

Standards Correlations

Agricultural Business Management III (8026)

Task	SOL Correlations	AFNR Correlations
Demonstrating Personal Qualities and Abilities		
Demonstrate creativity and innovation.	English: 6.1, 6.3, 6.4, 6.6, 6.7, 6.9, 7.1, 7.3, 7.4, 7.6, 7.7, 7.9, 8.1, 8.3, 8.4, 8.6, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WG.4, WHI.1, WHII.1 Mathematics: 6.1, 6.2, 6.3, 6.4, 6.5, 6.6, 6.7, 6.10, 6.11, 6.12, 7.2, 7.3, 7.8, 7.9, 8.2, 8.4, 8.6, 8.7, 8.11, 8.12, 8.17, 8.18, A.9, AFDA.3, AFDA.4, AFDA.5, AFDA.6, AFDA.7, AFDA.8, AII.9, COM.1, COM.3, COM.4, COM.5, COM.8, DM.7, DM.1*, DM.10, DM.2*, DM.3*, PS.3*, PS.4*, PS.7*, PS.9*, PS.10* Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PS.1	
Demonstrate critical thinking and problem solving.	English: 6.1, 6.3, 6.4, 6.5, 6.6, 6.7, 6.9, 7.1, 7.3, 7.4, 7.5, 7.6, 7.7, 7.9, 8.1, 8.3, 8.4, 8.5, 8.6, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, CE.11, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WG.4, WHI.1, WHII.1 Mathematics: 6.1, 6.2, 6.3, 6.4, 6.5, 6.6, 6.10, 6.11, 7.2, 7.3, 7.8, 7.12, 7.13, 8.2, 8.4, 8.8, 8.9, 8.10, 8.11, A.8, A.9, G.1, G.13, G.14, AFDA.3, AFDA.5, AFDA.8, AII.9, AII.10, AII.11, COM.1, COM.3, COM.4, COM.5, COM.8, DM.4, DM.7, DM.1*, DM.2*, DM.3*, DM.9*, PS.9*, PS.10* Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PS.1	

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Demonstrate initiative and self-direction.	English: 6.1, 6.4, 6.6, 6.7, 6.9, 7.1, 7.4, 7.6, 7.7, 7.9, 8.1, 8.4, 8.6, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, CE.11, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrate integrity.	English: 6.1, 7.1, 8.1, 9.1, 9.5, 10.1, 10.5, 11.1, 11.5, 12.1, 12.5 History and Social Science: CE.1, CE.3, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrate work ethic.	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Science: CH.1	
Demonstrating Interpersonal Skills		
Demonstrate conflict-resolution skills.	English: 6.1, 6.2, 6.4, 6.6, 6.7, 6.9, 7.1, 7.2, 7.4, 7.6, 7.7, 7.9, 8.1, 8.2, 8.4, 8.6, 8.7, 8.9, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, VUS.1	
Demonstrate listening and speaking skills.	English: 6.1, 6.2, 6.4, 6.6, 7.1, 7.2, 7.4, 7.6, 8.1, 8.2, 8.4, 8.6, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrate respect for diversity.	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.3, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, USII.9, VUS.1, VUS.13, WG.1, WHI.1, WHII.1	
Demonstrate customer service skills.	English: 6.1, 6.4, 6.7, 7.1, 7.4, 7.7, 8.1, 8.4, 8.7, 9.1, 9.5, 9.6, 10.1, 10.5, 10.6, 11.1, 11.5, 11.6, 12.1, 12.5, 12.6 History and Social Science: CE.1, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Collaborate with team members	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1	

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	History and Social Science: CE.1, CE.3, CE.4, GOVT.1, GOVT.16, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrating Professional Competencies		
Demonstrate big-picture thinking.	English: 6.1, 6.4, 7.1, 7.4, 8.1, 8.4, 9.1, 9.5, 10.1, 10.5, 11.1, 11.5, 12.1, 12.5 History and Social Science: CE.1, CE.4, CE.12, GOVT.1, GOVT.15, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrate career- and life-management skills.	English: 6.1, 6.7, 7.1, 7.7, 8.1, 8.7, 9.1, 9.6, 10.1, 10.6, 11.1, 11.6, 12.1, 12.6 History and Social Science: CE.1, CE.4, CE.12, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 8.4	
Demonstrate continuous learning and adaptability.	English: 6.1, 6.4, 6.7, 6.9, 7.1, 7.4, 7.7, 7.9, 8.1, 8.4, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.1, 11.5, 11.6, 11.8, 12.1, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.3, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Science: BIO.1, CH.1, LS.1, PH.1, PH.4, PS.1	
Manage time and resources.	English: 6.1, 6.2, 6.4, 6.7, 6.9, 7.1, 7.2, 7.4, 7.7, 7.9, 8.1, 8.2, 8.4, 8.7, 8.9, 9.1, 9.5, 9.6, 9.8, 10.1, 10.5, 10.6, 10.8, 11.2, 11.5, 11.6, 11.8, 12.2, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, CE.11, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 6.10, 6.11, 6.12, 7.2, 7.3, 7.8, 7.9, 7.10, 7.11, 7.12, 7.13, 8.4, 8.11, 8.12, 8.13, 8.14, 8.17, 8.18, A.4, A.5, A.8, A.9, AFDA.3, AFDA.4, AFDA.5, AFDA.6, AFDA.7, AFDA.8, COM.1, COM.3, COM.5, COM.8	

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Demonstrate information-literacy skills.	English: 6.1, 6.2, 6.4, 6.6, 6.7, 6.9, 7.1, 7.2, 7.3, 7.4, 7.6, 7.7, 7.9, 8.1, 8.2, 8.3, 8.4, 8.6, 8.7, 8.9, 9.2, 9.5, 9.6, 9.8, 10.2, 10.5, 10.6, 10.8, 11.2, 11.5, 11.6, 11.8, 12.2, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 6.10, 6.11, 7.8, 7.9, 8.11, 8.12, A.8, A.9, AFDA.3, AFDA.4, AFDA.6, AFDA.7, AFDA.8, DM.8, PS.1*, PS.2*, PS.3*, PS.4*, PS.7*, PS.8*, PS.9*, PS.10* Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PH.1, PS.1	
Demonstrate an understanding of information security.	English: 6.1, 6.2, 6.3, 6.4, 6.6, 6.7, 6.8, 6.9, 7.1, 7.2, 7.3, 7.4, 7.6, 7.7, 7.8, 7.9, 8.1, 8.2, 8.3, 8.4, 8.6, 8.7, 8.8, 8.9, 9.1, 9.2, 9.5, 9.6, 9.8, 10.1, 10.2, 10.5, 10.6, 10.8, 11.1, 11.2, 11.5, 11.6, 11.8, 12.1, 12.2, 12.5, 12.6, 12.8 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: COM.10	
Maintain working knowledge of current information-technology (IT) systems.	English: 6.1, 6.3, 6.4, 6.6, 6.9, 7.1, 7.3, 7.4, 7.6, 7.9, 8.1, 8.3, 8.4, 8.6, 8.9 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 7.8, COM.1, COM.2, COM.7, COM.9, COM.10, COM.11, COM.16, COM.18, PS.17 Science: BIO.1, CH.1, ES.1, PH.1	
Demonstrate proficiency with technologies, tools, and machines common to a specific occupation.	History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 6.10, 6.11, 7.9, 8.4, A.7, A.8, A.9, AFDA.1, AFDA.3, AFDA.5, AII.4, AII.7, AII.9, COM.1, COM.7, COM.10, COM.11, COM.12, COM.16 Science: CH.1, ES.1, LS.1, PH.1, PS.1	

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Apply mathematical skills to job-specific tasks.	English: 6.4, 6.6, 6.7, 7.4, 7.6, 7.7, 8.4, 8.6, 8.7, 9.5, 9.6, 10.5, 10.6, 11.5, 11.6, 12.5, 12.6 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Mathematics: 6.1, 6.2, 6.5, 6.6, 6.12, 6.13, 6.14, 7.1, 7.2, 7.3, 7.4, 7.5, 7.6, 7.8, 7.9, 7.11, 7.12, 7.13, 8.4, 8.5, 8.6, 8.8, 8.9, 8.10, 8.11, 8.12, 8.13, 8.14, 8.15, 8.16, 8.17, 8.18, A.1, A.3, A.4, A.5, A.7, A.8, A.9, AFDA.1, AFDA.3, AFDA.5, AFDA.8, AII.3, AII.7, AII.9, AII.10, COM.1, COM.7 Science: 6.1, BIO.1, CH.1, ES.1, LS.1, PH.1, PS.1	
Demonstrate professionalism.	English: 6.1, 7.1, 8.1, 9.1, 10.1, 11.1, 12.1 History and Social Science: CE.1, CE.4, CE.14, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1	
Demonstrate reading and writing skills.	English: 6.1, 6.6, 6.7, 7.1, 7.6, 7.7, 8.1, 8.6, 8.7, 9.1, 9.5, 9.6, 9.7, 10.1, 10.5, 10.6, 10.7, 11.1, 11.5, 11.6, 11.7, 12.1, 12.5, 12.6, 12.7 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Science: 6.1, PH.1, PS.1	
Demonstrate workplace safety.	English: 6.4, 7.4, 8.4, 9.5, 10.5, 11.5, 12.5 History and Social Science: CE.1, CE.4, GOVT.1, USI.1, USII.1, VUS.1, WG.1, WHI.1, WHII.1 Science: CH.1	
Addressing Elements of Student Life		
Identify the purposes and goals of the student organization.		
Explain the benefits and responsibilities of membership in the student organization as		

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a student and in professional/civic organizations as an adult.		
Demonstrate leadership skills through participation in student organization activities, such as meetings, programs, and projects.		
Identify Internet safety issues and procedures for complying with acceptable use standards.		
Exploring Work-Based Learning		
Identify the types of work-based learning (WBL) opportunities.		
Reflect on lessons learned during the WBL experience.		
Explore career opportunities related to the WBL experience.		
Participate in a WBL experience, when appropriate.		
Exploring Leadership Opportunities through FFA		
Identify the role of supervised agricultural experiences (SAEs) in agricultural education.	English: 9.3, 9.5, 10.3, 10.5	
Participate in an SAE.	English: 9.5, 9.8, 10.5, 10.8	
Identify the benefits and responsibilities of FFA membership.	English: 9.5, 9.6, 9.7, 9.8, 10.5, 10.6, 10.7, 10.8	

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Describe leadership characteristics and opportunities as they relate to agriculture and FFA.	English: 9.5, 10.5 History and Social Science: VUS.8, VUS.9, VUS.10, VUS.11, WHII.8, WHII.10, WHII.11	
Apply for an FFA degree and/or an agricultural proficiency award.	English: 9.5, 10.5	
Training for Leadership in the Agribusiness		
Explain how the essential skills of a manager are related to the success of an agribusiness.	English: 12.5	CRP.09 ABS.01.03
Develop community partnerships by networking with local, state, and national agencies.	English: 12.1 History: Govt 7, 8, 9	CRP.01.03 CRP.12.01
Investigate how a community partnership or agency is responding to a current issue related to one's agribusiness.	English: 12.5	CS.01.01 CS.01.02 CS.01.03 CS.02
Demonstrate techniques to motivate, coach, counsel, and reward individuals and teams.		CRP.12.01 ABS.01.03
Developing Employability Skills		
Update a professional online presence.	English; 12.2, 12.5	CRP.10.04
Update a résumé.	English; 12.5, 12.6, 12.7	CRP.04.02

Task	SOL Correlations	AFNR Correlations
Maintain a portfolio.	English; 12.5, 12.6, 12.7	CRP.04.02 CRP.10.04
Research potential employers.	English: 12.5, 12.8	CS.5.13 CRP.07 CRP.10.04 EPF.14
Explain employee incentives and benefits.	English; 12.5	EPF.14
Submit a cover letter, résumé, and portfolio electronically.	English; 12.6, 12.7	
Examine career advancement requirements related to one's career goals.	English; 12.5	CRP.10.02
Compose a letter of resignation.	English: 12.6, 12.7	
Use the SAE Record Book or an alternative method to document the SAE.		
Explain the benefits of SAE/Work-Based Learning (WBL).	English: 12.5, 12.6, 12.7	
Managing Human Resources in an Agribusiness Enterprise		
Describe the hiring process.	English: 12.5	ABS.01.04 ABS.04.02

Task	SOL Correlations	AFNR Correlations
Develop an employee training plan.	English: 12.5	ABS.01.04 ABS.04.02
Describe the employee evaluation process.	English: 12.5	ABS.01.04 ABS.04.02
Examine legal issues and labor laws relevant to agribusiness.	English; 12.5, 12.8	ABS.01.04 ABS.04.02
Describe the process for terminating employees.	English: 12.5	ABS.01.04 ABS.04.02
Making Consumer Choices		
Explain the importance of having a good credit rating.	English: 12.5	EPF.13
Analyze the five C's of credit and their impact on the ability to obtain credit.	English: 12.5	EPF.13
Evaluate the effect of a credit rating on financial decisions and potential transactions.	English: 12.5	EPF.13
Complete a sample credit application.	English: 12.6, 12.7	EPF.13
Compare the terms and conditions of various sources of consumer credit.	English: 12.3, 12.5	EPF.13

Task	SOL Correlations	AFNR Correlations
Compare the costs and conditions of various types of loans.	English; 12.5	EPF.13
Compare the differences among the various types of bankruptcies.	English: 12.5 History: Govt 7, 8, 9	
Calculate payment schedules for a loan, using spreadsheets, calculators, and/or online tools.		ABS.02.01
Identify strategies for effective debt management, including sources of assistance.	English: 12.5	ABS.01.03 ABS.02.01
Distinguish among the types, costs, and benefits of insurance.	English: 12.5	EPF.14
Create a guarantee, a warranty, and a contract.	English: 12.5	
Managing Financial Records and Reports		
Maintain accurate records using generally accepted accounting principles (GAAP).	English; 12.5, 12.6, 12.7	ABS.02.01 ABS.02.02
Use financial ratios to make business decisions.	English; 12.5	ABS.04.03
Create records.	English; 12.5, 12.6, 12.7	ABS.02.02
Create a rent/lease agreement.	English: 12.5, 12.6, 12.7	

Task	SOL Correlations	AFNR Correlations
Maintain a filing system using generally accepted accounting principles (GAAP).		ABS.02.02 ABS.04
Complete a mock business tax form.	English: 12.6, 12.7	EPF.16 ABS.02.02
Understanding International Economics		
Describe the benefits and challenges of global trade.	English: 12.3, 12.5 History: Govt 12, 14, 15	EPF.9 ABS.01
Describe local, regional, national, and international labor trends affecting agribusiness.	English: 12.3, 12.5 History: Govt 7, 8, 9, 12, 14, 15	ABS.01
Managing the Agribusiness Enterprise		
Examine the development of a new product or service for an agribusiness.	English: 11.5, 12.5	ABS.01.04 ABS.04.01 ABS.04.02 CRP.11
Research resources, mentors, and professional advisors to aid in agribusiness development and management.	English: 12.8,	ABS.01.03 ABS.04

Task	SOL Correlations	AFNR Correlations
Identify management roles and responsibilities.	English: 12.5	ABS.01.03
Identify time-management techniques.	English: 12.5	ABS.01.03
Marketing Agricultural Products or Services		
Select the products or services to be marketed by the agribusiness.	English: 11.5, 12.5	CRP.07 ABS.02.02 ABS.04.01 ABS.05.01 CRP.11.01
Conduct market research.	English: 12.8,	CRP.07 ABS.02.02 ABS.04.01 ABS.05.01 CRP.11.01
Select target markets for agricultural products.	English: 12.5	ABS.04.01 ABS.05.01
Investigate technological trends in marketing an agribusiness and its products and/or services.	English: 12.5	EPF.2

Task	SOL Correlations	AFNR Correlations
		ABS.05.01 ABS.05.03 CRP.11
Develop a marketing plan for a product or service for an agribusiness.	English: 12.1, 12.5	ABS.05.03
Develop various types of advertising media to market agribusiness products and services.	English: 12.1, 12.5	ABS.05.03
Evaluate the marketing process based on a marketing plan.	English: 12.5	ABS.05
Deliver a business presentation.	English: 12.1, 12.5	ABS.05
Investigating Commodity Markets, Futures Markets, and Hedging Contracts		
Identify the basics of commodity markets.	English: 12.3, 12.5	ABS.05
Identify the basics of the futures market.	English: 12.5	ABS.05
Identify the basics of futures contracts and how they are used as a hedging strategy.	English: 12.3, 12.5	ABS.05
Define terms associated with futures markets.	English: 12.3	ABS.05
Identify the risks associated with futures contracts.	English: 12.5	ABS.05
Using Business Laws in Agribusiness		

Task	SOL Correlations	AFNR Correlations
Describe laws concerning agribusiness.	English: 12.5 History: Govt 7, 8, 9	ABS.02
Describe the intent of common state and federal laws that apply to agribusinesses.	English: 12.5 History: Govt 7, 8, 9	ABS.01.03
Explain the legal responsibilities of the business to employees and business associates.	English: 12.5 History: Govt 7, 8, 9	ABS.01.04
Evaluating the Agribusiness		
Evaluate selected aspects of the business.	English: 12.5	ABS.04
Develop quality-control procedures.	English: 12.5	ABS.01.04 ABS.04.02
Analyze sales and production records.	English: 12.5	ABS.02
Analyze inventory records.	English: 12.5	ABS.02
Evaluate a profit-distribution plan.	English: 12.5	
Complete mock income tax forms.	English; 12.6, 12.7	EPF.16
Evaluate net worth and P&L statements.	English: 12.5	ABS.04.03 ABS.01.03
Develop an organizational chart.	English: 12.5, 12.6, 12.7	ABS.04.02
Incorporating Mechanical Skills as Related to the Agribusiness Systems Pathway		

Task	SOL Correlations	AFNR Correlations
Demonstrate safety practices and procedures in agricultural mechanics adhering to all safety requirements, industry recommended practices, and instructor guidelines.	English: 12.5 Science: CH.1	CS.03.04
Demonstrate equipment safety and operation as they relate to the agribusiness systems pathway adhering to all safety requirements, industry recommended practices, and instructor guidelines.	English: 12.5	CRP.01.01 CS.03.01 CS.03.02 CS.03.03 CS.03.04 PST.01.02 PST.02.01 PST.02.02
Demonstrate standard measurement techniques used in the agribusiness systems pathway.	English: 12.5 Science: CH.1	CRP.01.01 CS.03.01 CS.03.02 CS.03.03 CS.03.04

Task	SOL Correlations	AFNR Correlations
		PST.01.02 PST.02.01 PST.02.02
Demonstrate drawing for agricultural mechanics as it relates to the agribusiness systems pathway.	English: 12.5	PST.04.01
Demonstrate metalworking operations as they relate to the agribusiness systems pathway adhering to all safety requirements, industry recommended practices, and instructor guidelines.	English: 12.5	CRP.01.01 CS.03.01 CS.03.02 CS.03.03 CS.03.04 PST.01.02 PST.02.01 PST.02.02 PST.04.02
Demonstrate woodworking operations as they relate to the agribusiness systems pathway adhering to all safety requirements,	English: 12.5	CRP.01.01 CS.03.01

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industry recommended practices, and instructor guidelines.		CS.03.02 CS.03.03 CS.03.04 PST.01.02 PST.02.01 PST.02.02 PST.04.02 PST.01.03
Demonstrate electrical operations as they relate to the agribusiness systems pathway adhering to all safety requirements, industry recommended practices, and instructor guidelines.	English: 12.5 Science: PH.11	CRP.01.01 CS.03.01 CS.03.02 CS.03.03 CS.03.04 PST.01.02 PST.02.01 PST.02.02

Task	SOL Correlations	AFNR Correlations
<p>Demonstrate small-engine operations as they relate to the agribusiness systems pathway adhering to all safety requirements, industry recommended practices, and instructor guidelines.</p>	<p>English: 12.5</p>	<p>PST.04.04</p> <p>CRP.01.01</p> <p>CS.03.01</p> <p>CS.03.02</p> <p>CS.03.03</p> <p>CS.03.04</p> <p>PST.01.02</p> <p>PST.02.01</p> <p>PST.02.02</p> <p>PST.03.01</p>
<p>Demonstrate plumbing operations as they relate to the agribusiness systems pathway adhering to all safety requirements, industry recommended practices, and instructor guidelines.</p>		<p>CRP.01.01</p> <p>CS.03.01</p> <p>CS.03.02</p> <p>CS.03.03</p> <p>CS.03.04</p> <p>PST.01.02</p>

Task	SOL Correlations	AFNR Correlations
		PST.02.01 PST.02.02 PST.03.01 PST.04.03