

AGRICULTURE BUSINESS
COURSE SYLLABUS

Instructor: Rod Walker

Supplies: FFA Notebook, Record Book, Agribusiness Sales Text

Grading scale:

A	= 96%
A-	=95-90%
B+	=89-87%
B	=86-84%
B-	=83-80%
C+	=79-77%
C	=76-73%
C-	=72-70%
D+	=69-67%
D	=66-63%
D-	=62-60%
F	=59% and below

Grading System:

Test & Quizzes (multiple choice, short answer, fill in, and essay)	60%
Homework	30%
Notebook, Record Book, & Work Habits	10%

Grades will be based on a total points basis, and converted into a percentage.

Course Outline:

1. Orientation
2. The Agriculture Industry
3. Financial Management
4. Personal Development
5. Communication Skills
6. Preparing for a Sale
7. Making a Sale
8. Promotional Tools
9. Entrepreneurship

Attendance: Roll will be taken on a daily basis. Students will be expected to follow school attendance policies. Students will be expected to come to class with the needed materials.

Classroom Rules:

1. Practice common courtesy in the classroom.
2. Be in assigned seats when the tardy bell rings.
3. Bring all necessary materials to class each day.
4. Remain in your seats, unless permission is granted to move.
5. Refrain from chewing gum, eating candy, or bringing food to class.
6. The instructor will dismiss the class not the bell.