

# Agriculture • Commodity Merchandising Option

## Semester Course Outline • 2024 – 2025

20 Months (4 Semesters, 1 Summer Session) • Revised: 1/17/24

Associate of Applied Science (A.A.S.) Degree • Credits Required for Graduation: 80



### First Year – Fall Semester

Course Number	Course Title	Clock Hours	Credits
AG 100	Soil Science	45	3
AG 102	Crop Science	45	3
AGR 105	Ag Safety	28	1
AGR 110	Animal Science	45	3
AGR 233	Commodity Future and Options	45	3
CSC 102	Window Applications for Technicians	45	3
<ul style="list-style-type: none"> <li>Selected Communications Course (Choose one)</li> <li>CMST 101 – Foundations of Communication * (CSS 100 – Career Search Strategies .5 credit)</li> <li>COMM 101 – Communications and Career Strategies</li> <li>ENGL 101 – Composition * (CSS 100 – Career Search Strategies .5 credit)</li> </ul>		45	3
<b>Total</b>		298	19
<b>Optional Courses Available</b>			
CDL 100	CDL Written Preparation	15	1
CDL 105	CDL Vehicle Inspection	28	1
CDL 110	CDL Drivers Training	56	2

### First Year – Spring Semester

Course Number	Course Title	Clock Hours	Credits
AG 122	Fertilizers	45	3
AG 124	Ag Chemicals	45	3
AGR 118	Soil and Water Management	45	3
AGR 163	Principles of Selling	45	3
AGR 166	Commodity Supervised Occupational Experience I	360	6
<ul style="list-style-type: none"> <li>Selected Mathematics Course (Choose one)</li> <li>MATH 100 – Applied General Math</li> <li>MATH 101 – Intermediate Algebra</li> <li>MATH 114 – College Algebra *</li> </ul>		45	3
<b>Total</b>		585	21

### First Year – Summer Session

Course Number	Course Title	Clock Hours	Credits
AGR 176	Commodity Supervised Occupational Experience II	300	5
<b>Total</b>		300	5



**Second Year – Fall Semester**

Course Number	Course Title	Clock Hours	Credits
AGR 120	Seed and Grain Technology	56	2
AGR 235	Commodity Merchandising	45	3
AGR 236	Business Management I	45	3
ACCT 210	Principles of Accounting I	45	3
BUS 236	Financial Management	45	3
<ul style="list-style-type: none"> <li>Selected Behavioral Science Course (Choose one)</li> <li>PSYC 100 – Psychology of Human Relations</li> <li>PSYC 101 – General Psychology *</li> </ul>		45	3
<b>Total</b>		<b>281</b>	<b>17</b>
<b>Optional Courses Available</b>			
AG 200	Animal Nutrition	30	2
AGR 180	Artificial Insemination (AI) Certification	28	1
AGR 202	Livestock Nutrition Problems	56	2
AGR 262	Precision Ag/Data Collection	56	2

**Second Year – Spring Semester**

Course Number	Course Title	Clock Hours	Credits
AG 226	Commodity Marketing	45	3
AGR 237	Business Law/Supervision	45	3
AGR 243	Financial Statement Analysis for Ag	45	3
AGR 276	Commodity Supervised Occupational Experience III	360	6
ECON 201	Principles of Microeconomics I	45	3
<b>Total</b>		<b>540</b>	<b>18</b>
<b>Optional Course Available</b>			
AGR 162	Co-op Principles	30	2
AGR 239	Microsoft Excel for Ag	28	1

All optional courses not listed on your current program semester outline must be approved by your adviser and appropriately identified on the current semester outline of any Ag option.

- Students will select a course in each of the areas listed to meet general education requirements. Courses marked with an asterisk (\*) can be transferred directly to the university system. Students should speak with an advisor before doing so.

Students who select to take transferable communications course CMST 101 or ENGL 101, must also register for CSS 100 – Career Search Strategies for .5 credit. This curriculum is required for all Lake Area Tech graduates and is included in the COMM 101 course but is separate from the university system.