

# AGRICULTURE BUSINESS (For Transfer)

## DEGREES, CERTIFICATES AND AWARDS

Associate in Science Degree in Agriculture Business for Transfer (AS-T)

### DESCRIPTION

The Associate in Science in Agriculture Business for Transfer Degree provides for the application of business concepts to the agricultural industry and emphasizes training in management for careers in agriculture. Advanced degrees and/or professional certificates, such as a baccalaureate degree, are required for those jobs or careers such as management and operations of farms, management of firms that supply the services to farms, and processing, marketing, distribution, and sales of farm products.

The Associate in Science for Transfer (AS-T) is intended for students who plan to complete a bachelor's degree in a similar major at a CSU campus. Students completing this degree (AS-T) are guaranteed admission to the CSU system, but not to a particular campus or major.

### PROGRAM LEARNING OUTCOMES

1. Demonstrate understanding of market trends and influential factors, display critical thinking skills related to production and marketing development, data interpretation as applied to the decision making process related to commercial production and commodity sales.
2. Display competency with respect to the use of standard lab, industry equipment and techniques used in production.
3. Demonstrate understanding of scientific research and critical thinking skills related to hypothesis development and data interpretation as applied to the decision making process for commercial production.

### ASSOCIATE DEGREE PROGRAM ( For Transfer)

The Associate in Arts for Transfer (AA-T) or the Associate in Science for Transfer (AS-T) degree is intended for students who plan to complete a bachelor's degree in a similar major at a CSU campus. Students completing these degrees (AA-T or AS-T) are guaranteed admission to the CSU system, but not to a particular campus or major. In order to earn one of these degrees, students must complete a minimum of 60 required semester units of CSU-transferable coursework with a minimum GPA of 2.0. Students transferring to a CSU campus that does accept the AA-T or AS-T will be required to complete no more than 60 units after transfer to earn a bachelor's degree (unless the major is a designated "high-unit" major). This degree may not be the best option for students intending to transfer to a particular CSU campus or to university or college that is not part of the CSU system. Students should consult with a counselor when planning to complete this degree for more information on university admission and transfer requirements.

### CAREER OPPORTUNITIES

Of the career opportunities identified many will usually require the completion of degree requirements at 4-year colleges and universities.

For job seekers, it is probably the most readily available entry-level position in the agriculture industry. Numerous specialized companies throughout California require qualified persons for marketing, sales, finance, policy, government, farm ranch management, and international trade and development. For job entry and advancement, however, certain basic skills remain fundamental. These include proficiency in computers, record keeping, finance, management and marketing.

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|------------------------------|-----------------------------------|------------------------------|
| • Accountant                 | • Equipment Dealer                | • Management Specialist      |
| • Appraiser                  | • Farm and Ranch Manager          | • Marketing/Public Relations |
| • Bookkeeper                 | • Farmland Portfolio Analysis     | • Policy/International Trade |
| • Business Manager           | • Farm/Estate Sales               | • Production/Management      |
| • Business Owner             | • Insurance Agent                 | • Trainee                    |
| • Commodity Broker           | • Land Appraiser                  | • Produce Buyer              |
| • Community Development      | • Lending/Finance                 | • Public Relations           |
| • Consultant                 | • Livestock Buyer                 | • Retail Sales               |
| • Elevator Management        | • Loan Officer                    | • Sales Representative       |
| • Farm Management/Operations | • Grain Merchandising/Commodities |                              |

**Gainful Employment:** Federal regulations require institutions to provide students with Gainful Employment information for specific certificate programs offered at IVC. Please click on our Programs of Study link to view the information for each certificate program: <http://www.imperial.edu/courses-and-programs/programs-of-study/>

### TRANSFER PREPARATION

Courses that fulfill major requirements for an associate degree at Imperial Valley College may not be the same as those required for completing the major at a transfer institution offering a bachelor's degree. Students who plan to transfer to a four-year college or university should schedule an appointment with an IVC Counselor to develop a student education plan (SEP) before beginning their program.

#### Transfer Resources:

[www.ASSIST.org](http://www.ASSIST.org) – CSU and UC Articulation Agreements and Majors Search Engine

[www.CSUMentor.edu](http://www.CSUMentor.edu) – CSU System Information

[www.universityofcalifornia.edu/admissions/index.html](http://www.universityofcalifornia.edu/admissions/index.html) - UC System Information

[www.aiccu.edu](http://www.aiccu.edu) – California Independent Colleges and Universities, Association of

<http://wiche.edu/wue> - Western Undergraduate Exchange Programs

### FINANCIAL AID

Paying for the cost of a college education requires a partnership among parents, students and the college. As the cost of higher education continues to rise we want you to know that IVC offers a full array of financial aid programs – grants, work study, scholarships, and fee waivers (we do not participate in the federal loan programs). These programs are available to both full and part time students who are seeking a degree or certificate. For those who qualify, financial aid is available to help with tuition, fees, books and supplies, food, housing, transportation, and childcare. Please log onto our website for additional information: [www.imperial.edu/students/financial-aid-and-scholarships/](http://www.imperial.edu/students/financial-aid-and-scholarships/)

# AGRICULTURE BUSINESS (For Transfer)

## ASSOCIATE DEGREE PROGRAM

### AGRICULTURE BUSINESS

Associate in Science Degree in Agriculture Business for Transfer (AS-T) – 22.0-30.0 units

ALL COURSES FOR THIS MAJOR MUST BE COMPLETED WITH A MINIMUM GRADE OF "C" OR BETTER.

#### REQUIREMENTS FOR THE DEGREE

- I. **Units/GPA** – Must complete a maximum of 60 CSU-transferable semester units with a minimum grade point average (GPA) of at least 2.0 in all CSU-transferable coursework. *NOTE: While a minimum of 2.0 is required for admission, some institutions and majors may require a higher GPA. Please consult with a counselor for more information.*
- II. **General Education** – Must complete one of the following general education transfer patterns:
  - A. California State University General Education Breadth Pattern (CSU GE-B) – 39 units minimum
  - B. Intersegmental General Education Transfer Curriculum (IGETC) – 37 units minimum
- III. **Twenty-two to Thirty (22-30) units required for the major**

#### Required for the Major (13-14 units)

AG	120	Soil Science	3.0
OR			
CHEM	100	Introduction to Chemistry	4.0
AG	130	Agricultural Economics	3.0
ECON	102	Introduction to Macro Economics	3.0
MATH	119	Elementary Statistics	4.0

#### List A: Select three courses (9-10 units): 9.0-10.0

AG	134	Agricultural Business Organization (3.0)
AG	136	Agricultural Sales, Communication, and Service Management (3.0)
AG	138	Computer Applications in Agriculture (3.0)
AG	140	Principles of Plant Science (4.0)

#### List B: Select (0-6 units) 0.0-6.0

Any course not selected from List A above		
AG	220	Irrigation and Drainage (3.0)
AG	230	Fertilizer and Soil Amendments (3.0)

Total Major Units	22.0-30.0
CSU-GE or IGETC Pattern	37.0-39.0
Electives (as needed to reach 60 CSU transferable units)	
<b>Total Maximum Units:</b>	<b>60.0</b>