

# Agricultural Business Foundations Scope and Sequence

Block	Discussion Items	Activity and Deliverables
<p>Block 1 (2 Hours) Starting a Business</p>	<ul style="list-style-type: none"> <li>• Welcome and Opening</li> <li>• Participant Discussion</li> <li>• ABF Business Plans</li> <li>• ABF Overview</li> <li>• <i>Lesson 1.1 Organizing a Business</i></li> <li>• <i>Lesson 1.2 Starting a Business</i></li> <li>• Using spreadsheet software</li> <li>• Sample business plans for <i>Dairy Production</i> SAE project</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Activity 1.1.1 Needs and Wants Part Two – Needs and Wants Scenarios</i></li> <li>• <i>Activity 1.1.4 Depth and Breadth</i></li> <li>• SAE for All Checklist</li> <li>• <i>Lesson 1.1 Teacher Notes</i></li> <li>• <i>Lesson 1.2 Teacher Notes</i></li> <li>• <i>Activity 1.2.3 Charting Data</i></li> <li>• <i>Project 1.2.5 Planning a Business</i></li> </ul>
<p>Block 2 (2 Hours) Financial Skills</p>	<ul style="list-style-type: none"> <li>• Break/Questions</li> <li>• Review any questions or concerns from Block 1</li> <li>• ABF Scaffolding – Financial Skills</li> <li>• <i>Lesson 2.1 Categorizing Transactions</i></li> <li>• Solving Word Problems</li> <li>• <i>Lesson 2.2 The Cost of Doing Business</i></li> <li>• <i>Lesson 2.3 Measuring Success</i></li> </ul>	<ul style="list-style-type: none"> <li>• <i>Activity 2.1.1 Income or Expenses? Part Three – Build an Electronic Ledger</i></li> <li>• <i>Activity 2.1.2 Classifying Income and Expenses Part Two – Entering Income and Expenses in E-Accounting Records (AET)</i></li> <li>• View <i>PPT 2.2 Word Problem Strategies</i></li> <li>• <i>Activity 2.2.1 Show Some Depreciation</i></li> <li>• <i>Activity 2.2.4 Paid in Full Part Three – Build an Electronic Net Income Calculator</i></li> <li>• <i>Lesson 2.3 Check for Understanding</i></li> <li>• <i>Project 2.3.4 Business Plan Financials</i></li> </ul>
<p>Block 3 (2 Hours) Business Plan</p>	<ul style="list-style-type: none"> <li>• Break/Questions</li> <li>• <i>ABF Scaffolding – Business Plan</i></li> <li>• <i>Lesson 2.4 Business Decisions</i></li> <li>• Using <i>The Farming Game</i>® gameboard and game pieces to teach analysis using financial documents</li> <li>• <i>Lesson 3.1 Taking Risk Seriously</i></li> <li>• <i>Lesson 3.2 Employment Opportunities</i></li> <li>• <i>Lesson 4.1 Finalizing the Plan</i></li> </ul>	<ul style="list-style-type: none"> <li>• <i>Activity 2.4.3 Applying Business Decisions</i></li> <li>• <i>Project 3.1.4 How Cash Flows</i></li> <li>• <i>Project 3.2.1 Show Your Stuff – Part One Sample Resumes</i></li> <li>• <i>Project 4.1.3 Marketing Gurus</i></li> <li>• <i>Project 4.1.5 Compile the Plan</i></li> </ul>