6. Discuss the importance of delegation
3 2 1 0 7. Describe the dynamics of consensus building
3 2 1 0 8. Identify the various techniques in enhancing group activities (E)

Decision Making/Problem Solving

3 2 1 0 1. Explain the importance of problem solving and decision making
3 2 1 0 2. Differentiate between the terms problem, problem solving, and decision making
3 2 1 0 3. Identify and utilize steps of problem solving strategies.
3 2 1 0 4. Role play problem solving situations.

Goals

3 2 1 0 1. Define vision statements, long and short term goal setting and strategic action steps.
3 2 1 0 2. Create their own personal vision statements.
3 2 1 0 3. Students will write and evaluate goal statements.
3 2 1 0 4. Write and analyze strategic action steps.

Effective Communication

3 2 1 0 1. Recognize the different forms of communication
3 2 1 0 2. Identify and practice listening skills.
3 2 1 0 3. Identify and discuss non-verbal communication.
3 2 1 0 4. Develop verbal communication skills.
3 2 1 0 5. Practice the use of all forms of communication.
3 2 1 0 6. Compose a letter using proper business letter formatting
3 2 1 0 7. Paraphrase a phone message to convey the reason for the call

Workplace Communication

3 2 1 0 1. Prepare and practice job interviews.
3 2 1 0 2. Complete a conflict resolution exercise.
3 2 1 0 3. Practice proper telephone etiquette.
3 2 1 0 4. Write a job resume.
3 2 1 0 5. Demonstrate proper use of communication technology (phone, fax, e-mail).
3 2 1 0 6. Identify appropriate methods of communicating feelings and/or ideas.
3 2 1 0 7. Accept and provide criticism in an appropriate manner.

Stress Management

3 2 1 0 1. Identify and discuss peer pressure.

3 2 1 0 3. Recognize differences between good and bad stress.

3 2 1 0 4. Practice relaxation techniques.

3 2 1 0 5. Complete a stress test.

3 2 1 0 6. Identify and list personal stressors.

Conflict Resolution

3 2 1 0 1. Interpret the causes of conflict.

3 2 1 0 2. Discuss how conflict can be positive.

3 2 1 0 3. Identify and demonstrate conflict handling styles, i.e., manage/resolve.

3 2 1 0 4. Practice using creative conflict.

3 2 1 0 5. learn about compromise and demonstrate its use.

3 2 1 0 6. Outline personal procedures to manage and handle conflict.

3 2 1 0 7. Identify and discuss contributions of different cultures.

3 2 1 0 8. Identify cultures within a community and school.

3 2 1 0 9. Assess the implications of peoples' perceptions and prejudices upon different cultures

3 2 1 0 10. Compare similarities and differences between past and present generations.

3 2 1 0 11. Compare similarities and differences between genders.

Ethics

3 2 1 0 1. Define ethics.

3 2 1 0 2. Describe and practice ways to impart proper ethics to others.

3 2 1 0 3. Manage situations in which ethics are in conflict

3 2 1 0 4. Identify, evaluate and clarify personal codes of ethics.

3 2 1 0 5. Take actions based on their personal codes of ethics.

Prepared and Extemporaneous Speaking

3 2 1 0 1. Identify characteristics of a good speech (E)

3 2 1 0 2. Research and prepare an outline of a speech over an agricultural topic (E)

3 2 1 0 3. Write and present a speech on an agriculture topic (E)

3 2 1 0 4. Discuss the advantages and disadvantages to extemporaneous speaking

3 2 1 0 5. Develop strategies for researching an agricultural extemp speech (E)

3 2 1 0 6. Discuss strategies for time management in preparing an agricultural extemp speech

3 2 1 0 7. Discuss the use of note cards in an extemp speech (E)

3 2 1 0 8. Deliver an agricultural extemp speech to the class (E,L)

3 2 1 0 9. Answer questions about your speech after delivery (E,L)

Parliamentary Procedure

3 2 1 0 1. Describe the purposes of par-law

3 2 1 0 2. Understand the chairpersons role in conducting the meeting

3 2 1 0 3. Understand ranking order of motions

3 2 1 0 4. Understand functions of motions on the FFA list

3 2 1 0 5. Identify privileged, main, subsidiary, incidental & unclassified motions

3 2 1 0 6. Demonstrate proper use of parliamentary motions

FFA

3 2 1 0 1. Participate in related CDEs (L)

3 2 1 0 2. Develop and publish a chapter newsletter

3 2 1 0 3. Plan FFA week activities

3 2 1 0 4. Complete the National Chapter Award Application

SAE

3 2 1 0 1. Develop goals and future SAE plans

3 2 1 0 2. List steps for improving the SAE

3 2 1 0 3. Make arrangement for SAE visit by instructor

3 2 1 0 4. Apply for individual awards

Agriculture, Food & Natural Resources

Adv. Internship – 18049

Rating Scale: **3** Mastery of subject matter
2 Limited mastery of subject matter
1 Non mastery of subject matter
0 No exposure to subject matter

Competencies: (M) Math Competency
(C) English Competency-Communications
(S) Science Competency
(W) Career Development Skills

Directions: Evaluate the student by checking the appropriate number to indicate the degree of competency reached. Rate each task to reflect employability readiness.

Enrollment	Completion	Hours
Date___/___/___	Date___/___/___	Completed_____

I certify that the student received training in the areas indicated.

Student Signature_____ Date___/___/___

Instructor Signature_____ Date___/___/___

Administrator Signature_____ Date___/___/___

034.. FFA AND LEADERSHIP

3 2 1 0 1. Assist in the planning of the Program of Activities. (W)
3 2 1 0 2. Maintain a record of Leadership Activities in the FFA Record Book. (W)
3 2 1 0 3. Participate in chapter meetings. (W, C)
3 2 1 0 4. Plan, organize, and oversee chapter fund raising activities. (W, M)
3 2 1 0 5. Organize and submit a chapter proficiency award. (W, C)
3 2 1 0 6. Assist in filling out chapter award application. (W, C)
3 2 1 0 7. Participate in an FFA Career Development Event. (W)
3 2 1 0 8. Assist in developing FFA programs for the chapter. (W)
3 2 1 0 9. Develop human relation competencies. (W, C)
3 2 1 0 10. Develop communication competencies (W, C)

035. SAE

3 2 1 0 1. Record and evaluate FFA Record Book. (M, W)
3 2 1 0 2. Examine goals and future SAEP plans. (W, C)
3 2 1 0 3. Identify and evaluate career opportunities and possibilities. (W, C)
3 2 1 0 4. Make arrangements for a SAE visitation by the instructor. (W, C)

. CAREER DEVELOPMENT SKILLS

036. Listening Skills

3 2 1 0 1. Listen and interpret oral instruction (W, C)
3 2 1 0 2. Analyze speaker's point of view (W, C)
3 2 1 0 3. Draw conclusion or make generalization from communication (W, C)
3 2 1 0 4. Reduce interferences that would impede effective listening (W, C)

037. Oral Communications

3 2 1 0 1. Organize notes and ideas for formal and informal presentations (C, W) L3A
3 2 1 0 2. Prepare and deliver a presentation appropriate to subject matter, purpose and audience (C, W) L3B
3 2 1 0 3. Give oral directions (C, W) L3A
3 2 1 0 4. Demonstrate job interview skills (C, W) L4D

038. Mathematics

3 2 1 0 1. Estimate, apply, and solve problems involving fractions, decimals, percentages, and real numbers (M, W)
3 2 1 0 2. Decide whether a problem situation is best solved using a computer, calculator, paper and pencil or mental arithmetic/estimation techniques (M, W)
3 2 1 0 3. Convert common units of measurements (M, W)
3 2 1 0 4. Construct and interpret tables, charts, maps, and/or graphs (M, W)
3 2 1 0 5. Apply measurement concepts of distance, direction, rate, time, and acceleration (M, W)
3 2 1 0 6. Interpret measure of mean, median, mode and variance (M, W)

039. Writing

3 2 1 0 1. Use language, organization, and format appropriate to the subject matter, purpose, and audience (C, W)L3A
3 2 1 0 2. Check, edit, and revise for correct information, appropriate emphasis, grammar, spelling, and punctuation (C, W)
3 2 1 0 3. Compile and maintain records, logs, lab notebooks, and other documents (C, W)
3 2 1 0 4. Use software to prepare documentation and reference lists (C, W)

040. Computer Literacy

3 2 1 0 1. Define, understand, and use computer technology (W)
3 2 1 0 2. Use presentation and multimedia software to design/create a variety of presentation (C, W)
3 2 1 0 3. Select and use subject-specific and industry-specific software (W)
3 2 1 0 4. Send and receive E-mail messages, voice messages, and faxes (W)

041. Human Relation Skills

3 2 1 0 1. Perform self assessments (personal goals, standards and values, needs/wants, strengths/weaknesses, and interests/ talents) (C, W)
3 2 1 0 2. Demonstrate characteristics of positive self concept (C, W)
3 2 1 0 3. Demonstrate interpersonal (C, W)

042. Decision Making/Problem Solving

3 2 1 0 1. Describe the factors that impact decision making (needs/wants, values, goals, and standards) (W)
3 2 1 0 2. Distinguish between types of decisions (economical, technical, and social) (W)
3 2 1 0 3. Utilizing problem solving skills:
a. Identify the problem
b. Define critical issue
c. Analyze causes of problem
d. Utilize research and assessment skills
e. Examine results of a problem
f. Offer solutions to a problem
g. Select a solution to a problem
h. Implement an action plan

043. Teamwork

3 2 1 0 1. Participate in team tasks and goals (C, W)
3 2 1 0 2. Reconcile disputes and disagreements (C, W)
3 2 1 0 3. Respond positively to ideas and suggestions (C, W)
3 2 1 0 4. Express agreements or neutrality (C, W)
3 2 1 0 5. Demonstrate conflict resolution skills (C, W)
3 2 1 0 6. Express disagreements diplomatically (C, W)

044. Resource Management

3 2 1 0 1. Locate information and select the materials, tools, equipment, or other resources to perform the activities needed to accomplish a specific task (C, W)
3 2 1 0 2. Determine cost, time, and resources needed to complete a task within an industry or occupation (W)
3 2 1 0 3. Explain the differences between setting goals and managing money (M, W)
3 2 1 0 4. Identify fixed and flexible expenses (M, W)

045. Time Management

3 2 1 0 1. Set priorities or the order in which several tasks will be accomplished (W)
3 2 1 0 2. Develop strategies to overcome procrastination and meet deadlines (W)
3 2 1 0 3. Create time plan for solving problems (W)
3 2 1 0 4. Demonstrate stress management skills (W)

046. Work Ethics

3 2 1 0 1. Interpret standards workplace policies related to: (C, W)L10A
a. Safety
b. Personal hygiene
c. Personal discipline
d. Substance abuse
e. Employee theft
f. Sexual harassment
g. Causes for termination/legal action
3 2 1 0 2. Apply employee rules, regulations, and polices (W) L8A
3 2 1 0 3. Understand and value effective work ethic, attitudes, and behavior (W)L8A

3 2 1 0 4. Compare and complete various examples of job applications (C, W)L10A
3 2 1 0 5. Maintain an openness to lifelong learning (W)L10C
3 2 1 0 6. Create a portfolio or other means that display academic and technical skills.L10C

047. Career Planning

3 2 1 0 1. Access and use information to develop educational and career option (W) L10B
3 2 1 0 2. Participate in career exploration activities (W)L10A
3 2 1 0 3. Apply self-assessment skills to the career decision-making process (W)L10B
3 2 1 0 4. Recognize potential impact of career choice on family and personal life (W)L10C

IV. CAREER PLACEMENT OPPORTUNITIES

048. Agri-Business Management/Marketing/Sales

3 2 1 0 1. Identify career opportunities (W)
3 2 1 0 2. Identify and develop a training plan (C, W)
3 2 1 0 3. Identify and evaluate wages, taxes, and fringe benefits (W)
3 2 1 0 4. Understand and distinguish differences between economic systems (C, W)
3 2 1 0 5. Recognize and develop a business organization plan (W)
3 2 1 0 6. Develop person organizational plan (W)
3 2 1 0 7. Recognize and distinguish different sale procedures (W)
3 2 1 0 8. Identify and understand different marketing strategies (W)
3 2 1 0 9. Understand concepts of customer credit/loans (W)
3 2 1 0 10. Understand storage and movement of goods (W)
3 2 1 0 11. Understand and utilize different promotion and advertisement strategies (W)
3 2 1 0 12. Discuss marketing strategies. (W)
3 2 1 0 13. Participate in positive customer relationships. (W)
3 2 1 0 14. Explore various advertising methods. (W)
3 2 1 0 15. Participate in Agribusiness Management and or Job Interview CDE (C, W)

049. Livestock Industry/Marketing

3 2 1 0 1. Identify career opportunities (W)
3 2 1 0 2. Identify and utilize strategies to improve herd health and production (W)
3 2 1 0 3. Understand differences in marketing strategies (W)
3 2 1 0 4. Identify and distinguish livestock illnesses and deficiencies (W)
3 2 1 0 5. Identify and determine nutritional requirements for livestock (W)
3 2 1 0 6. Calculate feed rations for peak livestock production (M,W)
3 2 1 0 7. Utilize livestock equipment and facilities.(W)
3 2 1 0 8. Select appropriate reproduction livestock.(W)
3 2 1 0 9. Assist in estrus synchronization. (W)
3 2 1 0 10. Perform breeding soundness exam. (W)
3 2 1 0 11. Explain current livestock trends and issues. (W)
3 2 1 0 12. Participate in Livestock, Dairy Cattle, and/or Horse Judging CDE (C W)

C050. Veterinary Science

3 2 1 0 1. Identify career opportunities (W)
3 2 1 0 2. Distinguish special care differences between livestock and small animals (W)
3 2 1 0 3. Identify basic illness and deficiencies with livestock and/or small animals (W)
3 2 1 0 4. Practice sanitation and cleanliness in vet office (W)
3 2 1 0 5. Identify educational requirement in becoming a licensed vet (W)
3 2 1 0 6. Perform routine vaccinations on large and small animals,(W)
3 2 1 0 7. Assist in measuring and administration of drugs.(W)
3 2 1 0 8. Observe and assist with surgery. (W)
3 2 1 0 9. Update medical records and clientele files. (W)
3 2 1 0 10. Assist with medical testing.
3 2 1 0 11. Utilize most current technology and equipment necessary for medical practice. (W)

051. Agricultural Mechanics

3 2 1 0 1. Identify career opportunities (W)
3 2 1 0 2. Identify and follow safety practices (W)
3 2 1 0 3. Understand principles of 2 and 4 stroke engines (W)
3 2 1 0 4. Identify engine parts and functions (W)
3 2 1 0 5. Understand electrical, fuel, lubrication, and cooling systems in agricultural machinery (W)
3 2 1 0 6. Perform basic maintenance on agricultural machinery (W)
3 2 1 0 7. Read, interpret, and utilize operating and repair manuals (C, W)
3 2 1 0 8. Identify and distinguish tools needed to perform certain jobs (W)
3 2 1 0 9. Identify educational requirement (W)
3 2 1 0 10. Perform minor repairs on farm machinery and implements (W)
3 2 1 0 11. Diagnose engine problems. (W)
3 2 1 0 12. Assist in rebuilding and or repairing engines.(W)
3 2 1 0 11. Participate in Ag Mechanics CDE (M, W)

E053. Metal Fabrication

3 2 1 0 1. Identify career opportunities (W)
3 2 1 0 2. Identify and follow safety practices (W)
3 2 1 0 3. Perform welds with Arc, MIG, and TIG welders (W)
3 2 1 0 4. Perform cuts and welds with Oxy-acetylene units (W)
3 2 1 0 5. Perform cuts with plasma-arc machine (W)
3 2 1 0 6. Perform bends with metal break (W)
3 2 1 0 7. Perform cuts, punch holes, and shear metal with ironworker (W)
3 2 1 0 8. Properly set up equipment for certain tasks (W)
3 2 1 0 9. Identify and distinguish tools needed to perform certain jobs (W)
3 2 1 0 8. Read, interpret, and utilize blueprints (W)
3 2 1 0 9. Design and draw a set a blueprints (W)
3 2 1 0 10. Perform repairs on implements (W)

053. Meat Fabrication

3 2 1 0 1. Identify career opportunities
3 2 1 0 2. Recognize and cut wholesale, primal, and retails cuts from beef, pork, and/or lamb (W)
3 2 1 0 3. Determine yield and quality grades of beef (M, W)
3 2 1 0 4. Practice safety and sanitation practices (W)
3 2 1 0 5. Perform cuts with meat band-saw and cutter (W)
3 2 1 0 6. Operate meat grinder (W)
3 2 1 0 7. Package and market meat products (W)
3 2 1 0 8. Perform pre-mortem and post-mortem inspections (W)
3 2 1 0 9. Identify educational requirements (W)
3 2 1 0 10. Participate in Meats Judging CDE (M, W)

054. Agricultural Journalism

3 2 1 0 1. Identify career opportunities (W)
3 2 1 0 2. Perform proper communication techniques (grammar, editing, and writing) (C, W)
3 2 1 0 3. Demonstrate and perform proper interview techniques (C, W)
3 2 1 0 4. Develop and utilize inter-personal and communication skills (C, W)
3 2 1 0 5. Identify educational requirements (W)
3 2 1 0 6. Assist with the chapter newsletter. (C,W)
3 2 1 0 7. Prepare a FFA week layout for all local newspapers. (C,W)
3 2 1 0 8. Participate in Ag Issues CDE (W)

055. Floriculture/Nursery Landscape

3 2 1 0 1. Identify career opportunities (W)
3 2 1 0 2. Identify and understand soil/water nutrients and requirements (W)
3 2 1 0 3. Read, understand, and utilize landscaping blueprints (C, W)
3 2 1 0 4. Design a set of landscaping blueprints (C, W)
3 2 1 0 5. Perform transplanting (W)
3 2 1 0 6. Identify managing and marketing techniques/strategies with operating a greenhouse (W)
3 2 1 0 7. Operate landscaping equipment (W)
3 2 1 0 8. Identify educational requirements (W)
3 2 1 0 9. Participate in Floriculture and/or Nursery Landscape CDE (W)

056. Agronomy/Crops

3 2 1 0 1. Identify common Kansas crops and weeds.(W)
3 2 1 0 2. Perform conservation tillage.(W)
3 2 1 0 3. Calculate fertilizer applications(W)
3 2 1 0 4. Calculate seeding rates(W)
3 2 1 0 5. Harvest crops. (W)
3 2 1 0 6. Select and apply herbicides and pesticides. (W)
3 2 1 0 7. Perform soil tests. (W)
3 2 1 0 8. Identify crop growth problems and disease.
3 2 1 0 9. Utilize irrigation systems on row crops.(W)
3 2 1 0 10. Participate in Crops and/or Land CDE.

Kansas Agriculture Education **Internship/KCCMS- 18048**

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3 2 1 0 2. Use presentation and multimedia software to design/create a variety of presentation (C, W)
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3 2 1 0 4. Send and receive E-mail messages, voice messages, and faxes (W)

041. Human Relation Skills

3 2 1 0 1. Perform self assessments (personal goals, standards and values, needs/wants, strengths/weaknesses, and interests/ talents) (C, W)

3 2 1 0 2. Demonstrate characteristics of positive self concept (C, W)

3 2 1 0 3. Demonstrate interpersonal (C, W)

042. Decision Making/Problem Solving

3 2 1 0 1. Describe the factors that impact decision making (needs/wants, values, goals, and standards) (W)

3 2 1 0 2. Distinguish between types of decisions (economical, technical, and social) (W)

3 2 1 0 3. Utilizing problem solving skills:
a. Identify the problem
b. Define critical issue
c. Analyze causes of problem
d. Utilize research and assessment skills
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3 2 1 0 1. Participate in team tasks and goals (C, W)

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3 2 1 0 3. Create time plan for solving problems (W)

3 2 1 0 4. Demonstrate stress management skills (W)

046. Work Ethics

3 2 1 0 1. Interpret standards workplace policies related to: (C, W)L10A
a. Safety
b. Personal hygiene
c. Personal discipline
d. Substance abuse
e. Employee theft
f. Sexual harassment
g. Causes for termination/legal action

3 2 1 0 2. Apply employee rules, regulations, and polices (W) L8A

3 2 1 0 3. Understand and value effective work ethic, attitudes, and behavior (W)L8A

3 2 1 0 4. Compare and complete various examples of job applications (C, W)L10A

3 2 1 0 5. Maintain an openness to lifelong learning (W)L10C

3 2 1 0 6. Create a portfolio or other means that display academic and technical skills.L10C

047. Career Planning

3 2 1 0 1. Access and use information to develop educational and career option (W) L10B

3 2 1 0 2. Participate in career exploration activities (W)L10A

3 2 1 0 3. Apply self-assessment skills to the career decision-making process (W)L10B

3 2 1 0 4. Recognize potential impact of career choice on family and personal life (W)L10C

IV. CAREER PLACEMENT OPPORTUNITIES

048. Agri-Business Management/Marketing/Sales

3 2 1 0 1. Identify career opportunities (W)

3 2 1 0 2. Identify and develop a training plan (C, W)

3 2 1 0 3. Identify and evaluate wages, taxes, and fringe benefits (W)

3 2 1 0 4. Understand and distinguish differences between economic systems (C, W)

3 2 1 0 5. Recognize and develop a business organization plan (W)

3 2 1 0 6. Develop person organizational plan (W)

3 2 1 0 7. Recognize and distinguish different sale procedures (W)

3 2 1 0 8. Identify and understand different marketing strategies (W)

3 2 1 0 9. Understand concepts of customer credit/loans (W)

049. Livestock Industry/Marketing

3 2 1 0 1. Identify career opportunities (W)

3 2 1 0 2. Identify and utilize strategies to improve herd health and production (W)

3 2 1 0 3. Understand differences in marketing strategies (W)

3 2 1 0 4. Identify and distinguish livestock illnesses and deficiencies (W)

3 2 1 0 5. Identify and determine nutritional requirements for livestock (W)

3 2 1 0 6. Calculate feed rations for peak livestock production (M,W)

C050. Veterinary Science

3 2 1 0 1. Identify career opportunities (W)
3 2 1 0 2. Distinguish special care differences between livestock and small animals (W)
3 2 1 0 3. Identify basic illness and deficiencies with livestock and/or small animals (W)

051. Agricultural Mechanics

3 2 1 0 1. Identify career opportunities (W)
3 2 1 0 2. Identify and follow safety practices (W)
3 2 1 0 3. Understand principles of 2 and 4 stroke engines (W)
3 2 1 0 4. Identify engine parts and functions (W)
3 2 1 0 5. Understand electrical, fuel, lubrication, and cooling systems in agricultural machinery (W)
3 2 1 0 6. Perform basic maintenance on agricultural machinery (W)
3 2 1 0 7. Read, interpret, and utilize operating and repair manuals (C, W)

E053. Metal Fabrication

3 2 1 0 1. Identify career opportunities (W)
3 2 1 0 2. Identify and follow safety practices (W)
3 2 1 0 3. Perform welds with Arc, MIG, and TIG welders (W)
3 2 1 0 4. Perform cuts and welds with Oxy-acetylene units (W)
3 2 1 0 5. Perform cuts with plasma-arc machine (W)
3 2 1 0 6. Perform bends with metal break (W)

053. Meat Fabrication

3 2 1 0 1. Identify career opportunities
3 2 1 0 2. Recognize and cut wholesale, primal, and retails cuts from beef, pork, and/or lamb (W)
3 2 1 0 3. Determine yield and quality grades of beef (M, W)
3 2 1 0 4. Practice safety and sanitation practices (W)
3 2 1 0 5. Perform cuts with meat band-saw and cutter (W)

054. Agricultural Journalism

3 2 1 0 1. Identify career opportunities (W)
3 2 1 0 2. Perform proper communication techniques (grammar, editing, and writing) (C, W)
3 2 1 0 3. Demonstrate and perform proper interview techniques (C, W)
3 2 1 0 4. Develop and utilize inter-personal and communication skills (C, W)

055. Floriculture/Nursery Landscape

3 2 1 0 1. Identify career opportunities (W)
3 2 1 0 2. Identify and understand soil/water nutrients and requirements (W)
3 2 1 0 3. Read, understand, and utilize landscaping blueprints (C, W)
3 2 1 0 4. Design a set of landscaping blueprints (C, W)
3 2 1 0 5. Perform transplanting (W)

056. Agronomy/Crops

3 2 1 0 1. Identify common Kansas crops and weeds.(W)
3 2 1 0 2. Perform conservation tillage.(W)
3 2 1 0 3. Calculate fertilizer applications(W)
3 2 1 0 4. Calculate seeding rates(W)
3 2 1 0 5. Harvest crops. (W)
3 2 1 0 6. Select and apply herbicides and pesticides. (W)