

Course	Agricultural Science I
Unit	Introduction to Agricultural Business
Lesson	Career Opportunities in Agricultural Business
Estimated Time	50 minutes

Student Outcome

Assess career opportunities available in agricultural businesses.

Learning Objectives

1. Identify careers available in agricultural businesses.
2. Determine the educational requirements for types of careers in agricultural businesses.
3. Identify types of benefits available in agricultural business careers.
4. Explain the means and opportunities for advancement in agricultural business.

Grade Level Expectations

Resources, Supplies & Equipment, and Supplemental Information

Resources

1. PowerPoint Slides
 - Ppt 1 - Future Demand for Agricultural Business Careers
2. Activity Sheets
 - AS 1 - Getting a Job
 - AS 2 - Agricultural Business Occupations
 - AS 3 - Where Will I Be in 10 Years?
3. *Introduction to Agricultural Business* (Student Reference). University of Missouri-Columbia: Instructional Materials Laboratory, 2001.
4. *Introduction to Agricultural Business Curriculum Enhancement*. University of Missouri-Columbia: Instructional Materials Laboratory, 2003.

Supplies & Equipment

- Newspaper containing classified job advertisements (agricultural newspaper preferred)
- Index cards with dollar amounts (one for each student; ranging from \$5 to \$15)

Supplemental Information

1. Internet Sites
 - Ag Careers.com. Accessed June 18, 2007, from <http://www.farms.com/careers>.
 - Agribusiness Jobs. ag-biz.com. Accessed June 18, 2007, from <http://www.ag-biz.com>.
 - Agriculture-jobs.net. Accessed June 18, 2007, from <http://www.agriculture-jobs.net>.
 - Career Opportunities Abound in Agricultural Field. American Farm Bureau Foundation for Agriculture. Accessed June 4, 2007, from <http://www.ageducate.org/careers/>.

2. Print

- ❑ Ricketts, C. and O. Rawlins. *Introduction to Agribusiness*. Albany, NY: Delmar Thomson Learning, 2001.
 - ❑ Stone, A. A., et al. *Careers in Agribusiness and Industry*. Danville, IL: Interstate Publishers, 1991.
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Interest Approach



Distribute an index card with a random dollar amount (from \$5 to \$15) to each student. Congratulate each student on earning their first hourly wage! Ask students to indicate which type of jobs they think might pay the hourly wage indicated on their card. Share the responses with the class and then ask students if they think having a job is important and if so, why. Write their responses on the board. Seeing their reasons in front of them will help students relate to their own lives in the future or possibly to their current families. Then ask them if they know how to find jobs in agricultural businesses. Before beginning the lesson, have them complete AS 1, which describes a scenario of two students seeking the same job.






Communicate the Learning Objectives

1. Identify careers available in agricultural businesses.
2. Determine the educational requirements for types of careers in agricultural businesses.
3. Identify types of benefits available in agricultural business careers.
4. Explain the means and opportunities for advancement in agricultural business.

Instructor Directions	Content Outline
<p>Objective 1</p> <p><i>Have students use the classified ads in newspapers and the Internet to research available occupations in various agricultural businesses and tell them to list them on AS 2 in column 1. Have the students write the name of the company in column 2. In column 3, ask them to categorize the type of career they listed in column 1. Refer to the categories listed at right. After discussing this topic, encourage students to identify other careers they might be interested in pursuing in the future. Have the students add these careers to the list on AS 2. Remind students the careers listed to the right could be organized into other categories. If the students identified other careers, take this opportunity to point out how many jobs are available and how diverse they are.</i></p>	<p>Identify careers available in agricultural businesses.</p> <p>Production</p> <ol style="list-style-type: none">1. Crop producer2. Livestock producer3. Vegetable/fruit producer4. Aquaculturist5. Greenhouse grower6. Farm laborer <p>Supplies/sales</p> <ol style="list-style-type: none">1. Seed2. Feed3. Equipment4. Pesticides <p>Management</p> <ol style="list-style-type: none">1. Human resources2. Plant manager3. Sales/marketing <p>Processing</p> <ol style="list-style-type: none">1. Millers (soy flour, rice, wheat, etc.)2. Canners3. Ethanol plants4. Meat processing

Instructor Directions	Content Outline
<p><i>After reviewing the occupations that are available in agriculture, ask students to identify their interests and the corresponding careers in agricultural business. Allow time for students to share their conclusions with the rest of the class. The examples on the right are types of careers available in agricultural business.</i></p> <p> AS 2 – Agricultural Business Occupations</p>	<p>Service, research and development</p> <ol style="list-style-type: none"> 1. Veterinarian 2. Fertilizer and seed applicators 3. Custom baler 4. Lawns and landscaping 5. Agricultural scientist 6. Agricultural engineer 7. Agronomist <p>Communication and education</p> <ol style="list-style-type: none"> 1. Agricultural journalism 2. Human resources 3. Public relations 4. Advertising 5. Education in industry (training and development) 6. Teaching 7. University extension specialist 8. 4-H youth specialist 9. Company-sponsored in-services and training 10. Adult education
<p>Objective 2</p> <p><i>After the class discusses types of careers within agricultural business, consider the different educational requirements for each. In column 4 on AS 2, have students identify the level of education required for the agricultural occupation they identified earlier. Remind them exceptions usually exist; some careers may be categorized differently depending on the company and the job description.</i></p> <p><i>Discuss the education requirements students will need to qualify for the careers they have chosen. Allow them to discuss their choices with one another. Emphasize that whatever career in</i></p>	<p>Determine the educational requirements for types of careers in agricultural businesses.</p> <p>Professional careers</p> <ol style="list-style-type: none"> 1. Usually require a bachelor’s degree, master’s degree, or a Ph.D. (“a doctorate,” the highest level of an academic degree) 2. Examples - agronomist, agricultural chemist, conservationist, veterinarian, and agriculture teacher <p>Management positions</p> <ol style="list-style-type: none"> 1. Usually require experience in a specific area; most require a bachelor’s degree 2. Examples - agricultural sales manager, fertilizer plant manager, and farm machinery shop supervisor <p>Technical positions</p> <ol style="list-style-type: none"> 1. Usually require a minimum vocational school education where curriculum focuses on job-related skills 2. Examples - florist, surveyor, livestock manager, farm machinery mechanic

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<p><i>agricultural business they choose, ongoing education and training will be essential in order to maintain a competitive edge. Show PPT 1, which illustrates agricultural business career areas that are in demand.</i></p> <p> PPT 1 - Future Demand for Agricultural Business Careers</p> <p> AS 2 - Agricultural Business Occupations</p>	<p>Skilled positions</p> <ol style="list-style-type: none"> 1. Usually require on-the-job training 2. Examples - butcher, welder, and machine operator <p>Unskilled positions</p> <ol style="list-style-type: none"> 1. Require no special training or education 2. Examples - fruit picker, feed delivery helper, corn detassler, and greenhouse attendant <p>Importance of lifelong learning</p> <ol style="list-style-type: none"> 1. Keep up with technological advances 2. Access on-the-job training and classroom instruction; collaborate with coworkers 3. Gain up-to-date information through agricultural journals, county cooperative extension agencies, and various professional organizations
<p>Objective 3</p> <p><i>After discussing careers and their educational qualifications, explain that most agricultural businesses offer various "benefits." Benefits are programs or opportunities that the employer offers to the employee, in addition to salary. Ask the students what benefits they think are important to have. Because of the diversity in agricultural businesses, benefits may vary greatly from one job to another.</i></p>	<p>Identify types of benefits available in agricultural business careers.</p> <p>General benefits</p> <ol style="list-style-type: none"> 1. Health insurance 2. Dental insurance 3. Disability 4. Sick leave 5. Family leave 6. Periodic pay raises 7. Profit sharing 8. Paid vacation and holidays 9. Family benefits 10. Training opportunities <p>Additional benefits</p> <ol style="list-style-type: none"> 1. Outdoor work 2. Wellness program 3. Opportunities to travel 4. Career development programs 5. Tuition assistance
<p>Objective 4</p> <p><i>Remind students each company is different and the means and opportunities for advancement</i></p>	<p>Explain the means and opportunities for advancement in agricultural business.</p> <p>Job shadowing/mentoring</p> <ol style="list-style-type: none"> 1. Provides direct experience through observations 2. Helps students determine if they are interested and

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<p><i>vary. Ask students if they know of anyone who has been promoted to a higher position within a business and to identify how that person advanced. Refer the students to column 5, AS 2, and have them identify opportunities for advancement for the occupations they listed. Listed to the right are examples of how a person could advance in agricultural business. After this discussion, have students complete AS 3, in which they predict what they will be doing in 10 years.</i></p> <p> AS 2 – Agricultural Business Occupations</p> <p> AS 3 - Where Will I Be in 10 Years?</p>	<p>suited for that profession</p> <p>3. Provides experience developing a portfolio and résumé</p> <p>Part-time job</p> <p>1. Provides experience for high school or college students</p> <p>2. May lead to a full-time job when the student graduates</p> <p>3. May increase chances of getting a good job at another company later</p> <p>Internship</p> <p>1. Offers opportunity to work directly with experts</p> <p>2. May be paid or unpaid</p> <p>3. May lead to a permanent position</p> <p>On-the-job training - may lead to more responsibility and higher-paying jobs</p> <p>Job performance</p> <p>1. If a worker does a good job and proves himself/herself to be responsible and capable, the likelihood for a promotion is increased.</p> <p>2. If working in sales/services, higher sales records lead to higher pay.</p> <p>3. Advancement within the sales department could lead a salesperson to target corporations as his or her clients. To achieve this status, employees must exhibit effective sales skills, the ability to work hard, and a commitment to the company.</p>
<p>Application:</p> <p> AS 1 – Getting a Job</p> <p> AS 2 – Agricultural Business Occupations</p> <p> AS 3 - Where Will I Be in 10 Years?</p>	<p>Answers to AS 1 Answers will vary.</p> <p>Answers to AS 2 Answers will vary.</p> <p>Answers to AS 3 Answers will vary.</p>

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	<p>Other activities</p> <ol style="list-style-type: none"> 1. Have students send for a job application from an agricultural business that interests them. As practice, they should fill out the application and create a résumé that would be suitable for that job. 2. Ask students to analyze how they should construct a résumé if they want a particular job in agricultural business. Bring in examples of résumés for students to review. Then have students discuss the differences in skills and education in specific jobs. 3. Use the Internet to research careers. Useful web sites are http://www.ag-biz.com, http://www.agriculture-jobs.net, and http://www.farms.com/careers. 4. Order agricultural career posters, "Living Science," from the Office of the Dean, Purdue University, School of Agriculture, Administration Building, West Lafayette, IN 47907-1140. 5. Invite someone from a career center at a local college or university to speak with the class about employment opportunities in agricultural business. 6. Search the Internet for five agricultural occupations. List the salaries and educational requirements for each.
<p>Closure/Summary</p>	<p>Careers available in agricultural business range from working on small family operations to marketing products for large corporations. Agricultural businesses comprise a diverse population of people with different educational backgrounds, levels of training, and experience in specific areas. Most companies offer their own benefit packages. Possibilities for advancement within agricultural businesses are diverse. With the right training and opportunities, an employee in an agricultural business may be able to progress from an entry-level position to one with greater responsibility.</p>
<p>Evaluation: Quiz</p>	<p>Answers:</p> <ol style="list-style-type: none"> 1-5. Answers will vary. 6. B 7. A 8. D or F 9. C 10. F

Instructor Directions	Content Outline
	11. C 12. A 13. B 14. E 15. D 16. C 17. B 18. E or B 19. A 20. A
