



# Agribusiness II (HAG2062B)

## NDCDE Resources

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Welcome: Start Here!

## Course Overview, Portfolio, and Textbook- READ NOW!

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Portfolio Instructions: Download and Read First!

Course Portfolio Information and Examples

How-to Video: Sharing your Pathbrite Portfolio with your Teacher. View, learn, and share yours today!

Course Textbook- USE THIS FOR ALL UNITS, ASSIGNMENTS, AND READINGS.

QUIZ- Course Portfolio- Complete after reading all materials on the Course Portfolio- Within first FIVE days of course

## Supervised Agriculture Experience Project - SAE - Major Grade

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SAE Project Requirements

SAE Examples!

SAE Skill Sets (Important Resource for your SAE Portfolio)

SAE: Teacher Contact (Complete within first week of course!)

QUIZ- SAE- Complete after reading all materials about the SAE Project

## Discussion Board: Getting to Know You- Complete Before Unit 1 (Within First 10 Days of Class)

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## Unit 1: Should I Start a Business of My Own?

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Unit 1 Study Guide Attached

Should I Start a Business of My Own E-Chapter

Unit 1 PPT.ppt

SBA Is Entrepreneurship For You?

20 Questions Before Starting your Business

SBA 10 Steps to Starting a Business

SBA Business Types

Young Entrepreneurs; Advice for Starting a Business as a Minor

Check List for You Entrepreneurs Assignment

Unit 1: Should I Start a Business of My Own Quiz

## Unit 2: Finding the Right Business for You

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Unit 2 Study Guide Attached

Finding the Right Business for You E-chapter

Unit 2 PPT

What is Niche Marketing?

"Niche Market" Edamame Vegetable Soybeans

Is Sustainable Attainable?

Farm Beginnings Profiles Assignment

Unit 2: Finding the Right Business for You Quiz

## Unit 3: Doing Research To Measure Your Market Potential

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## Unit 3 Study Guide

Doing Research To Measure Your Market Potential E-Chapter

Unit 3 PPT

How to Assess the Market Potential of Your Idea

Is Your Agribusiness Project Feasible?

Unit 3: Doing Research To Measure Your Market Potential Quiz

## Unit 4: Making Your Small Business Start-Up Plan

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### Unit 4 Study Guide

Making A Business Plan

Introduction to Budgeting

Making and Using Cash Flow Budgets

Taking Inventory To Make a Balance Sheet

Making a Balance Sheet

Making Your Small Business Start-Up Plan

Write your Business Plan Assignment

Unit 4: Making Your Small Business Start-Up Plan Quiz

## Unit 5: Finding Capital To Start a Small Business

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### Unit 5 Study Guide

Finding Capital To Start a Small Business E-Chapter

Estimating Startup Costs and Using Personal Finances

Preparing Financial Statements

Developing a Cash Flow Analysis and Break-even Analysis

Borrowing Money for Your Business

SBA Financial Assistance Eligibility

Grants and Venture Capital

Finding Capital To Start a Small Business Assignment

Small Farm Funding Resources

Unit 5 Finding Capital To Start a Small Business Quiz

## Unit 6: Turning Your Plans Into a Legal Business

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### Unit 6 Study Guide

Turning Your Plans Into a Legal Business E-Chapter

Environmental Regulations

Finance Law

Online Business Law

Advertising Law

Employment Law Guide

New and Small Business Law

Legal Expenses

Understanding Fair Practice

Federal Licenses & Permits

State Licenses & Permits

How to Find the Right License and Permit for Your New Business

Unit 6: Turning Your Plans Into a Legal Business Assignment

Turning Your Plans Into a Legal Business

## Unit 7: Preparing To Manage Your Business

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### Unit 7 Study Guide

Preparing To Manage Your Business E-Chapter

Understanding Farm and Business Accounting

Understanding the Taxes Businesses Must Pay

Selecting Your System of Records and Accounting  
Understanding Profit or Loss and Financial Progress  
Preparing To Manage Your Business Assignment  
Unit 7 Preparing To Manage Your Business Quiz

## Mid-term Exam

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Mid-term Exam

## 2nd Major Portfolio Update

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## Unit 8: Managing Risks and Liabilities

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Unit 8 Study Guide  
Managing Risks and Liabilities E-Chapter  
Risk Management Strategies  
Setting Up a Risk Management System  
Risk Management Tools  
How to Manage Risk in Your Business  
Crisis Management  
Small Business Resources  
5 Techniques to Control Small Business Risk Video  
6 "Rules of Thumb" for Small Business Risk Management Video  
11 Most Common Risk Management Mistakes Made by Small Business Owners Video  
Unit 8 Managing Risks and Liabilities Assignment  
Unit 8 Managing Risks and Liabilities Quiz

## Unit 9 Marketing and Selling Your Products

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Unit 9 Study Guide  
Marketing and Selling Your Products E-Chapter  
Unit 9 PPT  
How to Master the Art of Salesmanship  
Hitting the bull's eye: Defining your target market!  
Marketing 101  
Marketing 201  
Email Marketing  
Marketing 101 Video  
Unit 9 Marketing and Selling Your Products Assignment  
Unit 9 Marketing and Selling Your Products Quiz

## Unit 10 Pricing Your Products and Services

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Unit 10 Study Guide  
Unit 10 E-Chapter  
Pricing Products or Services  
How To Price Your Products and Services  
How to Price Your Small Business' Products and Services  
10 Questions to Ask When Pricing Your Product  
USDA Agricultural Marketing Service - COOL Grocery Labeling Video  
Unit 10 Pricing Your Products and Services Assignment  
Unit 10 Pricing Your Products and Services Quiz

## Unit 11 Promoting Your Business and Products

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Unit 11 Study Guide  
Promoting Your Business and Products E-Chapter  
Unit 11 PPT  
Advertising: The Basics

How to Comply with Advertising Laws -- Truth-in-Advertising Laws  
Change the Way You Market to Your Agricultural Customers Video  
Agricultural Marketing Video  
Roadside MBA: Product Differentiation at Rosa Brothers Milk Company Video  
Unit 11 Promoting Your Business and Products Assignment  
Unit 11 Promoting Your Business and Products Quiz

## Unit 12 Finding and Managing Employees

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Unit 12 Study Guide  
Finding and Managing Employees E-Chapter  
Unit 12 Power Point  
Compensating Farm Employees  
Finding Employees on a Startup Budget Video  
Filling a Position in the Farm Business  
Hiring and Developing Employees Video  
Employment Law Guide: Laws, Regulations, and Technical Assistance Services  
Employment Taxes  
Independent Contractor (Self-Employed) or Employee?  
Unit 13 Finding and Managing Staff Video  
Unit 12 Employment Assignment  
Unit 12: Finding and Managing Employees Quiz

## Unit 13 Employee-Employer Rights and Liabilities

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Unit 13 Study Guide  
Employee-Employer Rights and Liabilities E-Chapter  
Collective bargaining and labor arbitration: an overview  
Employment Discrimination  
ERISA  
Unemployment compensation  
Workplace safety  
Workers compensation  
U.S. Equal Employment Opportunity Commission (EEOC)  
University of Minnesota - Agricultural Safety and Health Program  
Unit 13 Employee-Employer Rights and Liabilities Assignment  
Unit 13 Employee-Employer Rights and Liabilities Quiz

## Unit 14 Understanding the Taxes Businesses Must Pay

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Unit 14 Study Guide  
Understanding the Taxes Businesses Must Pay E-Chapter  
Do I Have To File a Tax Return? Video  
Form 1040  
Form W-9  
Form W-4  
Form 1040 Schedule C  
Instructions for Schedule C  
Form 1040 Schedule F (Profit or Loss from Farming)  
Instructions for Schedule F  
Tax Guide for Small Business  
Farmer's Tax Guide  
Form 1065 Partnerships  
Form 1120 Corporations  
Corporation Tax Information  
Tax Tips for Small Business Owners Video

Unit 14 Form 1040 Form Assignment

Unit 14 Understanding the Taxes Businesses Must Pay Quiz

## Unit 15 Estate Planning for Farm and Business Owners

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Unit 15 Study Guide

Estate Planning for Farm and Business Owners E-Chapter

Estate Tax Laws May Take Family Farm Video

Estate Tax Statistics

Estate Tax Defined

Frequently Asked Questions on Estate Taxes

Filing Estate and Gift Tax Returns

What's New - Estate and Gift Tax

Deceased Persons – Probate, Filing Estate and Individual Returns, Paying Taxes Due

Income Tax Return for Estates and Trusts

Instructions for Form 1041

Unit 15 Estate Planning for Farm and Business Owners Assignment

Unit 15 Estate Planning for Farm and Business Owners Quiz

## 3rd & Final Portfolio Update: Complete Now

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## Agribusiness II Final Exam

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Agribusiness II Final Exam

SAE Project- FINALIZE NOW IN YOUR PORTFOLIO

## End of Course Survey

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End of Course Survey