

# Dallas High School

## Home of the Dragons



### Ag Business Leadership 2022-2023

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**Office Hours:** by appointment

#### **Course Description:**

The Ag Business Leadership Course is designed and created for those students who are intent on pursuing a career in an agricultural field. The course is meant to push students to develop both their knowledge of business but also their ability to clearly communicate their knowledge of agriculture and its varied subject matters and how it relates to politics and law.

#### **Standards to Be Assessed:**

Upon successful completion of the course, students should be able to:

1. AG 01.01 - ACQUIRE THE SPECIFIC ACADEMIC KNOWLEDGE AND SKILLS NECESSARY TO PURSUE A FULL RANGE OF CAREER AND POST-SECONDARY OPPORTUNITIES WITHIN AGRICULTURAL BUSINESS AND INDUSTRIES.
2. AG 02.01 - USE ORAL AND WRITTEN COMMUNICATION SKILLS IN CREATING, EXPRESSING AND INTERPRETING AGRICULTURAL INFORMATION AND IDEAS INCLUDING TECHNICAL TERMINOLOGY.
3. AG 02.02 - COMMUNICATE AGRICULTURAL TECHNICAL INFORMATION CLEARLY AND EFFICIENTLY USING TEMPLATES, STANDARD FORMATS AND TECHNICAL INSTRUMENTS AND TOOLS.
4. AG 03.01 - SOLVE AGRICULTURE PROBLEMS USING CRITICAL THINKING SKILLS (E.G., ANALYZE, SYNTHESIZE AND EVALUATE, INDEPENDENTLY AND IN TEAMS).
5. AG 03.02 - ACCESS RELEVANT RESOURCES TO IDENTIFY PUBLIC POLICIES, ISSUES AND REGULATIONS IMPACTING AGRICULTURAL MANAGEMENT.
6. AG 04.01 - USE INFORMATION TECHNOLOGY TOOLS TO ACCESS, MANAGE, INTEGRATE, CREATE, AND COMMUNICATE AGRICULTURAL INFORMATION.
7. AG 07.01 - USE LEADERSHIP SKILLS IN COLLABORATING WITH OTHERS TO ACCOMPLISH AGRICULTURE RELATED ORGANIZATIONAL GOALS AND OBJECTIVES.
8. AG 08.03 - COMPARE AND CONTRAST ISSUES THAT AFFECT TECHNICAL FIELDS IN AN OREGON AGRICULTURE INDUSTRY (E.G., BIOTECHNOLOGY, EMPLOYMENT, SAFETY, ENVIRONMENTAL QUALITY, ANIMAL WELFARE).

- 9.** ABM 03. - UTILIZE RECORD KEEPING TO ACCOMPLISH AGRICULTURE BUSINESS OBJECTIVES WHILE COMPLYING WITH LAWS AND REGULATIONS.
- 10.** ABM 04. - APPLY GENERALLY ACCEPTED ACCOUNTING PRINCIPLES AND SKILLS TO MANAGE CASH BUDGETS, CREDIT BUDGETS AND CREDIT FOR AGRICULTURE BUSINESSES.
- 11.** ABM 06. - USE INDUSTRY-ACCEPTED MARKETING PRINCIPLES TO ACCOMPLISH AGRICULTURE BUSINESS OBJECTIVES.

**Course Outline: First Semester**

	Unit Topic	Summative Assessment	Standards
Unit 1	The power of communication	group project – rubric	AG 02.01 - USE ORAL AND WRITTEN COMMUNICATION SKILLS IN CREATING, EXPRESSING AND INTERPRETING AGRICULTURAL INFORMATION AND IDEAS INCLUDING TECHNICAL TERMINOLOGY AG 07.01 - USE LEADERSHIP SKILLS IN COLLABORATING WITH OTHERS TO ACCOMPLISH AGRICULTURE RELATED ORGANIZATIONAL GOALS AND OBJECTIVES
Unit 2	Self-management	Resume, cover letter, application	1.AG 03.01 - SOLVE AGRICULTURE PROBLEMS USING CRITICAL THINKING SKILLS (E.G., ANALYZE, SYNTHESIZE AND EVALUATE, INDEPENDENTLY AND IN TEAMS).
Unit 3	Team work and event coordination/ verbal communication	Project based – rubric	AG 02.01 - USE ORAL AND WRITTEN COMMUNICATION SKILLS IN CREATING, EXPRESSING AND INTERPRETING AGRICULTURAL INFORMATION AND IDEAS INCLUDING TECHNICAL TERMINOLOGY AG 07.01 - USE LEADERSHIP SKILLS IN COLLABORATING WITH OTHERS TO ACCOMPLISH AGRICULTURE RELATED ORGANIZATIONAL GOALS AND OBJECTIVES
Unit 4	Agricultural sales	Ag sales practicum Ag sales exam	AG 02.01 - USE ORAL AND WRITTEN COMMUNICATION SKILLS IN CREATING, EXPRESSING AND INTERPRETING AGRICULTURAL INFORMATION AND IDEAS INCLUDING TECHNICAL TERMINOLOGY 11.ABM 06. - USE INDUSTRY-ACCEPTED MARKETING PRINCIPLES TO ACCOMPLISH AGRICULTURE BUSINESS OBJECTIVES.
Unit 5	Parliamentary Procedures	Parliamentary demonstration – rubric	AG 02.02 - COMMUNICATE AGRICULTURAL TECHNICAL INFORMATION CLEARLY AND EFFICIENTLY USING TEMPLATES, STANDARD FORMATS AND TECHNICAL INSTRUMENTS AND TOOLS AG 04.01 - USE INFORMATION TECHNOLOGY TOOLS TO ACCESS, MANAGE, INTEGRATE, CREATE, AND

			COMMUNICATE AGRICULTURAL INFORMATION
Unit 6	Application of business principles	Practicum – rubric Ag marketing and sales (tree lot)	4. AG 03.01 - SOLVE AGRICULTURE PROBLEMS USING CRITICAL THINKING SKILLS (E.G., ANALYZE, SYNTHESIZE AND EVALUATE, INDEPENDENTLY AND IN TEAMS). AG 07.01 - USE LEADERSHIP SKILLS IN COLLABORATING WITH OTHERS TO ACCOMPLISH AGRICULTURE RELATED ORGANIZATIONAL GOALS AND OBJECTIVES
Unit 7	Agriculture and Politics	Ag issues forums #1, #2, and #3	AG 02.02 - COMMUNICATE AGRICULTURAL TECHNICAL INFORMATION CLEARLY AND EFFICIENTLY USING TEMPLATES, STANDARD FORMATS AND TECHNICAL INSTRUMENTS AND TOOLS 8.AG 08.03 - COMPARE AND CONTRAST ISSUES THAT AFFECT TECHNICAL FIELDS IN AN OREGON AGRICULTURE INDUSTRY (E.G., BIOTECHNOLOGY, EMPLOYMENT, SAFETY, ENVIRONMENTAL QUALITY, ANIMAL WELFARE). ACCESS RELEVANT RESOURCES TO IDENTIFY PUBLIC POLICIES, ISSUES AND REGULATIONS IMPACTING AGRICULTURAL MANAGEMENT
Unit 8	Book keeping basics	Unit quiz: enterprise budgets, profit loss statements, etc.	AG 01.01 - ACQUIRE THE SPECIFIC ACADEMIC KNOWLEDGE AND SKILLS NECESSARY TO PURSUE A FULL RANGE OF CAREER AND POST-SECONDARY OPPORTUNITIES WITHIN AGRICULTURAL BUSINESS AND INDUSTRIES 9.ABM 03. - UTILIZE RECORD KEEPING TO ACCOMPLISH AGRICULTURE BUSINESS OBJECTIVES WHILE COMPLYING WITH LAWS AND REGULATIONS
Unit 9	Cooperatives	Unit exam Local cooperatives project - rubric	AG 01.01 - ACQUIRE THE SPECIFIC ACADEMIC KNOWLEDGE AND SKILLS NECESSARY TO PURSUE A FULL RANGE OF CAREER AND POST-SECONDARY OPPORTUNITIES WITHIN AGRICULTURAL BUSINESS AND INDUSTRIES 9.ABM 03. - UTILIZE RECORD KEEPING TO ACCOMPLISH AGRICULTURE BUSINESS OBJECTIVES WHILE COMPLYING WITH LAWS AND REGULATIONS

**Grading and Assessment:**

Student’s final grade for each course will be broken down into two categories:

- 1) **Academic:** based on assessments, tests, projects and performances that measure learning.
- 2) **Personal Management:** based on homework completion and other behaviors measuring the CRLS personal management standard.

**The Final grade is calculated as follows: 75%** of the course grade will be based on the **Academic** grade and **25%** on the **Personal Management** grade.

- Any items included in the Academic grade (PA) may be retaken and the higher grade recorded. Teachers may extend the retake time period, but as a rule all retakes need to be done within **2 weeks** of the initial assessment.
- Students will complete extra preparation before retaking an assessment.
- Personal management work turned in late may be reduced by up to 50% credit.
- Retakes are not allowed on Personal Management assignments.
- Students must schedule performance retakes at their teacher’s convenience. (Speech, drama, labs.)
- All projects/assignments must be completed within the Dallas High School AST program facility. You may not make up labs and or projects at home.
- You will be supplied sufficient materials for your assigned project, any project requiring additional materials beyond that which was originally supplied may result in additional fees.
- Should a student wish to design and build their a project of their choosing a set of plans complete with budget, blueprint/design schematics, cut list, tool and material list, as well as a calendar of work must first be submitted and approved by the instructor.
- If students wish to purchase their projects upon completion they may do so for the cost of the materials plus 10% to cover the cost of consumables such as glue, sand paper, etc. Student who choose to build projects of their own design must provide either the materials and or resources to purchase the materials prior to beginning construction.

The following grading scales will be used to calculate a student’s course grades and grade point average:

<b>Course Grades will be calculated using the following scale:</b>	<b>Grade Point Averages (GPAs) will be calculated using the following scale:</b>	<b>GPAs for Advanced Placement courses will be calculated using the following scale:</b>
<b>A 90-100%</b>	<b>A (4.0)</b>	<b>A (5.0)</b>

<b>B 80-89%</b>	<b>B (3.0)</b>	<b>B (4.0)</b>
<b>C 70-79%</b>	<b>C (2.0)</b>	<b>C (3.0)</b>
<b>D 60-69%</b>	<b>D (1.0)</b>	<b>D (2.0)</b>
<b>F 0-59%</b>	<b>F (0)</b>	<b>F (0)</b>

**Extra Credit:** Extra credit is not offered, however students may be given additional opportunities to show mastery.

**Academic Integrity**

The faculty and administration of Dallas High School believe that honesty and integrity are personal attributes worth nurturing in our students. Because we value the educational and skill development opportunities provided by classroom assignments, research projects, tests, and credit recovery, we expect students to express academic integrity by doing their own work and properly documenting information gathered from other sources. Congruous with this belief is our resolve to handle those who violate the principles of academic integrity with stringent consequences as outlined in the K-12 Code of Conduct.

**Student Behavior and Expectations:**

Students are expected to demonstrate appropriate behavior in the classroom and contribute to a safe, positive, caring learning environment by cooperating; doing their best to achieve academic excellence; respecting themselves, others, and the environment; and conducting themselves in a safe manner at all times. Clearly defined behavioral expectations are consistent school-wide through the Dragon **PRIDE** acronym. We strive to teach our students to take **PRIDE** in themselves and the school by demonstrating: **Purpose, Respect, Integrity, Determination, and Empathy** at all times. For more information, please see the Student/Parent Handbook.

**Student Electronic Devices at Dallas High School:**

Students are allowed to possess personal electronic devices at school and at school-sponsored activities provided such devices are not used in any manner that may disrupt the learning environment, school-sponsored activities or violate Board policies, administrative regulations, school or classroom rules, or state and federal laws. Cell phone usage is **only** permitted during scheduled passing periods and lunch times. Students are not allowed to be on their phones in the hallways and other common areas during class time and cell phone usage in the bathrooms and locker rooms is prohibited **at all times**. Students must use a Chromebook or laptop to complete and submit coursework. Cell phones cannot be used for this purpose and can only be used during class time with express advance permission from the teacher.

## **Diversity**

Dallas School District #2 recognizes the diversity and worth of all individuals and groups and their roles in society. It is the policy for the Dallas School District #2 Board of Education that there will be no discrimination or harassment of individuals or groups on the grounds of age, color, creed, disability, marital status, national origin, race, religion, sex or sexual orientation in any educational programs, activities or employment.

## **Gender**

Dallas High School will be proactive in creating a school culture that respects and values all students and fosters understanding of gender identity within the school community. Such guidelines are intended to ensure a safe learning environment free of discrimination and harassment, and to promote the educational and social integration of transgender students. They do not anticipate every situation that may occur and the needs of each student will be assessed on a case-by-case basis.

# DHS AGRICULTURE DEPARTMENT SAFETY AGREEMENT

I, \_\_\_\_\_ (printed name) the undersigned, a student in the Dallas High School Career and Technical Education Center, agree to follow all safety rules and procedures and agree to the statements below. I will:

- Successfully complete the Safety Orientation Unit.
- Have lab policies and procedures explained to me.
- Received demonstrations on all labs.
- Be instructed to ask for help on any machine/tool/animal with which I am not familiar.
- refrain from using any machine/tool/animal without such instruction.
- Receive a pair of safety glasses.
- Be responsible for wearing eye protection at all times during lab activities.

I understand that there are certain risks associated with the use of this equipment and if I have any questions or think that a piece of equipment is not functioning properly, I will ask the person in charge.

Additionally, I know that I must:

- dress appropriately for the shop and lab areas. (closed toed shoes, eye protection, etc.)
- Follow school policy regarding any and all other regulations to include: use of tobacco, foul language, etc.

**Student Signature:**

\_\_\_\_\_ Date: \_\_\_\_\_

**Parent or Guardian**

Name (Print) \_\_\_\_\_ Signature \_\_\_\_\_

**Below please indicate the best method of contact as well as the best time to contact. (email, phone, etc.)**

With the passage of senate bill 2444 all students enrolled in agricultural education course at Dallas High School will have paid membership in the National FFA Organization. Students have access to and are encouraged to participate at the level with which they feel comfortable. The FFA is a youth leadership organization that is dedicated to making a positive difference in the lives of students by developing their potential for premier leadership, personal growth and career success through agricultural education. If you have any questions please ask.