

## Colorado AFNR Course Scope and Sequence

| <b>Course Name</b>   | <b>Principles of Ag Business Management A</b>  |   | Course Details<br>Course Requirements<br>Recommended<br>Prerequisites   | This is the second course in sequence for the Agricultural Business Pathway / POS. Content in this course can be inserted into courses in other pathways as part of the 40% non-specified instructional time.                            |                  |
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| <b>Course Description</b>  | In this course student will be comparing and contrasting business models and identifying the advantages and disadvantages to owners and customers within the agribusiness chains. Students will show an understanding of basic recordkeeping skills and applications in an agribusiness. Components include the general journal, balance sheet, cash flow statements, and financial statements, reconciliation of accounts, net worth, income statements, and profit and loss statements. Students will understand how these records can allow for business decisions within an agribusinesses or Supervised Agriculture Experience (SAE) program. |   |   |  |                  |
| Note:  | This is a suggested scope and sequence for the course content. The content will work with any textbook or instructional resource. If locally adapted, make sure all essential knowledge and skills are covered.  |   |   |  |                  |
| SCED Identification #  |  | Schedule calculation based on 60% of a semester instructional time. Scope and sequence allows for additional time for guest speakers, student presentations, field trips, remediation, or other content topics. |   |  |                  |
| All courses taught in an approved CTE program must include Essential Skills embedded into the course content. The Essential Skills Framework for this course can be found at <a href="https://www.cde.state.co.us/standardsandinstruction/essentialskills">https://www.cde.state.co.us/standardsandinstruction/essentialskills</a> |  |   |   |  |                  |
| Unit Number, Title and Brief Description   | Suggested % of Instructional Time  | CTE or Academic Standard Alignment  | Competency / Performance Indicator  | Outcome / Measurement  | CTSO Integration |
| Business Goals & Mission   | 2  | <b>ABS.01.</b> Apply management planning principles in AFNR businesses.   | <b>ABS.01.02.</b> Read, interpret, evaluate and write statements of purpose to guide business goals, Objectives and resource allocation.<br><i>ELA: RW.H1.3.2</i><br><i>RW.H2.3.2</i><br><i>RW.H1.4.1</i><br><i>RW.H2.4.1</i><br><i>RW.H1.2.2</i><br><i>RW.H2.2.2</i> | <b>ABS.01.02.01.a.</b> Read and interpret statements of purpose (e.g., vision, mission statement, Charter, etc.)<br><br><b>ABS.01.02.02.a.</b> Identify the meaning and importance of goals and objectives in AFNR Business enterprises. |                  |
| Business Models – Design Role & Position Advantage Disadvantages   | 5  | <b>ABS.01.</b> Apply management planning principles in AFNR businesses.   | <b>ABS.01.01.</b> Apply micro- and macroeconomic principles to plan and manage inputs and outputs in an AFNR business.  | <b>ABS.01.01.03.a.</b> Define and research the nature of monetary policies in different global   |                  |

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|   |    |  | <p><i>ELA: RW.H1.2.3</i><br/><i>RW.H2.2.3</i><br/><i>RST9-10.4</i><br/><i>RST11-12.4</i><br/><i>MATH: MA.HS.S-ID.C</i><br/><i>MA.HS.S-IC.B</i></p> <p><b>ABS.01.03.</b> Devise and apply management skills to organize and run an AFNR business in an Efficient, legal and ethical manner.</p> <p><i>ELA: RW.H1.1.2</i><br/><i>RW.H2.1.2</i><br/><i>RW.H1.2.3</i><br/><i>RW.H2.2.3</i><br/><i>RST.9-10.4</i><br/><i>RST.11-12.4</i></p> | <p>economic systems (e.g., traditional economic system, command economic system, market Economic system, mixed economic system etc.</p> <p><b>ABS.01.03.03.c.</b> Design methods for AFNR businesses to implement ethical standards in management skills (e.g., management types, organizational structures, time management techniques, conducting business agreements, Etc.).</p> <p><b>ABS.04.01.02.a.</b> Categorize the characteristics of the types of ownership structures used in AFNR businesses (e.g., sole proprietorships, Cooperatives, partnerships and corporations).</p> |  |
|   |    | <b>ABS.04.</b> Develop a business plan for an AFNR business.   | <p><b>ABS.04.01.</b> Analyze characteristics and planning requirements associated with developing Business plans for different types of AFNR businesses.</p>  |  |  |
| Records<br>Journals<br>Balance<br>Profit & Loss<br>Per enterprise | 25 | <b>ABS.02.</b> Use record keeping to accomplish AFNR business objectives, manage budgets and comply with laws and regulations. | <b>ABS.02.01.</b> Apply fundamental accounting principles, systems, tools and applicable laws and regulations to record, track  | <b>ABS.02.02.01.a.</b> Compare and contrast the different types of financial reports (e.g., income statements, cash flow statements,   |  |

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| <p>Reconsolidation<br/>Budget<br/>Whole<br/>Partial<br/>Cash Flow</p>                                |           | <p><b>ABS.04.</b> Develop a business plan for an AFNR business.</p>  | <p>and audit AFNR business transactions (e.g., accounts, debits, credits, assets, liabilities, equity, etc.).<br/> <a href="#">ELA: RW.H1.2.3</a><br/> <a href="#">RW.H2.2.3</a><br/> <a href="#">RST.9-10.4</a><br/> <a href="#">RST.11-12.4</a><br/> <a href="#">RW.H1.3.2</a><br/> <a href="#">RW.H2.3.2</a><br/> <a href="#">RW.H1.4.1</a><br/> <a href="#">RW.H2.4.1</a></p> <p><b>ABS.04.03.</b> Identify and apply strategies to manage or mitigate risk.</p> | <p>equity statements, etc.) and their frequency of use (e.g., daily, weekly, monthly, quarterly, annual) for monitoring AFNR business performance.</p> <p><b>ABS.02.02.01.b.</b> Prepare and interpret financial reports to describe the performance of AFNR businesses (e.g., efficiency, profitability, net worth, financial ratios, working capital ratio, leverage, etc.).</p> <p><b>ABS.04.03.01.b.</b> risk management strategies for AFNR businesses (e.g., cash flow projection, analyze market trends, etc.).</p> |  |
| <p>Record Analyses<br/>Creating Reports<br/>Making business decisions form reports</p> <p>Ratios</p> | <p>15</p> | <p><b>ABS.02.</b> Use record keeping to accomplish AFNR business objectives, manage budgets and comply with laws and regulations</p> | <p><b>ABS.02.01.</b> Apply fundamental accounting principles, systems, tools and applicable laws and regulations to record, track and audit AFNR business transactions (e.g., accounts, debits, credits, assets, liabilities, equity, etc.).<br/> <a href="#">MATH: MA.HS.S-IC.B</a><br/> <a href="#">MA.HS.N-Q.A</a></p>  | <p><b>ABS.02.02.01.c.</b> Recommend appropriate financial reports to assemble to support specific AFNR business decisions (e.g., evaluating efficiency, profitability, net worth, financial ratios, etc.).</p> <p><b>ABS.02.02.01.b.</b> Prepare and interpret financial reports to describe the performance of AFNR businesses (e.g., efficiency, profitability, net worth, financial ratios, working capital ratio, leverage, etc.)</p>  |  |

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| <p>Computer applications (Excel)</p>                           | <p>10</p> | <p><b>ABS.02.</b> Use record keeping to accomplish AFNR business objectives, manage budgets and comply with laws and regulations.</p>  | <p><b>ABS.02.01.</b> Apply fundamental accounting principles, systems, tools and applicable laws and regulations to record, track and audit AFNR business transactions (e.g., accounts, debits, credits, assets, liabilities, equity, etc.).<br/> <a href="#">MATH: MA.HS.S-IC.B</a><br/> <a href="#">MA.HS.N-Q.A</a></p>   | <p><b>ABS.02.01.01.a.</b> Examine and describe accounting systems and procedures used for record keeping in AFNR businesses (e.g., cash vs. accrual systems, identification of appropriate accounts, double-entry accounting, entry of debits and credits, etc.).</p> <p><b>ABS.02.01.01.b.</b> Evaluate the implementation and appropriateness of accounting systems and procedures used for record keeping in AFNR businesses</p>   |  |
| <p>Employment Records Withholding Tax Forms (W2, 1099 etc)</p> | <p>3</p>  | <p><b>ABS.01.</b> Apply management planning principles in AFNR businesses.</p> <p><b>ABS.02.</b> Use record keeping to accomplish AFNR business objectives, manage budgets and comply with laws and regulations.</p> | <p><b>ABS.01.04.</b> Evaluate, develop and implement procedures used to recruit, train and retain productive human resources for AFNR businesses.<br/> <a href="#">ELA: RW.H1.3.2</a><br/> <a href="#">RW.H2.3.2</a><br/> <a href="#">RW.H1.4.1</a><br/> <a href="#">RW.H2.4.1</a><br/> <a href="#">RW.H1.1.2</a><br/> <a href="#">RW.H2.1.2</a><br/> <a href="#">RW.H1.2.2</a><br/> <a href="#">RW.H1.2.3</a><br/> <a href="#">RW.H.2.2.3</a><br/> <a href="#">RST.9-10.4</a><br/> <a href="#">RST.11-12.4</a></p> <p><b>ABS.02.01.</b> Apply fundamental accounting principles, systems, tools and applicable laws and regulations to record, track</p> | <p><b>ABS.01.04.01.a.</b> Research and explain the meaning and functions of human resources in AFNR businesses (e.g., recruitment, evaluate employee performance, employee record management, compensation, etc).</p> <p><b>ABS.02.02.01.a.</b> Compare and contrast the different types of financial reports (e.g., income statements, cash flow statements, equity statements, etc.) and their frequency of use (e.g., daily, weekly, monthly, quarterly, annual) for monitoring AFNR business performance.</p> <p><b>ABS.02.02.01.b.</b> Prepare and interpret financial reports to describe the</p> |  |

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|   |   |  | <p>and audit AFNR business transactions (e.g., accounts, debits, credits, assets, liabilities, equity, etc.)</p> <p><b>ABS.02.02.</b> Assemble, interpret and analyze financial information and reports to monitor AFNR business performance and support decision-making (e.g., income statements, balance sheets, cash-flow analysis, inventory reports, break-even analysis, return on investment, taxes, etc.).<br/> <a href="#">MATH: MA.HS.S-IC.B</a><br/> <a href="#">MA.HS.N-Q.A</a></p>  | <p>performance of AFNR businesses (e.g., efficiency, profitability, net worth, financial ratios, working capital ratio, leverage, etc.).</p> <p><b>ABS.02.02.03.a.</b> Define and classify different types of taxes that may be paid by AFNR businesses (e.g., income, property, sales, employment, estate, etc.).</p>                                     |  |
| Other tax responsibilities (Sales tax, Property tax, income, etc) | 4 | <b>ABS.02.</b> Use record keeping to accomplish AFNR business objectives, manage budgets and comply with laws and regulations. | <p><b>ABS.02.02.</b> Assemble, interpret and analyze financial information and reports to monitor AFNR business performance and support decision-making (e.g., income statements, balance sheets, cash-flow analysis, inventory reports, break-even analysis, return on investment, taxes, etc.).<br/> <a href="#">ELA: RW.H1.4.1</a><br/> <a href="#">RW.H2.4.1</a><br/> <a href="#">RH.9-10.7</a><br/> <a href="#">RH.11-12.7</a><br/> <a href="#">MATH: MA.HS.S-ID.C</a><br/> <a href="#">MA.HS.S-IC.B</a><br/> <a href="#">MA.HS.N-Q.A</a></p> | <p><b>ABS.02.02.03.a.</b> Define and classify different types of taxes that may be paid by AFNR businesses (e.g., income, property, sales, employment, estate, etc.).</p> <p><b>ABS.02.02.03.b.</b> Analyze and describe re-orting requirements for different types of taxes paid by AFNR businesses (e.g., income, property, sales, employment, etc.)</p> |  |

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| <b>Course Name</b> | <b>Principles of Ag. Business Management B</b> | <b>Course Details</b><br>Course Requirements | This is the second course in sequence for the Agricultural Business Pathway / POS. |
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|  |  | Recommended Prerequisites   | Content in this course can be inserted into courses in other pathways as part of the 40% non-specified instructional time.   |  |                  |
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| <b>Course Description</b>  | Instruction includes the use of economic principles such as supply and demand, budgeting, depreciation, ag. finance, risk management, business law, and careers in agribusiness. Students will understand how these records can allow for business decisions within an agribusinesses or Supervised Agriculture Experience(SAE) program. |   |  |  |                  |
| <b>Note:</b>   | This is a suggested scope and sequence for the course content. The content will work with any textbook or instructional resource. If locally adapted, make sure all essential knowledge and skills are covered.  |   |  |  |                  |
| SCED Identification #  |  | Schedule calculation based on 60 % of instructional time in semester. Scope and sequence allows for additional time for guest speakers, student presentations, field trips, remediation, or other content topics.                         |  |  |                  |
| All courses taught in an approved CTE program must include Essential Skills embedded into the course content. The Essential Skills Framework for this course can be found at <a href="https://www.cde.state.co.us/standardsandinstruction/essentialskills">https://www.cde.state.co.us/standardsandinstruction/essentialskills</a> |  |   |  |  |                  |
| Unit Number, Title and Brief Description   | Suggested % of Instructional Time  | CTE or Academic Standard Alignment  | Competency / Performance Indicator   | Outcome / Measurement  | CTSO Integration |
| Supply and demand  | 2  | <b>ABS.01.01.</b> Apply micro- and macroeconomic principles to plan and manage inputs and outputs in an AFNR business.  | <b>ABS.01.01.</b> Apply micro- and macroeconomic principles to plan and manage inputs and outputs in an AFNR business.<br><i>ELA: RW.H1.2.3</i><br><i>RW.H2.2.3</i><br><i>RST.9-10.4</i><br><i>RST.11-12.4</i><br><i>MATH: MA.HS.S-ID.C</i><br><i>MA.HS.S-IC.B</i>                           | <b>ABS.01.01.01.a.</b> Examine and provide examples of microeconomic principles related to decisions about AFNR business inputs and outputs (e.g., supply, demand and equilibrium, elasticity, diminishing returns, opportunity cost, etc.). |                  |
| Asset management<br>Capital vs non capital<br>Depreciation<br>Capital gains  | 3  | <b>ABS.02.01.</b> Apply fundamental accounting principles, systems, tools and applicable laws and regulations to record, track and audit AFNR business transactions (e.g., accounts, debits, credits, assets, liabilities, equity, etc.). | <b>ABS.02.01.</b> Apply fundamental accounting principles, systems, tools and applicable laws and regulations to record, track and audit AFNR business transactions (e.g., accounts, debits, credits, assets, liabilities, equity, etc.).<br><i>MATH: MA.HS.S-IC.B</i><br><i>MA.HS.N-Q.A</i> | <b>ABS.02.01.01.b.</b> Evaluate the implementation and appropriateness of accounting systems and procedures used for record keeping in AFNR businesses   |                  |
| Credit and finance<br>id theft (personal and business)<br>loan types (sources)   | 18   | <b>ABS.03.01.</b> Develop, assess and manage cash budgets to achieve AFNR business goals.   | <b>ABS.03.01.</b> Develop, assess and manage cash budgets to achieve AFNR business goals.  | <b>ABS.03.01.02.a.</b> Research and summarize factors that impact management of cash budgets in AFNR   |                  |

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| <p>credit cards<br/>interest calculations<br/>(Amortization, process)</p>   |           | <p><b>ABS.03.02.</b> Analyze credit needs and manage credit budgets to achieve AFNR business goals</p> | <p><u><i>ELA: RH.9-10.7</i></u><br/> <u><i>RH.11-12.7</i></u><br/> <u><i>RW.H1.2.3</i></u><br/> <u><i>RW.H2.2.3</i></u><br/> <u><i>RST.9-10.4</i></u><br/> <u><i>RST.11-12.4</i></u><br/> <u><i>MATH: MA.HS.S-IC.B</i></u></p> <p><b>ABS.03.02.</b> Analyze credit needs and manage credit budgets to achieve AFNR business goals<br/> <u><i>ELA: RW.H1.2.3</i></u><br/> <u><i>RW.H2.2.3</i></u><br/> <u><i>RST.9-10.4</i></u><br/> <u><i>RST.11-12.4</i></u><br/> <u><i>MATH: MA.HS.S-IC.B</i></u></p> | <p>businesses (e.g., changes in price of inputs/outputs, financial investment performance, capital purchases, human resources, etc.)</p> <p><b>ABS.03.02.02.a.</b> Examine and interpret the terms and conditions associated with credit instruments used in AFNR businesses (e.g., repayment terms, APR, grace periods, personal liability, interest rates, etc.).</p> <p><b>ABS.03.02.01.b.</b> Analyze AFNR business needs to determine the necessity of loans for business operation.</p> <p><b>ABS.03.02.01.c.</b> Analyze and assemble the information needed to obtain credit for AFNR businesses.</p> |  |
| <p>Risk management<br/>Insurance<br/>Diversification<br/>Market<br/>Personal/ asset<br/>Liability<br/>Retirement<br/>Asset transfer<br/>(personal and business)</p> | <p>15</p> | <p><b>ABS.04</b> Identify and apply strategies to manage or mitigate risk.</p>                         | <p><b>ABS.04.03.</b> Identify and apply strategies to manage or mitigate risk.</p>  | <p><b>ABS.04.03.01.a.</b> Assess and classify sources of risk for an AFNR business (e.g., financial risk, public perception of company, etc.)</p> <p><b>ABS.04.03.01.b.</b> risk management strategies for AFNR businesses (e.g., cash flow projection, analyze market trends, etc.)</p> <p><b>ABS.04.03.01.c.</b><br/>Determine methods to</p>   |  |

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|   |    |  |  | <p>match risk management strategies to risk situations in an AFNR business.</p> <p><b>ABS.04.03.02.a.</b> Research and summarize examples that illustrate the importance of risk and uncertainty within AFNR businesses</p> <p><b>ABS.04.03.02.b.</b> Analyze alternative approaches to reducing risk for AFNR businesses (e.g., insurance for product liability, property, production or income loss for personnel life and health, etc.)</p> |  |
| Business plans                                    | 15 | <p><b>ABS.04.01.</b> Analyze characteristics and planning requirements associated with developing business plans for different types of AFNR businesses.</p> | <p><b>ABS.04.01.</b> Analyze characteristics and planning requirements associated with developing business plans for different types of AFNR businesses.</p> <p><i>ELA: RW.H1.2.3</i><br/> <i>RW.H2.2.3</i><br/> <i>RW.H1.3.2</i><br/> <i>RW.H2.3.2</i><br/> <i>RW.H1.4.1</i><br/> <i>RW.H2.4.1</i><br/> <i>RST.9-10.4</i><br/> <i>RST.11-12.4</i></p> | <p><b>ABS.04.01.03.a.</b> Research and describe the components to include in a business plan for an AFNR business</p>  |  |
| Business ethics<br>Law<br>Contracts<br>Agreements | 3  | <p><b>ABS.01</b> Apply management planning principles in AFNR businesses.</p>  | <p><b>ABS.01.03.</b> Devise and apply management skills to organize and run an AFNR business in an efficient, legal and ethical manner.</p> <p><i>ELA: RW.H1.1.2</i><br/> <i>RW.H2.1.2</i><br/> <i>RW.H1.2.3</i><br/> <i>RW.H2.2.3</i><br/> <i>RST.9-10.4</i><br/> <i>RST.11-12.4</i></p>  | <p><b>ABS.01.03.03.a.</b> Identify and evaluate the presence or lack of ethical standards in planning and operating AFNR businesses.</p> <p><b>ABS.01.03.03.c.</b> Design methods for AFNR businesses to implement ethical standards in management skills (e.g.,</p>   |  |



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|  |  |  |  | management types, organizational structures, time management techniques, conducting business agreements, etc.). |  |
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**CAS Academic Standards Alignment:** Online Version: <https://www.cde.state.co.us/apps/standards/>; Download version: <https://www.cde.state.co.us/apps/standards/>

### Reading, Writing, and Communicating:

- RW.H1.2.3 – Utilize context, parts of speech, grammar, and word choice to understand narrative, argumentative, and informational texts.
- RW.H2.2.3 – Understand how language influences the comprehension of narratives, argumentative, and informational texts.
- RW.H1.3.2 – Write informative/explanatory texts using complex ideas and organizational structure and features that are useful to audience comprehension.
- RW.H2.3.2 – Write informative/explanatory texts to examine and convey complex ideas through the effective selection, organization, and analysis of content.
- RW.H1.4.1 – Synthesize multiple, authoritative literary and/or informational sources, creating cohesive research projects that show an understanding of the subject.
- RW.H2.4.1 – Synthesize multiple, authoritative literary and/or informational sources to answer questions or solve problems, producing well-organized and developed research projects that defend information, conclusions, and solutions.
- RST.9-10.4 - Determine the meaning of symbols, key terms, and other domain-specific words and phrases as they are used in a specific scientific or technical context relevant to *grades 9-10 texts and topics*.
- RST.11-12.4 - Determine the meaning of symbols, key terms, and other domain-specific words and phrases as they are used in a specific scientific or technical context relevant to *grades 11-12 texts and topics*.
- RH.9-10.7 - Integrate quantitative or technical analysis (e.g., charts, research data) with qualitative analysis in print or digital text.
- RH.11-12.7 - Integrate and evaluate multiple sources of information presented in diverse formats and media (e.g., visually, quantitatively, as well as in words) in order to address a question or solve a problem.

### Math:

- MA.HS.S-ID.B – Interpreting Categorical & Quantitative Data: Summarize, represent, interpret data on two categorical and quantitative variables.
- MA.HS.S-ID.C – Interpreting Categorical & Quantitative Data: Interpret linear models.
- MA.HS.S-IC.B – Making inferences & Justifying Conclusions: Make inferences and justify conclusions from sample surveys, experiments, and observational studies.
- MA.HS.N-Q.A – Quantities: Reason quantitatively and use units to solve problems.

### Science:

- SC.HS.1.6 – Energy is a quantitative property of a system that depends on the motion and interactions of matter and radiation within that system.
- SC.HS.1.7 – Energy cannot be created or destroyed, but it can be transported from one place to another and transferred between systems.
- SC.HS.1.9 – Although energy cannot be destroyed, it can be converted to less useful forms as it is captured, stored, and transferred.
- SC.HS.2.6 – A complex set of interactions determine how ecosystems respond to disturbances.
- SC.HS.2.11 – Genetic variation among organisms affect survival and reproduction.
- SC.HS.3.4 – Earth’s systems, being dynamic and interacting, cause feedback effects that can increase or decrease the original changes, and these effects occur on different time scales, from sudden to very long term tectonic cycles.
- SC.HS.3.7 – The role of radiation from the sun and its interactions with the atmosphere, ocean, and land are the foundational for the global climate system. Global climate models are used to predict future changes, including changes influences by human behavior and natural factors.
- SC.HS.3.9 – Resource availability has guided the development of human society and use of natural resources has associated costs, risks, and benefits.
- SC.HS.3.11 – Sustainability of human societies and the biodiversity that supports them requires responsible management of natural resources, including the development of technologies.
- SC.HS.3.12 – Global climate models used to predict future climate change continues to improve our understanding of the impact of human activities on the global climate system.

### **Essential Skills:**

#### Problem Solver:

- **Critical Thinking and Analysis:** The ability to apply a deliberate process of identifying problems, gathering information, and weighing possible solutions, including: making choices rooted in understanding patterns, cause-and-effect relationships, and the impacts that a decision can have on the individual and others.

#### Communicator:

- **Digital Literacy:** the ability to learn, access, and evaluate information through digital platforms and networks using digital devices, including: the practice of digital citizenship and the prevention of cyberbullying, norms of appropriate, and responsible behavior and discourse.
- **Data Literacy:** the ability to identify, collect, evaluate, analyze, interpret, present, and protect data.

#### Empowered Individual:

- **Self-Management:** the ability to manage one’s emotions, thoughts, and behaviors effectively in different situation and to achieve goals and aspirations, including: the capacity to delay gratification, manage stress, stay productive and accountability, and feel motivation & agency to accomplish personal/collective goals.