



## Career Program Area: Farm Management Specialist

### Specific Rules

1. Each team consists of three members. The participants will compete both individually and as a team.
2. In the event of a tie for individuals, three preselected questions from the written exam will be asked and continue in the same sequence until a winner emerges. For teams the first criteria will be the highest team score and if still tied, the second criteria will be the same three preselected questions used to break individual ties as above.
3. Participants need to provide their own calculator and 2 No. 2 pencils and erasers. Participants are encouraged to bring their own Internet devices (phone, tablet, laptop). While every attempt will be made to have Wi-Fi available, it cannot be guaranteed

### Procedures

1. Each team member will work individually to answer test questions on economic principles and concepts, farm business organization, records and record analysis (budgets, taxes, depreciation, marketing etc.) as they relate to farm business management.
2. All members of the team will prepare a response to a Case Study in farm management, assuming the role of an ag lender to make recommendations to the grower. Students will prepare and present an 8-10 minute **presentation** on their findings to a panel of industry representatives. The use of computers and internet will be allowed, however all sources must be properly referenced.

Proficiency level is evaluated in the following subject matter areas:

- Supply and Demand
- Opportunity Costs
- Production functions
- Enterprise selection
- Crop Marketing
- Farm business organization
- Analysis of Records
- Budgeting
- Basic tax management
- Ag Law
- Acquiring capital

## **Program Evaluation**

Individuals will be evaluated on performance in each of the two activity areas

- Written examination = 100 points (individual)
- Case Study = 100 points (team)
- **Total Points Possible = 200 points**

Team scoring will be based on

- Average of three individual written exams = 100 points
- Case Study = 100 points
- **Total Points Possible = 200 points**