



## FRM 2040

**Division:** Career and Technical Education

**Department:** Farm/Ranch Management

**Course:** FRM 2040

**Title:** Farm/Ranch Management IV

**Catalog Description:**

This course is designed to teach advanced principles of farm/ranch business management and is designed to meet specialized individual student needs. Five areas of specialization are emphasized. Individual instruction focuses on one or more of the following areas: inventory management, production records, and financial analysis; different business entities and how they are structured; various agricultural leasing options; tax planning information; and marketing planning using various marketing methods.

**General Education Requirements:** N/A

**Semesters Offered:** TBA

**Credit/Time Requirement:** Credit: .5; Lecture: 0; Lab: 1

**Clock/Hour Requirements:** 15

**Offered for Non-Credit:** Yes

**Prerequisites:** FRM 2030

**Corequisites:** N/A

**Justification:**

This course is recommended by the Farm/Ranch Management Advisory Committee. Additionally, many financial institutions, including federal and state government agencies as well as private institutions, are requiring their agricultural borrowers to acquire better business management skills. Short-term instruction in specific areas of farm/ranch business management continues to be a need that the Snow College CTE Division can meet.

**Student Learning Outcomes:**

Upon completion of this course, the student will be able to:

- keep and analyze production and financial records
- determine business entity structure and tax planning strategies
- evaluate all marketing options for the business' commodity.

**Content:**

This course uses the student's agriculture business as the foundation for instruction of one or more of the

following instruction areas:

- adding detail to farm/ranch inventory management, production records, and financial analysis
- structures of different business entities and evaluating which structure would be best for their individual situations
- exploring a variety of different agricultural leasing options
- emphasizing information that is needed to make tax-planning decisions
- market planning using futures, hedging, contracts, brokers, and adding value to the business' commodity.

**General Education Outcomes:**

6) Apply computational skills to a variety of contexts.

In the farm/ranch business applications of accounting, students are required to demonstrate abilities with applicable formulas. The instructor will review student production and provide feedback to assure accuracy.

**Key Performance Indicators:**

Student Learning Outcomes will be assessed by two or more of the following Key Performance Indicators:

- implementation of the specific skills taught
- laboratory performance.

**Representative Text and/or Supplies:**

N/A

**Optimum Class Size: 1**

**Maximum Class Size: 3**

**Signatures:**

I hereby submit this course syllabus:

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Jay Olsen, MS, Instructor

I hereby find this course consistent with the goals and resources of the Farm/Ranch Management Department:

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Jay Olsen, MS, Instructor, Chair

I hereby find this course consistent with the goals and resources of the Career and Technical Education Division:

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Michael P. Medley, MBA, Assistant Professor, Dean

I have discussed the need for library resources related to this class with the person submitting the syllabus:

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Lynn Anderson, MLIS, Technical Services Librarian (Main Campus)

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Michelle Olsen, MLS, Campus Librarian (Richfield Campus)