DEPT.  Farm Business Management COURSE NO.  FBMA 2135
NUMBER OF CREDITS:  2
COURSE TITLE: Directed Studies – Enterprise Alternatives
CATALOG DESCRIPTION: This course will assist those students wanting to make changes in their farm business through enterprise expansion, addition or enhancement. The course will develop a set of procedures for exploring and evaluating alternative choices.

AUDIENCE: Farm business operators or managers or others with consent of instructor.

FULFILLS MN TRANSFER CURRICULUM AREA(S): (Leave blank if not applicable)

Area : by meeting the following competencies:
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PREREQUISITES OR NECESSARY ENTRY SKILLS/KNOWLEDGE: None

LENGTH OF COURSE: 1 Semester

THIS COURSE IS USUALLY OFFERED:
Every other year ☐ fall ☐ spring ☐ summer ☐ undetermined ☑

Four goals are emphasized in course at Minnesota West Community & Technical College:

1) ACADEMIC CONTENT:
   a. Select alternatives best suited to personnel and other resources available

2) THINKING SKILLS:
   a. Prioritize criteria that affect implementation of alternatives
   b. Compare industry standards to local standards and personal accomplishments
   c. Evaluate industry standards for alternatives
   d. Compare & contrast alternatives available for new, value added, and expansion
   e. Develop team/project skills and procedures needed to assess alternatives
   f. Apply tools & techniques developed in diploma & certificate programs

3) COMMUNICATIONS SKILLS:
   a. Compose written & oral presentations to promote alternative plans
   b. Conduct team/project meetings to evaluate information for enterprise alternatives

4) HUMAN DIVERSITY:
   a. Determine interviewing techniques needed to evaluate enterprise alternatives
TOPICS TO BE COVERED: Written and oral presentations to promote alternative plans; prioritize and selection of enterprise alternatives; compare and evaluate industry standards; interviewing techniques needed to evaluate enterprise alternatives; team meetings; team/project skills and procedures needed to assess alternatives; new, value added, and expansion alternatives; and tools and techniques developed in diploma and certificate programs.

LIST OF EXPECTED COURSE OUTCOMES: This course will focus on the development and implementation of procedures needed to fully research alternatives and align those alternatives with existing enterprises. This course is designed for students actively engaged in the operation and management of a farm business.

LEARNING/TEACHING TECHNIQUES used in the course are:

- Collaborative Learning
- Problem Solving
- Student Presentations
- Interactive Lectures
- Creative Projects
- Individual Coaching
- Lecture
- Films/Videos/Slides
- Demonstrations
- Other (describe below)
- Lab

This course will be delivered through individual instructional sessions, small group seminars, classroom instruction, or any combination of these.

ASSIGNMENTS AND ASSESSMENTS FOR THIS CLASS INCLUDE:

- Reading
- Tests
- Individual Projects
- Oral Presentations
- Worksheets
- Collaborative Projects
- Textbook Problems
- Papers
- Portfolio
- Group Problems
- Term Paper
- Other (describe below)

TEXT: Current and relevant materials as needed.

Each student will contribute a total of 54 hours of effort per credit toward the completion of this course. Instructor will use Farm Business Management Student Assessment Form.

EXPECTED STUDENT LEARNING OUTCOMES: Students will be evaluated on their ability to:

1) Complete the course goals listed above.

The information in this course outline is subject to revision

Veteran Services: Minnesota West is dedicated to assisting veterans and eligible family members in achieving their educational goals efficiently. Active duty and reserve/guard military members should advise their instructor of all regularly scheduled military appointments and duties that conflict with scheduled course requirements. Instructors will make every effort to work with the student to identify adjusted timelines. If you are a veteran, please contact the Minnesota West Veterans Service Office.

To receive reasonable accommodations for a documented disability, please contact the campus Student Services Advisor or campus Disability Coordinator as arrangements must be made in advance. In addition, students are encouraged to notify their instructor.

This document is available in alternative formats to individuals with disabilities by contacting the Student Services Advisor or by calling 800-658-2330 or Minnesota Relay Service at 800-627-3529 or by using your preferred relay service.

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