

## AGBS - Agriculture Business Management Courses

### AGBS B2 Agricultural Economics

3 units

**Description:** Course covers the role of agriculture in the economic system. Basic economic principles are applied to agriculture production, pricing and marketing. Emphasis placed on effects of state and federal farm programs on production agricultures economic position.

**C-ID:** AG + AB 124

**Hours:** 54 lecture

**Transferable:** CSU and private colleges; CSU GE D; BC GE D.2

### AGBS B3 Introduction to Agriculture Business

3 units

**Description:** Provides a basic understanding of the business and economics of the agricultural industry; an introduction to the economic aspects of agriculture and their implications to the agricultural producer, consumer and the food system; management principles encountered in the day to day operation of an agricultural enterprise as they relate to the decision making process.

**C-ID:** AG + AB 104

**Hours:** 54 lecture

**Transferable:** Transferable: CSU, UC, and private colleges.

### AGBS B5 Agricultural Computer Applications

3 units

**Description:** Computer use in the workplace with emphasis on agribusiness situations. Computer applications including word-processing, spreadsheets, databases, and presentation managers will be covered. Also included will be accessing information through the Internet and World Wide Web, telecommunications, an introduction to web page design and other software appropriate to agribusiness. Application of these concepts and methods through hands-on projects developing computer-based solutions for agriculture business.

**C-ID:** AG + AB 108

**Hours:** 54 lecture

**Transferable:** CSU, UC, and private colleges.

### AGBS B6 Agriculture Sales and Communication

3 units

**Description:** Course of study includes how to structure, present and evaluate speeches as they relate to business practices. Critical analysis of how to communicate effectively in the business world will be presented. Students will take part in the selling process by demonstrating product knowledge, creating sells strategy approaches, understanding consumer behaviors and persuading customers to purchase a product or service.

**Hours:** 54 lecture

**Transferable:** CSU and private colleges.

### AGBS B7 Intruduction to Agricultural Accounting

3 units

**Description:** The study of the principles of agricultural accounting systems and types of records, their use and how to compute and use measures of earnings and cost of production to improve agribusiness efficiency. Farm income tax, Social Security, and employee payroll records also included. Application of these concepts and methods through hands-on projects developing computer-based solutions for agriculture business.

**Hours:** 54 lecture

**Transferable:** CSU, UC, and private colleges. Degree applicable.

### AGBS B48WE Occupational Work Experience Education/Internship

1-8 units

**Prerequisites:** Declared major or occupational goal and evaluation of student's qualifications and objectives.

**Description:** College credit for agricultural business related learning experiences obtained on the job in accordance with a training plan developed cooperatively between the employer, college, and student. Occupational work experience credit may accrue at the rate of 1 to 8 units per semester for a total of sixteen units, and students must work 75 paid hours or 60 non-paid hours per unit. Repetition allowed per Title 5 55253.

**Hours:** Non-paid 60 hours for each 1 unit (60 - 480). Paid 75 hours for each 1 unit (75 - 600).

**Transferable:** CSU and private colleges.