

## Program Number 31-006-2 Technical Diploma • Two Terms

### ABOUT THE PROGRAM

Successful individuals employed in agriculture occupations need a basic understanding of industry specific financial operations, goal-setting, human relations, crops and soil management, as well as livestock fundamentals.

### PROGRAM OUTCOMES

- Apply relevant technologies.
- Investigate opportunities in agribusiness.
- Interact as a professional in agribusiness.

### CAREER AND EDUCATION ADVANCEMENT OPPORTUNITIES

LTC credits transfer to over 30 universities. For more information visit [gotoltc.edu/future-students/transfer](http://gotoltc.edu/future-students/transfer).

### ADMISSION AND PROGRAM ENROLLMENT STEPS

- Submit online application.
- Submit transcripts (high school & other colleges). NOTE: Official transcripts required for acceptance of transfer credits; Financial Aid may require.
- Complete the online Student Success Questionnaire.
- Schedule a Program Advising Session with your assigned advisor to plan your first semester schedule, review your entire plan of study, discuss the results of the Student Success Questionnaire.

### APPROXIMATE COSTS

- \$136.50 per credit tuition (WI resident) plus \$8.10 per credit student activity fee. \$10 per credit online or hybrid fee. Material fee varies depending on course. Other fees vary by program. Visit [gotoltc.edu/financial-aid/tuition-and-fees](http://gotoltc.edu/financial-aid/tuition-and-fees) for details.

### FINANCIAL AID

This program is eligible for financial aid. Visit [gotoltc.edu/Financial-Aid](http://gotoltc.edu/Financial-Aid) or talk with your Career Coach about how to apply for aid.

### SPECIAL NOTES

This diploma is embedded within the Agribusiness Science & Technology Associate degree. This means that Agriculture Technician graduates have the opportunity to also complete their associate degree with one more year of college.

### MPTC CLASSES

This program is shared with Moraine Park Technical College. MPTC district students follow LTC's admissions process; however, they are able to attend classes at a MPTC campus classroom by receiving both in-person and video conference instruction. MPTC Agriculture Technician program students will be issued a laptop from LTC while learning and applying the program's software applications.

### ONLINE STUDENTS

Out-of-district students and working adults, as well as high school students are able to take courses in the online format. Instructor led field trips and off campus activities are not an included requirement.

### CONTACT

LTC Career Coach  
920.693.1162 • [CareerCoach@gotoltc.edu](mailto:CareerCoach@gotoltc.edu)

Catalog No.	Class Title	Credit(s)
<b>Term 1</b>		
10006112	Farm Business Management	3
10006114	Intro to Animal Science	3
10006116	Intro to Soil Science	3
10006115	Agricultural Sales & Communications	3
10804123	Math with Business Applications	3
		<b>15</b>
<b>Term 2</b>		
10006110	Agricultural Finance	3
10006122	Principles of Crop Production	3
10006124	Principles of Animal Breeding	3
10006134	Animal Records	1
10006126	Agribusiness Economics	3
10006128	Agribusiness Internship*	2
		<b>15</b>
		<b>TOTAL 30</b>

\*All students (online and in-person) work with instructor to select an appropriate internship based on their career goals.

*Curriculum and Program Acceptance requirements are subject to change. Program start dates vary; check with your advisor for details. The tuition and fees are approximate based on 2019-2020 rates and are subject to change prior to the start of the academic year.*



**AGRIBUSINESS ECONOMICS**...introduces agricultural economic dimensions and impacts, economic principles, calculation of economic returns, and evaluation of economic alternatives. Other topics include capital use, cost appraisal, risk considerations under a variety of economic conditions, farm credit sources, and creditor relationships. COREQUISITE: 10006110 or 10006110OL Agricultural Finance

**AGRIBUSINESS INTERNSHIP**...provides the student the opportunity to choose from a broad variety of occupational experiences in the agribusiness industry. Student will work with faculty to develop a plan and to identify, coordinate, and evaluate work-associated learning experiences as they relate to the major career focus of the student. COREQUISITES: 10006110 Agricultural Finance, 10006122 Principles Crop Production, 10006124 Principles of Animal Breeding, & 10006126 Agribusiness Economics

**AGRICULTURAL FINANCE**...introduces learner to major aspects of agribusiness financial management through extensive problem solving, financial analysis and planning. Students will describe and calculate the sweet 16 ratios, business cash flows, inventory controls, budgeting and borrowing considerations of various types of agribusinesses. Relevant software tools will be introduced. PREREQUISITE: 10006112 Farm Business Management or 10006112OL Farm Business Management – Online

**AGRICULTURE SALES AND COMMUNICATIONS**...prepares the student with the tools to become an effective sales person, including pre-call planning, uncovering customer needs, conducting and completing a sale. Includes the fundamental principles of marketing agricultural products, pricing, merchandising and creating product marketing plans. Students will demonstrate effective communication skills needed to develop positive working relationships in agribusiness including team building, conflict resolution and industry advocacy.

**ANIMAL RECORDS**...introduces learner to records management through hands-on applications including the setup and use of computerized record-keeping software, completion of a sample farm record problem utilizing computerized records, a review of various record keeping systems, as well as the selection and implementation of various computerized record programs. Software tools, such as PCDART, CowManager, and DairyCOMP 305, will be utilized. PREREQUISITES: 10006124 or 10006124OL Principles of Animal Breeding

**FARM BUSINESS MANAGEMENT**...provides learner with basic business management practices including the development of a business plan, establishment of short and long range goals, identification and implementation alternatives for reaching goals, and development of strategies to monitor progress. The importance of designing a business mission statement based on goals is emphasized.

**INTRO TO ANIMAL SCIENCE**...provides animal science fundamentals including animal health, animal environments, anatomy and physiology, genetics and reproduction, animal feedstuffs, and animal-related safety.

**INTRO TO SOIL SCIENCE**...provides fundamentals of soil's physical properties, chemical properties, biological properties, soil formation, classification, essential nutrients and soil survey. There will be emphasis on soil and water conservation practices that can be used to reduce soil erosion.

**MATH WITH BUSINESS APPLICATIONS**...covers real numbers, basic operations, linear equations, proportions with one variable, percents, simple interest, compound interest, annuity, apply math concepts to the purchasing/buying process, apply math concepts to the selling process, and basic statistics with business/consumer applications. PREREQUISITE: 10834109 Pre-Algebra or Math placement assessment equivalent and COREQUISITE: 10838105 Intro Reading and Study Skills or Reading placement assessment equivalent or CONDITION: 610061 Agribusiness/Agronomy Basic program admissions requirements met

**PRINCIPLES OF ANIMAL BREEDING**...applies genetic principles and reproduction physiology to livestock improvement including elementary population genetics, phenotypic and genotypic effects of selection, selection methods, and systems of mating. PREREQUISITE: 10006114 or 10006114OL Intro to Animal Science or 10091102 Dairy Cattle Management

**PRINCIPLES OF CROP PRODUCTION**...provides knowledge of crop and soil nutrient management, including use of both commercial fertilizers and manure. Course topics include purchase or lease options for land, agronomy consulting programs, tillage and conservation plans, soil nutrient plans, cropping plans, managing nutrient waste, crop harvest and storage and production records. PREREQUISITE: 10006116 Intro to Soil Science or 10006116OL Intro to Soil Science Online or 10091105 Dairy Feeding Management or 10001123 Site & Soil Analysis