



CTSO Course Alignments: Agricultural Business & Finance

Below you will find standards for the Agricultural Business & Finance course aligned with competitive events from appropriate career and technical student organizations (CTSOs). Knowing the aligned events for your organization will allow you to have additional tools for teaching course standards, as well as increase student engagement and preparation in your CTSO activities. The final column recommends potential tools from other CTSO organizations. Even if your students are not participating in these organizations, available rubrics, tools, and materials can also add to the instructional resources at your disposal for best teaching your content.

Important to note: While the aligned activities below can be important tools in teaching course standards, it is important to note that events may not cover a standard in its entirety and should not be the sole instructional strategy used to address a standard.

	STANDARD	ALIGNED FFA COMPETITIVE EVENTS/PROGRAMS	OTHER POTENTIAL CTSO TOOLS & RESOURCES
1	Explore the evolution of agribusiness in the United States by describing the modern agribusiness sectors and identifying historical milestones impacting their development. Using local job postings and labor and workforce data, research occupations in agribusiness and management, and identify the knowledge, skills, and abilities necessary for employment. (TN Reading 1, 2, 9; TN Writing 7, 9)	<ul style="list-style-type: none"> • FFA: Job Interview 	<ul style="list-style-type: none"> • FBLA: Agribusiness • FCCLA: Job Interview, Career Investigation, Entrepreneurship • HOSA: Job Seeking Skills • SkillsUSA: Job Interview, Entrepreneurship, Employment Application Process • TSA: Career Preparation
2	Review common laboratory safety procedures for tool and equipment operation in the agricultural and biosystems engineering laboratories, including but not limited to accident prevention and control procedures. Demonstrate the ability to follow safety and operational procedures in a lab setting and complete a safety test with 100 percent accuracy. (TN Reading 3; ARNR CS)		<ul style="list-style-type: none"> • HOSA: Biotechnology Laboratory Science • SkillsUSA: Occupational Health and Safety • TSA: Biotechnology Design
3	Demonstrate the ability to prepare basic personal and business records to complete taxes, employment and SAE related applications, including resume, budgets, income statements, balance sheets, cash flow statements, profit and loss statements, and equity statements. (TN Reading 3; TN Writing 4; TN Math N-Q)	<ul style="list-style-type: none"> • FFA: Agricultural Communications, Job Interview, Marketing Plan 	<ul style="list-style-type: none"> • DECA: Accounting Applications, Personal Financial Literacy, Entrepreneurship, International Business Plan • FBLA: Accounting I, Accounting II, Financial Business Plan, Business Plan

4	Examine different forms of saving, investing, and financing by researching available financial services at banks, credit unions, and savings and loans. Justify a selected financial service option for a specific personal and/or agribusiness use by developing a claim and supporting it with reasoning and evidence pulled from the financial institution. (TN Reading 2; TN Writing 1, 7, 9)		<ul style="list-style-type: none"> • DECA: Financial Consulting • FCCLA: National Programs in Action
5	Apply principles of consumer finance, savings, investing, and loans to develop personal and agribusiness budgets. (TN Math N-Q)		<ul style="list-style-type: none"> • DECA: Personal Financial Literacy
6	Using visual representations and mathematical equations, compare and contrast the differences between personal, business, and farm financing, including but not limited to sources, terms, and available risk management strategies (such as insurance, investments, and commodity trading). Using quantitative reasoning and appropriate units, calculate simple and compound interest for a given financing option. (TN Reading 2, 4, 7; TN Math N-Q, A-CED, A-REI)	<ul style="list-style-type: none"> • FFA: Farm Business Management 	<ul style="list-style-type: none"> • DECA: Personal Financial Literacy • FBLA: Business Financial Plan
7	Articulate the components of a business plan, and research exemplars from national or local companies. Demonstrate the ability to prepare basic personal and business records, including budgets, income statements, balance sheets, cash flow statements, profit and loss statements, and equity statements. (TN Reading 3; TN Writing 4; TN Math N-Q)	<ul style="list-style-type: none"> • FFA: Agricultural Communications, Agricultural Sales, Marketing Plan 	<ul style="list-style-type: none"> • DECA: Entrepreneurship, International Business Plan • FBLA: Business Plan, Business Financial Plan • HOSA: Prepared Speaking • TSA: Prepared Presentation
8	Differentiate between bookkeeping and accounting. Justify the need for organized recordkeeping processes as an integral part of a comprehensive management system.	<ul style="list-style-type: none"> • FFA: Farm Business Management 	<ul style="list-style-type: none"> • HOSA: Prepared Speaking • TSA: Prepared Presentation
9	Apply fundamental principles of financial recordkeeping to agribusiness planning, logistics, and operations, including at a minimum the following: a. Differentiating between fixed and variable costs b. Determining pricing methods c. Using general ledger and basic accounting principles (accrual vs. cash basis) d. Calculating depreciation e. Estimating simple and compound interest (TN Math N-Q, A-CED, A-REI)	<ul style="list-style-type: none"> • FFA: Farm Business Management 	<ul style="list-style-type: none"> • DECA: Accounting Applications • FBLA: Accounting I, Accounting II
10	Consult technical texts to research and generate connections regarding the relationships between depreciation, taxation, and insurance. (TN Reading 5)		<ul style="list-style-type: none"> • TSA: Essays on Technology

11	Craft an argumentative essay that makes a claim about the importance of a specific responsible personal finance practice in agribusiness. Develop claim(s) and counterclaim(s) fairly with reasoning and evidence about the factors impacting credit and income. Include basic financial management and financial security tips. (TN Reading 2; TN Writing 1)	<ul style="list-style-type: none"> • FFA: Farm Business Management 	<ul style="list-style-type: none"> • DECA: Financial Consulting Event • HOSA: Researched Persuasive Speaking
12	Examine essential principles of consumer finance by summarizing common banking procedures and services, including establishment of personal and operating accounts. Compare and contrast costs and benefits of financial services based on personal characteristics, wealth, debt, and risk management. (TN Reading 2, 4; TN Writing 7, 9)		<ul style="list-style-type: none"> • DECA: Personal Financial Literacy • FBLA: Banking and Finance, Personal Finance
13	Explain how economic principles apply to agribusiness, including macro versus micro systems, factors and effects of competition, inflation, pricing, and supply and demand relationships. (TN Reading 2, 4, 5; TN Writing 2; TN Math N-Q)	<ul style="list-style-type: none"> • FFA: Agricultural Sales 	
14	Analyze the role of government in setting monetary, fiscal, and taxation policies that affect the operations of agriculture businesses, including the sale of farm commodities. Investigate specific crops and discuss how economic policies set by the government impact the pricing and sale of a commodity, citing evidence from legislation and news articles. Determine the impact such policies have on consumers and producers. (TN Reading 1, 2, 4, 5; TN Writing 2, 7; TN Math S-ID)	<ul style="list-style-type: none"> • FFA: Agricultural Sales, Farm Business Management, Marketing Plan 	<ul style="list-style-type: none"> • FBLA: Banking and Financial Systems
15	Assess the global impact of American commodities on world food markets. Select a commodity produced in America and research foreign trade laws governing its sale. Make a claim about how these laws affect supply and demand in world economies, developing claim(s) and counterclaim(s) with reasoning and evidence from governmental agencies, non-profits, and news articles. (TN Reading 1, 2, 4, 7; TN Writing 1, 7, 8, 9)	<ul style="list-style-type: none"> • FFA: Agricultural Communications, Agricultural Issues 	<ul style="list-style-type: none"> • FBLA: Global Business • HOSA: Biomedical Debate • TSA: Debating Technological Issues
16	Assess the importance of entrepreneurship in society. Differentiate between characteristics of successful and unsuccessful entrepreneurial endeavors. Evaluate methods for identifying opportunities in entrepreneurship and outline the major steps in starting an agribusiness. (TN Reading 2; TN Writing 4, 7)	<ul style="list-style-type: none"> • FFA: Agricultural Communications, Job Interview 	<ul style="list-style-type: none"> • DECA: International Business Plan • FCCLA: Entrepreneurship • SkillsUSA: Entrepreneurship
17	Develop and present a comprehensive business plan for an agriculture-related business. Address at minimum the following components: type of agricultural ventures, projected profits, expenses, margins, returns on investment, and facilities and equipment needs. (TN Writing 4; TN Math N-Q)	<ul style="list-style-type: none"> • FFA: Agricultural Communications, Agricultural Sales, Marketing Plan 	<ul style="list-style-type: none"> • DECA: Entrepreneurship, International Business Plan • FBLA: Business Plan • FCCLA: Entrepreneurship • HOSA: Prepared Speaking • SkillsUSA: Entrepreneurship • TSA: Prepared Presentation

18	Analyze case studies to illuminate the specific challenges of running an agriculture-related business. Determine the role that effective managerial skills play in an agribusiness venture to hypothesize the appropriate managerial skills for a variety of operational issues. (TN Reading 7)	<ul style="list-style-type: none"> • FFA: Agricultural Communications, Marketing Plan 	<ul style="list-style-type: none"> • DECA: Marketing Management Series • FCCLA: Entrepreneurship • SkillsUSA: Entrepreneurship
19	Summarize the history of agriculture-related policy development at the state and national levels. Research and identify major regulatory agencies and outline the principle policies governing modern agribusinesses, citing evidence from specific legislation. Compose an argumentative essay to make a claim supporting or opposing a specific government regulation in agriculture. (TN Reading 2, 8; TN Writing 1, 7)	<ul style="list-style-type: none"> • FFA: Agricultural Issues 	<ul style="list-style-type: none"> • FCCLA: Advocacy • HOSA: Researched Persuasive Speaking
ALL	CAN BE USED WITH ALL/MOST STANDARDS	<ul style="list-style-type: none"> • FFA: Extemporaneous Public Speaking. Job Interview, Prepared Public Speaking 	<ul style="list-style-type: none"> • DECA: Accounting Applications Series; Business Finance Series; Finance Operations Research; Financial Consulting; Financial Literacy Promotion Project; Financial Services Team Decision Making; Personal Financial Literacy; Principles of Finance • FBLA: Accounting I; Business Plan; Financial Business Plan; Business Calculations; Business Math; Personal Finance • FCCLA: Illustrated Talk, Chapter in Review Display, Chapter in Review Portfolio • HOSA: Extemporaneous Writing • SkillsUSA: Career Pathways Showcase, Job Skills Demonstration A, Job Skills Demonstration O, Prepared Speech, Extemporaneous Speaking, Chapter Display • TSA: Extemporaneous Presentation