



Agricultural Operations Management

**Agricultural Sales
and Service**

**Agriculture
Program Clusters**

**Agricultural Marketing
and Finance**

Agricultural E-Agribusiness

Agriculture Transfer

Agricultural Operations Management

Agricultural Technology Division

Larry Eichmeier, Division Chair, 641-422-4225, eichmlar@niacc.edu
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The Operations Management curriculum is designed to prepare students to farm, be farm managers, or work in a production field. It provides a sound academic foundation with emphasis on farm management, economics, business management, information management, precision agriculture, agronomy, animal science, human relations, and general education. Two eight-week internship experiences are required. Upon successful completion, graduates will receive an Associate in Applied Science Degree.

NIACC's Ag Advantage: *Champions of Agriculture--Providing high quality, vigorous education opportunities to students.*

- * Innovative Curriculum
- * Industry Partnerships
- * Rewarding Internships
- * Hands-On Labs
- * Highly Regarded by Transfer Institutions
- * Technology Emphasis
- * Award-Winning Faculty
- * Electronic Classrooms
- * Satisfied Graduates

Transfer Opportunities: All classes required in our curriculum can be transferred to Iowa State University and/or Northwest Missouri State. Graduates can transfer to ISU as a junior and work toward a bachelor's degree in the College of Agriculture. Staff can advise you as to the best academic path for transfer.



NIACC Farm Lab: The NIACC Farm Lab consists of 260 no-till acres, 110 acres of pasture, livestock facilities for the swine and beef breeding herds, and provides Ag students with "hands-on" learning experiences in the areas of crop protection and management, precision farming technology, crop and livestock management, show pig and club calf production, and business planning and decision making.

Career Opportunities

Internships: Students in Operations Management complete two paid, eight-week internships. During your internships you will apply your academic skills in an actual work environment. The industry contacts made often lead to full-time employment following graduation.

Employment Opportunities: Jobs for Ag Operations Management graduates include self employed in farming, farm management, GPS/GIS service, production assistants, livestock production, herdspersons, crop production, crop input application, and sales.

Earning Potential: Entry-level salaries for recent NIACC agriculture technology graduates ranged between \$18,000 and \$28,000 annually.

Required Courses/Suggested Schedule

First Year

First Term

AGAS-703 Soil Science	3 s.h.
AGSS-701 Animal Science I	4 s.h.
COMP-101 Computer Applications	3 s.h.
ENGL-101 Composition & Speech I	4 s.h.
MATH-710 Occupational Math I	2 s.h.
MATH-711 Occupational Math II	2 s.h.
	18 s.h.

Second Term

ACCT-101 Introduction to Accounting	3 s.h.
AGAS-701 Crop Science I	3 s.h.
AGBS-710 Ag Economics	3 s.h.
AGSS-702 Animal Science II	4 s.h.
General Education Core	3 s.h.
	16 s.h.

Third Term

AGAS-702 Crop Science II	3 s.h.
AGPS-701 Precision Agriculture Technologies	2 s.h.
AGSS-816 Animal Technologies	1 s.h.
	6 s.h.

Second Year

Fourth Term

AGBS-801 Commodity Marketing	2 s.h.
SDEV-110 Employment Strategies	1 s.h.
SDEV-120 Cooperative Education Internship	4 s.h.
Approved Ag Elective(s)	8 s.h.
	15 s.h.

Fifth Term

AGBS-810 Ag Finance Management	2 s.h.
AGBS-840 Employment Relations & Business Decisions	2 s.h.
AGMS-701 Equipment Maintenance & Management	2 s.h.
SDEV-120 Cooperative Education Internship	4 s.h.
Approved Ag Elective(s)	4 s.h.
	14 s.h.

Total Program Hours **69 s.h.**

Recommended Agriculture Electives

AGAS-801 Soils and Crop Management	2 s.h.
AGAS-805 Crop Production Lab	1 s.h.
AGBS-701 Introduction to Ag Business	3 s.h.
AGBS-812 Ag Real Estate Evaluation	2 s.h.
AGBS-815 Salesmanship & Advertising	2 s.h.
AGPS-702 Site Specific Crop Management	2 s.h.
AGPS-820 Ag Futures & Future Options	2 s.h.
AGSS-710 Animal Nutrition	2 s.h.
AGSS-720 Swine Production	2 s.h.
AGSS-801 Animal Health	2 s.h.
AGSS-805 Livestock Production Lab I	1-2 s.h.
AGSS-806 Livestock Production Lab II	1-2 s.h.
AGSS-810 Beef Cattle Production	2 s.h.
AGSS-815 Swine A.I. Center Management	2 s.h.
WELD-710 Welding	2 s.h.

Agricultural Sales & Service

Agricultural Technology Division

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The Sales and Service curriculum is designed to prepare students to work in the agricultural supply and service industry. It provides a sound academic foundation with emphasis on sales/merchandising, economics, business management, information management, precision agriculture, agronomy, animal science, human relations, and general education. Two eight-week internship experiences are required. Upon successful completion, graduates will receive an Associate in Applied Science Degree.

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Transfer Opportunities: All classes required in our curriculum can be transferred to Iowa State University and/or Northwest Missouri State. Graduates can transfer to ISU as a junior and work toward a bachelor's degree in the College of Agriculture. Staff can advise you as to the best academic path for transfer.



NIACC Farm Lab: The NIACC Farm Lab consists of 260 no-till acres, 110 acres of pasture, livestock facilities for the swine and beef breeding herds, and provides Ag students with "hands-on" learning experiences in the areas of crop protection and management, precision farming technology, crop and livestock management, show pig and club calf production.

Career Opportunities

Internships: Students in Sales & Service complete two paid, eight-week internships. During your internships you will apply your academic skills in an actual work environment. The industry contacts made often lead to full-time employment following graduation.

Employment Opportunities: Jobs for Agriculture Sales & Service graduates include salespersons, counter sales, GPS/GIS service, production assistants, department managers, marketing, insurance, conservation and agency services, and business assistants and managers.

Earning Potential: Entry-level salaries for recent NIACC agriculture technology graduates ranged between \$18,000 and \$28,000 annually

Required Courses/Suggested Schedule

First Year

First Term

AGAS-703 Soil Science	3 s.h.
AGSS-701 Animal Science I	4 s.h.
COMP-101 Computer Applications	3 s.h.
ENGL-101 Composition & Speech I	4 s.h.
MATH-710 Occupational Math I	2 s.h.
MATH-711 Occupational Math II	2 s.h.
	18 s.h.

Second Term

ACCT-101 Introduction to Accounting.....	3 s.h.
AGAS-701 Crop Science I	3 s.h.
AGBS-710 Ag Economics	3 s.h.
AGSS-702 Animal Science II	4 s.h.
General Education Core	3 s.h.
	16 s.h.

Third Term

AGAS-702 Crop Science II	3 s.h.
AGPS-701 Precision Agriculture Technologies	2 s.h.
AGSS-816 Animal Technologies	1 s.h.
	6 s.h.

Second Year

Fourth Term

AGBS-801 Commodity Marketing	2 s.h.
SDEV-110 Employment Strategies	1 s.h.
SDEV-120 Cooperative Education Internship	4 s.h.
Approved Ag Elective(s).....	8 s.h.
	15 s.h.

Fifth Term

AGBS-810 Ag Finance Management.....	2 s.h.
AGBS-815 Salesmanship & Advertising	2 s.h.
AGBS-840 Employment Relations & Business Decisions	2 s.h.
SDEV-120 Cooperative Education Internship	4 s.h.
Approved Ag Elective(s).....	4 s.h.
	14 s.h.

Total Program Hours

69 s.h.

Recommended Agriculture Electives

AGAS-801 Soils and Crop Management	2 s.h.
AGAS-805 Crop Production Lab	1 s.h.
AGBS-812 Ag Real Estate Evaluation	2 s.h.
AGBS-815 Salesmanship & Advertising	2 s.h.
AGPS-702 Site Specific Crop Management	2 s.h.
AGPS-820 Ag Futures & Future Options	2 s.h.
AGSS-710 Animal Nutrition.....	2 s.h.
AGSS-720 Swine Production	2 s.h.
AGSS-801 Animal Health	2 s.h.
AGSS-805 Livestock Production Lab I.....	1-2 s.h.
AGSS-806 Livestock Production Lab II.....	1-2 s.h.
AGSS-810 Beef Cattle Production	2 s.h.
AGSS-815 Swine A.I. Center Management	2 s.h.
WELD-710 Welding	2 s.h.

Agricultural Marketing and Finance

Agricultural Technology Division

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The Marketing and Finance curriculum is designed to prepare students to work in the agricultural service industry. It provides a sound academic foundation with emphasis on business management, economics, information management, sales and marketing, precision agriculture, farm production, human relations, communications, and general education. An eight-week internship experience is required. Upon successful completion, graduates will receive an Associate in Applied Science Degree.

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Transfer Opportunities: All classes required in our curriculum can be transferred to Iowa State University and/or Northwest Missouri State. Graduates can transfer to ISU as a junior and work toward a bachelor's degree in the College of Agriculture. Staff can advise you as to the best academic path for transfer.

NIACC Farm Lab: The NIACC Farm Lab consists of 260 no-till acres, 110 acres of pasture, livestock facilities for the swine and beef breeding herds, and provides Ag students with "hands-on" learning experiences in the areas of crop protection and management, precision farming technology, crop and livestock management, show pig and club calf production, and business planning and decision making.

Career Opportunities

Internships: Students in Marketing and Finance complete one paid, eight-week internship. During your internship you will apply your academic skills in an actual work environment. The industry contacts made often lead to full-time employment following graduation.

Employment Opportunities: Jobs for Agricultural Marketing & Finance graduates include salespersons, accountants, GPS/GIS service, commodity marketing, department managers, production marketing, insurance, conservation, and government agency services, and business assistants and managers.

Earning Potential: Entry-level salaries for recent NIACC agriculture technology graduates ranged between \$18,000 and \$28,000 annually.

Required Courses/Suggested Schedule

First Year

First Term

AGSS-701	Animal Science I	4 s.h.
AGAS-703	Soil Science	3 s.h.
COMP-101	Computer Applications	3 s.h.
ENGL-101	Composition & Speech I	4 s.h.
	Math Elective	3-4 s.h.
		17-18 s.h.

Second Term

ACCT-120	Principles of Accounting I	3 s.h.
AGAS-701	Crop Science I	3 s.h.
AGSS-702	Animal Science II	4 s.h.
ECON-110	Macroeconomics	3 s.h.
ENGL-102	Composition & Speech II	4 s.h.
		17 s.h.

Third Term

AGAS-702	Crop Science II	3 s.h.
AGPS-701	Precision Agriculture Technologies	2 s.h.
AGSS-816	Animal Technologies	1 s.h.
		6 s.h.

Second Year

Fourth Term

ACCT-121	Principles of Accounting II	3 s.h.
AGBS-801	Commodity Marketing	2 s.h.
BUSN-120	Business Law I	3 s.h.
ECON-111	Microeconomics	3 s.h.
SDEV-110	Employment Strategies	1 s.h.
	Approved Ag Elective(s)	4 s.h.
		16 s.h.

Fifth Term

AGBS-810	Ag Finance Management	2 s.h.
AGBS-840	Employment Relations & Business Decisions	2 s.h.
AGPS-820	Ag Futures & Future Options	2 s.h.
SDEV-120	Cooperative Education Internship	4 s.h.
	Approved Ag Elective(s)	4 s.h.
		14 s.h.

Total Program Hours **70-71 s.h.**

Recommended Agriculture Electives

AGAS-801	Soils and Crop Management	2 s.h.
AGAS-805	Crop Production Lab	1 s.h.
AGBS-812	Ag Real Estate Evaluation	2 s.h.
AGBS-815	Salesmanship & Advertising	2 s.h.
AGPS-702	Site Specific Crop Management	2 s.h.
AGSS-710	Animal Nutrition	2 s.h.
AGSS-720	Swine Production	2 s.h.
AGSS-801	Animal Health	2 s.h.
AGSS-805	Livestock Production Lab I	1-2 s.h.
AGSS-806	Livestock Production Lab II	1-2 s.h.
AGSS-810	Beef Cattle Production	2 s.h.
AGSS-815	Swine A.I. Center Management	2 s.h.
WELD-710	Welding	2 s.h.

E-Agribusiness

Agricultural Technology Division

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The E-Agribusiness curriculum is designed to prepare students to utilize e-commerce technology to conduct business. It provides a sound academic foundation with emphasis on agriculture, business management, information technology, computer applications, internet function communications, and entrepreneurship. One eight-week internship experience is required. Upon successful completion, graduates will receive an Associate in Applied Science Degree.

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Career Opportunities

Internships: Students in E-Agribusiness complete one paid, eight-week internship. During your internship you will apply your academic skills in an actual work environment. The industry contacts made often lead to full-time employment following graduation.

Employment Opportunities: Jobs for E-Agribusiness graduates include sales and marketing, accounting, GPS/GIS service, and business opportunities utilizing web applications and development, web graphic design, e-commerce, computer networking, and computer systems support.

Earning Potential: Entry-level salaries for recent NIACC agriculture technology graduates ranged between \$18,000 and \$28,000 annually.

Required Courses/Suggested Schedule

First Year

First Term

BUSN-101 Introduction to Business.....	3 s.h.
COMP-110 Introduction to Computers and Information Systems...	3 s.h.
ECOM-110 Media Experience	3 s.h.
ENGL-101 Composition & Speech I	4 s.h.
ISTS-125 Structure & Design	3 s.h.
	16 s.h.

Second Term

AGAS-701 Crop Science I	3 s.h.
ECOM-101 Intro to E-Commerce.....	3 s.h.
ECOM-115 Visual Communications.....	3 s.h.
Approved General Education Core.....	3 s.h.
Approved Free Elective(s)	3 s.h.
	15 s.h.

Third Term

AGAS-702 Crop Science II	3 s.h.
AGPS-701 Precision Agriculture Technologies	2 s.h.
AGSS-816 Animal Technologies	1 s.h.
	6 s.h.

Second Year

Fourth Term

ECOM-120 Internet Programming I	3 s.h.
ISTS-101 Networking I	4 s.h.
General Education Core	3 s.h.
Approved Ag Elective(s).....	3 s.h.
Approved Free Elective(s)	3 s.h.
	16 s.h.

Fifth Term

BUSN-122 Internet Law	3 s.h.
SDEV-120 Cooperative Education Internship.....	4 s.h.
Approved Career Elective(s).....	4 s.h.
Approved Ag Elective(s).....	6 s.h.
	17 s.h.

Total Program Hours

70 s.h.

Students have considerable flexibility to select courses which will structure the program to meet their personal career goals. A list of co-requisites and prerequisites has been prepared to allow students to determine the sequence of courses to complete the program. An approved list of elective courses is available.