



**Dallas High School
Home of the Dragons
Ag Business Leadership**

2019-2020



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Office Hours: By arrangement.

Prerequisite: None

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.

Texts and Lab Manuals:

None Assigned

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

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.

Career Related Learning Standards: Career-related learning standards (CRLS) are fundamental skills essential for success in employment, college, family, and community life. We have integrated the Personal Management standard from the CRLS into all courses at DHS. **This standard will be assessed and communicated independent of the academic grade.** It is included below and mainly includes behaviors that will be assessed in this course.

- **Personal Management Standard:** Exhibit appropriate work ethic and behaviors in school, community and workplace.
 - Students will identify tasks that need to be done and initiate action to complete the tasks.
 - Students will plan, organize and complete projects and assigned tasks on time, meeting agreed upon standards of quality.
 - Students will take responsibility for decisions and actions and anticipate consequences of decisions and actions.
 - Students will maintain regular attendance and be on time daily.
 - Students will maintain appropriate interactions with colleagues.

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.

Academic Integrity: We expect students to express academic integrity by doing their own work and properly documenting information gathered from other sources. Students who violate the principles of academic integrity will be subject to disciplinary consequences (see Insubordination section of the online student agenda).

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

Tardies and Unexcused Absences:

- Tardies and Unexcused absences will be reflected in your Personal Management grade.
- 75% of your PM grade will be based on assignments, participation, and timeliness
- 25% of your PM grade will be based on being ON TIME, including attendance.
- For every Tardy, students will lose 10% of this grade.
- For every Unexcused Absence, students will lose 20% of this grade.
- There are no penalties for Excused Absences.

Extra Help: Students will have access to the Dallas Study Center, an area for students to retake tests, make up other work, or to complete study table hours for a coach. It will be staffed full time and available for students Monday-Friday. Students may access this during open periods and during Monday early release time, before all sports practices.

Bathroom/Hall Pass: No student will be allowed to leave the classroom in the first 10 minutes of class, or the last 10 minutes of class.

Cell Phones and Electronic Devices:

"Student Electronic Devices at Dallas High School: Upon entering the classroom, all students who are in possession of an electronic device are expected to deactivate the device and stow it away into Yondr pouches for the entire classroom period. The student is to remain in possession of their electronic device while in the Yondr pouch. If a student refuses to deactivate and stow the device away into a Yondr pouch, they will be referred to the main office for Dallas High School's disciplinary action. It is vital that all students comply with this policy to ensure an optimal learning environment."

DHS Agricultural Education Agreement

Parents/Guardians: Please sign this sheet, detach, and send back with your student. By signing this form, you acknowledge that you have read and fully understood the expectations, rules, and standards associated with Carpentry I. You also fully understand the need for complete cooperation from your student in a class of this nature. Should you have questions, please call 503-623-8336 x 3212 or email using the email address provided in this document.

Please note that student grades and progress are available via the eschool access portal on our high school website. It is recommended that parents who wish to track their student's progress utilize this system to do so.

I acknowledge that I have read and understand the syllabus for this course and understand the policies described within.

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.