

*Applied Agriculture Technology*

# Agribusiness Management

Associate Degree • Delaware Technical & Community College • [www.dtcc.edu](http://www.dtcc.edu)

*Agribusiness Management prepares students for positions related to the agriculture industry by developing their knowledge of agriculture, business and economics. This technology will enable graduates to obtain positions with large corporations, small businesses or government agencies. Those who desire to be self-employed may choose to own or operate an agribusiness. Academics combined with real world experience will prepare students for a variety of employment opportunities.*

## **What You'll Learn...**

- Strategies and objectives of agribusiness organizations
- Business skills in marketing and sales in today's agribusiness
- Management organization and communication skills
- Knowledge and operation of agribusiness
- Accounting for many types and sizes of agribusiness
- How the agribusiness economy works

## **What You'll Earn...**

- Employment options in government, private agribusiness and non-profit
- Competitive salary opportunities
- Opportunities for career advancement
- Entry level agribusiness salaries range from \$25,000-\$50,000
- Transfer opportunities to a four year institution

## **What You Can Do...**

- Agricultural business owner
- Real estate and appraisal
- County agricultural official
- Agricultural/marketing service
- Production agriculture salesperson
- Production manager
- Government/private foundation

## AGRIBUSINESS MANAGEMENT

Agriculture plays an extensive and essential part in today's economy. Individuals seeking a career in agriculture and its related occupations will discover the need for a formal education is now greater than ever. The investment in a modern agricultural enterprise is too costly to permit poor planning and preparation. Sound principles of production, management, and marketing are vital to the successful undertaking of an agricultural business.

A broad spectrum of agriculture-related careers extend beyond the farm. Employers look to community and technical colleges for qualified employees; entrepreneurs view the associate degree as a means to prepare themselves for ownership of an agribusiness.

## PROGRAM FACTS

- A variety of career opportunities and well-paying positions; employers seek our graduates
- Excellent education with experienced agriculture faculty
- Opportunity to complete this degree in a distance education format
- Connected degree program University of Delaware

## PROGRAM EFFECTIVENESS

The program is committed to providing instruction that leads to successful entry into the profession. Program effectiveness is continuously measured through established outcomes assessment methods. Modalities include licensure pass rates, graduate and employer satisfaction indices, and other measurement instruments that include National Academic Achievement Tests (NCAT). Results from these measurements are used for continuous program improvement.

## DELAWARE TECH

Delaware Technical & Community College  
Jack F. Owens Campus  
P.O. Box 610  
Georgetown, DE 19947  
(302) 856-5400  
www.dtcc.edu

## REQUIRED TECHNICAL COURSES

AGS 102 Agricultural Science  
AGS 104 Introduction to Agribusiness Management  
AGS 209 Farm Records and Accounts  
AGS 212 Introduction to Agribusiness Marketing  
AGS 223 Applied Ecology  
AGS 225 Agriculture Seminar

## REQUIRED SUPPORT COURSES

ACC 101 Accounting I  
ACC 112 Accounting II  
ACC 213 Managerial Accounting *or*  
ACC 221 Cost Accounting  
BUS 101 Introduction to Business  
CIS 107 Introduction to Computer Applications  
ECO 111 Macroeconomics  
ECO 122 Microeconomics  
ENG 121 Composition  
ENG 122 Technical Writing & Communication  
MAT 150 Business Math  
MAT 153 College Math & Statistics  
MGT 212 Principles of Management  
PSY 100 Human Relations  
RDG 120 Critical Reading & Thinking  
SPA 136 Spanish Communications I

1 elective - *Choose one of the following:*

PSY 121 General Psychology  
POL 111 Political Science  
SOL 111 Sociology I

## HOW TO BEGIN –

1. Obtain, complete, and submit an Application for Admission with a \$15 non-refundable fee to the Admissions Office. Make check payable to Delaware Technical & Community College. Applications are available via the Web ([www.dtcc.edu/admissions](http://www.dtcc.edu/admissions)), by phone or mail, or from a high school counselor.
2. Develop a financial plan to identify resources, such as financial aid, SEED, and other scholarships, to help pay for college.
3. Request that your official high school, GED, and/or college transcript be sent immediately to the Admissions Office.
4. Participate in the college testing and placement program, if required. Official scores from SAT/ACT tests or previous college credit may satisfy this requirement.
5. Meet for advisement to begin an educational plan and select courses for registration.