

# FARM BUSINESS MANAGEMENT (090)

Information provided includes course descriptions by subject only.  
For complete 2022-2023 programs/academic plans, please refer to  
Academic Programs (<http://catalog.blackhawk.edu/academics/>).

## **090-303 Agricultural Commodity Marketing for Farm Operators** **Credits: 0.5-1**

Learners will develop an understanding of the principles of marketing relative to basic economic theory. Learners will analyze a variety of topics, including product differentiation, direct marketing, and competitive advantage. Learners will examine the marketing process from production through delivery and ultimately to the consumer.

**Aid Code:** 30 - undefined.

Complete Course Listing

## **090-305 Nutrient Management Planning for Farm Operators** **Credits: 1-3**

Students focus on profitable crop production methods using commercial products, nutrient credits, and rotational practices. Students learn how to interpret soil test reports, balance soil pH, meet nutrient requirements, and make product recommendations based upon economic, environmental, and legal criteria. Students will study field mapping based on global positioning systems and variable rate technology.

**Aid Code:** 30 - undefined.

Complete Course Listing

## **090-381 Operating the Farm Business** **Credits: 1-3**

Emphasizes the management skills and concepts necessary for the first year student to continue farming with today's changing technology and farm business financing. Special emphasis is given to establishing and recording farm business and family goals. The student will organize and maintain the farm business records, as well as interpret and analyze the records to assist in making sound farm business management decisions. Each student's farming operation is assessed and plans are developed based on needs, goals, and objectives. Students will evaluate their goals and objectives upon completion of the course.

**Aid Code:** 30 - undefined.

Complete Course Listing

## **090-382 Soils Management for Farm Operators** **Credits: 1-3**

Instruction is provided on preparation and implementation of a land-use plan, and soil testing procedures and reports. Students will receive instruction on fertilizer recommendations and budgets. Included are instruction on the application of farm manures, chemicals, soil conservation practices, and the management and safe use of farm machinery and equipment. Soil management emphasizes the analysis of the farm business and planning cropping strategies to meet the student's needs.

**Aid Code:** 30 - undefined.

Complete Course Listing

## **090-383 Crop Management for Farm Operators** **Credits: 1-3**

Instruction is provided on all phases of crop production, management and economics. Specific topics relate to variety, selection, planning, pest control, harvesting, storage, and marketing. In addition, the cropping program is related to the total farm enterprise on a short-term and long-term basis. Crop management emphasizes the analysis of the farming business and planning of cropping practices and strategies to meet student's needs.

**Aid Code:** 30 - undefined.

Complete Course Listing

## **090-384 Livestock Nutrition for Farm Operators** **Credits: 1-3**

This course emphasizes the skills, techniques and concepts necessary for sound feeding management. Feed values, pricing, terminology, requirements, and consumption are covered. Evaluation of feed tag labels, base feeds and feeding programs are also covered. Attention is given to the metabolic diseases of lactating animals. Livestock feeding efficiency is measured by use of the farm business analysis.

**Aid Code:** 30 - undefined.

Complete Course Listing

## **090-385 Livestock Management for Farm Operators** **Credits: 1-3**

Livestock management provides instruction on the various aspects of selection, breeding, herd health, raising of replacement stock, and marketing of livestock and livestock products. It includes the selection, operation, and maintenance of farm buildings and milking, feeding, ventilation and manure handling equipment. Efficiency of the livestock program will be measured through use of the farm business analysis.

**Aid Code:** 30 - undefined.

Complete Course Listing

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**090-386 Records & Business Management for Farm Operators**

**Credits:** 1-3

Instruction emphasizes the practical use of a farm record system in managing the farm through farm and financial analysis. It includes the establishment of farm business goals, selection, and use of farm credit, farm business arrangements, farm estate planning, and farm income taxes. Instruction is provided on the use of computers and/or computer records and farm financial analysis of the farm business. Production and financial decisions will be based on the student's farm business analysis.

**Aid Code:** 30 - undefined.

Complete Course Listing

**090-400 Conservation Plan & Practices**

**Credits:** 0.2-3.6

**Aid Code:** 47 - undefined.

Complete Course Listing