

# Geneseo High School – Agricultural Business Management

Mr. Brian Stahl

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Contact Information:

Brian – 309-945-0347

[Bstahl@dist228.org](mailto:Bstahl@dist228.org)

[www.dist228.org](http://www.dist228.org)

## GHS Mission Statement:

Geneseo High School is committed to helping all students develop their full potential and to preparing them to be independent, productive, responsible citizens by offering an academic and extra-curricular program that meets the needs of all students and by providing an environment conducive to learning.

## Course Length – 1 Year

## Required Text(s) and Materials:

Deere & Co. Farm and Ranch Business Management. 1<sup>st</sup> Ed. Moline, IL: John Deere Publishing, 2004. ISBN-0-86691-292-4

Deere & Co. Farm and Ranch Business Management Student Guide. 1<sup>st</sup> Ed. Moline, IL: John Deere Publishing, 2004. ISBN:0-86691-324-6

Deere & Co. Marketing Agricultural Commodities. 1<sup>st</sup> Ed. Moline, IL: John Deere Publishing, 1995. ISBN:0-86691-217-7

Deere & Co. Marketing Agricultural Commodities. Student Guide. 1<sup>st</sup> Ed. Moline, IL: John Deere Publishing.

**Catalog Description:** AG Business Mgt. is designed for junior/senior students wanting to identify agri-business opportunities and learn the expectations of those businesses. The students will learn successful personal expectations in business, basic business skills, business models, marketing skills, and the value of money. The curriculum will also include the P.A.C.E. program (a job shadow experience to enhance classroom learning.

## Goals:

1. For students to acquire positive employability skills.
2. For students to identify the area of ag-business that matches their goals.
3. To foster working relationship with business partners (through the p.a.c.e. program), to enhance networking, for the hopes of future employment or collaboration.

## Expectations:

1. Be prepared for class, come ready to learn and participate.
2. Keep student guide up to date and organized for successful completion of all quizzes and tests.
3. If student is absent from school, they will contact teacher, p.a.c.e. site and school.

**Expected Learning Objectives:** Upon completion of this course, the student shall be able to:

1. Identify business structures.
2. Gained increased personal, and technical, employable skills.
3. Student will successfully understand marketing techniques.
4. Student will understand net-worth, asset, liability, cash flow, etc.
5. Student will successfully compose a resume and cover letter to fit job criteria.

## Course Requirements and Class Organization:

This is a one-year course, designed to increase employability skills, business knowledge, community interaction, and positive work relations. Students will receive in-class instruction about job related skills. Students will also receive individual training through their p.a.c.e. site, with the use of performance evaluations. The quality indicators of the performance evaluation are meant to be increasing employability benchmarks throughout the school year.

### Grading:

Tests – 40%

Quizzes – 25%

Labs, Group work – 20%

Presentations – 15%

### Make-up Work Policy – It is the student's responsibility to contact teacher

Excused absences: The student has two days for every day of excused absence to make up missed work.

Unexcused absences: The student has one day to make up missed work.

### Late Work Policy

All work is due at the beginning of the class period, unless told otherwise. All work turned in after the beginning of the hour will receive 20 points off per day late. After five days late, work will not be accepted and the student will receive a zero.

### Cell Phones / I-Pods / Electronic Devices

Cell phones, I-pods, and other electronic devices are not allowed in the classroom. If a student brings any of these items to class without prior permission from the instructor, it will be confiscated from the student and taken to the office. The item may be picked up there after 3 PM.

Disclaimer: The schedule is subject to change.

Student Name (Print) \_\_\_\_\_

Parent Signature \_\_\_\_\_ Date \_\_\_\_\_

1 copy-Parent/Student

1 copy-Return to Teacher