

Area of Interest: Business

Business - Agriculture (Co-op and Non Co-op Version)

Ontario College Diploma

Program Code: 1938X01FPT

2 Years

Perth Campus

Our Program

Grow your business skills for a career in the increasingly complex agriculture industry.

The two-year Business - Agriculture Ontario College Diploma program combines agriculture with business and management training, providing you with the skills necessary to successfully operate a farming operation or to provide services to agricultural businesses. Agriculture is an increasingly complex industry, with sophisticated agribusiness managers required to make decisions about crop/herd selection and improvement, pest and soil management, equipment maintenance, farm safety and agricultural production. At the same time, there is a growing need for skills and knowledge to apply management concepts related to agricultural financial administration, human resources, operational efficiency, government regulations, technology, sales and marketing.

Through this program, you examine agricultural techniques through a business lens. With a focus on developing fundamental research, financial and operations skills to evaluate farm production methodologies, technologies and systems in order to inform business decisions. You have opportunities to apply your knowledge and skills through activities, simulations, case studies and interactions with professionals in active farm operations.

Students also have the option to gain real-world experience through a paid co-operative education (co-op) work term (see Additional Information for more details). Please note that places in the co-op work term are subject to availability and academic eligibility. Please note admission to the co-op program does not guarantee a co-op placement.

Graduates may seek employment in entry-level farming positions or as entrepreneurs.

Graduates may also seek entry-level employment in a variety of companies and organizations that provide services in the agricultural sector, including businesses providing:

- agricultural supplies
- feed
- banking, accounting or logistical services
- process improvement or animal care support
- equipment and maintenance sales and services

SUCCESS FACTORS

This program is well-suited for students who:

- Are well organized and can work effectively under tight time constraints.
- Are team oriented and enjoy working with others.
- Are dedicated to food safety and sustainability.
- Are excited by the prospect of taking a hands-on approach to learning and interacting with industry partners and business leaders.

Employment

Graduates may engage in entry-level or supervisory farming occupations, become managers in their family business, or become entrepreneurs. Graduates may also find entry-level positions as agricultural equipment and supplies salesperson, agricultural customer support representative, technical sales specialist or agricultural financial or insurance associate.

Learning Outcomes

The graduate has reliably demonstrated the ability to:

- Identify and discuss the impact of global issues on an organization's business opportunities by using an environmental scan.
- Apply principles of corporate sustainability, corporate social responsibility and ethics to support an organization's business initiatives.
- Use current concepts/systems and technologies to support an organization's business initiatives.
- Apply basic research skills to support business decision making.
- Support the planning, implementation and monitoring of projects.
- Perform work in compliance with relevant statutes, regulations and business practices.
- Explain the role of the human resource function and its impact on an organization.
- Use accounting and financial principles to support the operations of an organization.
- Describe and apply marketing and sales concepts used to support the operations of an organization.
- Outline principles of supply chain management and operations management.
- Outline and assess the components of a business plan.
- Develop strategies for ongoing personal and professional development to enhance work performance in the business field.
- Analyze procedures, guidelines and best practices to ensure safe operation and maintenance of agricultural equipment to maximize the lifespan and ROI of farm assets.
- Evaluate agricultural methods and technologies, based on physical environmental conditions and agricultural practices to promote efficiency, profitability and quality of production.
- Identify and apply discipline-specific practices that contribute to the local and global community through social responsibility, economic commitment and environmental stewardship.

Program of Study

Level: 01	Courses	Hours
BUS9301	Business Computer Applications	42.0
ENL9212	Communications I	42.0
HOR9100	Plants, Soil and Fertilization	56.0
LAW9100	Farm Safety and Biosecurity Regulations	42.0
MGT9106	Introduction to Management Fundamentals	42.0
QUA9100	Basic Business Mathematics	56.0
Level: 02	Courses	Hours

ACC9200	Accounting Concepts I	42.0
HOR9201	Crop Production Management	56.0
LAW9200	Legislation and Agriculture	42.0
MGT9200	Equipment and Asset Management	42.0
RET9302	Professional Selling	56.0
SCI9200	Animal Health and Nutrition	42.0
Co-op: 01	Courses	Hours
WKT9200	Business-agriculture Co-op Work Term (optional)	
Level: 03	Courses	Hours
BUS9400	Dairy Business Operations	42.0
ECO9300	Economic Issues	42.0
ENV9300	Sustainable Practices in Agriculture	42.0
HOR9301	Pest, Disease and Weed Management	42.0
HOR9302	Vegetable and Fruit Production Management	42.0
MGT9310	Business Planning 1	28.0
Choose one from equivalencies:	Courses	Hours
GED1938	General Education Elective	42.0
Level: 04	Courses	Hours
ACC9400	Accounting for Agribusiness	56.0
BUS9300	Livestock Business Operations	42.0
ENL9400	Communications for Agribusiness	42.0
FIT9400	Leadership in Society	42.0
MGT9304	Project Management for Business Start-Ups	42.0
MGT9405	Directed Project in Agriculture	42.0
MGT9410	Business Planning 2	28.0

Fees for the 2023/2024 Academic Year

Tuition and related ancillary fees for this program can be viewed by using the Tuition and Fees Estimator tool at <https://www.algonquincollege.com/fee-estimator>.

Further information on fees can be found by visiting the Registrar's Office website at <https://www.algonquincollege.com/ro>.

Fees are subject to change.

Books and supplies cost approximately \$1,750 in the first year and approximately \$1,000 in the second year.

Admission Requirements for the 2024/2025 Academic Year

College Eligibility

- Ontario Secondary School Diploma (OSSD) or equivalent. Applicants with an OSSD showing senior English and/or Mathematics courses at the Basic Level, or with Workplace or Open courses, will be tested to determine their eligibility for admission; OR
- Academic and Career Entrance (ACE) certificate; OR
- General Educational Development (GED) certificate; OR
- Mature Student status (19 years of age or older and without a high school diploma at the start of the program). Eligibility may be determined by academic achievement testing for which a fee of \$50 (subject to change) will be charged.

Program Eligibility

- English, Grade 12 (ENG4C or equivalent)
- Mathematics, Grade 11 (MBF3C or equivalent)
- Applicants with international transcripts must provide proof of the subject-specific requirements noted above and may be required to provide proof of language proficiency. Domestic applicants with international transcripts must be evaluated through the International Credential Assessment Service of Canada (ICAS) or World Education Services (WES).

Should the number of qualified applicants exceed the number of available places, applicants will be selected on the basis of their proficiency in English and mathematics.

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- IELTS-International English Language Testing Service (Academic) Overall band of 6.0 with a minimum of 5.5 in each band **OR** TOEFL-Internet-based (iBT) Overall 80, with a minimum of 20 in each component: Reading 20; Listening 20; Speaking 20; Writing 20.

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Application Information

BUSINESS - AGRICULTURE (CO-OP AND NON CO-OP VERSION)
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Applications to full-time day programs must be submitted with official transcripts showing completion of the academic admission requirements through:

ontariocolleges.ca
60 Corporate Court
Guelph, Ontario N1G 5J3
1-888-892-2228

Students currently enrolled in an Ontario secondary school should notify their Guidance Office prior to their online application at <http://www.ontariocolleges.ca/>.

Applications for Fall Term and Winter Term admission received by February 1 will be given equal consideration. Applications received after February 1 will be processed on a first-come, first-served basis as long as places are available.

International applicants applying from out-of-country can obtain the International Student Application Form at <https://algonquincollege.force.com/myACint/> or by contacting the Registrar's Office.

For further information on the admissions process, contact:

Registrar's Office
Algonquin College Heritage Institute
7 Craig Street
Perth, ON K7H 1X7
Local: 613-267-2859
Toll-free: 1-800-565-4723
TTY: 1-866-620-3845
Fax: 613-267-3950
<https://www.algonquincollege.com/perth>

Additional Information

CO-OP INFORMATION:

All applicants apply directly to the non-co-op version of this program through OntarioColleges.ca or our International Application Portal. Students may elect to participate in the co-op version, two terms prior to the first co-op work term, subject to availability and academic eligibility.

Co-operative education (Co-op) allows students to integrate their classroom learning with a real-world experience through paid work terms. Two academic terms prior to the cooperative education work term, students are required to actively participate in and successfully complete the self-directed co-op course, readiness activities and workshops.

Students must actively conduct a guided, self-directed job search and are responsible for securing approved program-related paid co-op employment. Students compete for co-op positions alongside students from Algonquin College and other Canadian and international colleges and universities. Algonquin College's Co-op Department provides assistance in developing co-op job opportunities and guides the overall process, but does not guarantee that a student will obtain employment in a co-op work term. Co-op students may be required to relocate to take part in the co-op employment opportunities available in their industry and must cover all associated expenses; e.g., travel, work permits, visa applications, accommodation and all other incurred expenses.

Co-op work terms are typically 14 weeks in duration and are completed during a term when students are not taking courses. For more information on your program's co-op level(s), visit the courses tab on your program's webpage.

International students enrolled in a co-op program are required by Immigration, Refugees and Citizenship Canada (IRCC) to have a valid

Co-op/Internship Work Permit prior to commencing their work term. Without this document International students are not legally eligible to engage in work in Canada that is part of an academic program. The Co-op/Internship Work Permit does not authorize international students to work outside the requirements of their academic program.

For more information on co-op programs, the co-op work/study schedule, as well as general and program-specific co-op eligibility criteria, please visit <https://www.algonquincollege.com/coop>.

Programs at Algonquin College are Bring Your Own Device (BYOD). To see the BYOD requirements for your program, please visit: <https://www7.algonquincollege.com/byod/>.

Specific Laddering Opportunities:

The Business-Agriculture program shares several common, core courses with other Business Certificates, Diplomas and Advanced Diplomas at Algonquin College. As such, graduates of Algonquin Business Certificates and Diplomas who are admitted into the Business-Agriculture program, can receive credit for several shared courses.

Likewise, graduates of the Business-Agriculture Diploma may apply to other Certificate, Diploma or Advanced Diploma programs and receive credit for shared and equivalent courses. Algonquin College School of Business programs that share several common core courses include Diplomas in Business-Accounting, Marketing and Management and Entrepreneurship as well as Advanced Diplomas in Business Administration- Accounting, Finance, General Business, Human Resources, International Business, Marketing or Supply Chain and Operations Management.

It is strongly recommended that students use a PC. Mac students may be required to install and learn additional software to successfully complete the course.

Contact Information**Program Coordinator(s)**

- Martin Savard, <mailto:savardm1@algonquincollege.com>, 613-267-2859, ext. 5657

Course Descriptions**ACC9200 Accounting Concepts I**

Students are provided with the basics of financial accounting whether they are interested in becoming a practitioner or are looking to broaden their knowledge of how to properly interpret financial information. Emphasis is on what accounting information is, understanding the accounting cycle, recording transactions, and the preparation and analysis of financial statements.

Prerequisite(s): none

Corerequisite(s):none

ACC9400 Accounting for Agribusiness

Farmers and the agriculture industry face escalating challenges. Changing government policy, market trends and environmental influences contribute to increasingly complex financial challenges for farm entrepreneurs, who must handle financial issues specific to their industry. Topics include accounting concepts involved in measuring and analyzing business transactions and reporting financial results. Through exercises and agriculture-related case studies, students learn about cash flow management and explore the benefits of commodity futures as a financial tool. Students expand practical accounting skills using accounting software designed specifically for Canadian farms. Students examine succession planning strategies and the advantages provided by tax, law, banking and accounting professionals in planning, establishing clarity and providing guidance for farm businesses.

Prerequisite(s): ACC9200

Corerequisite(s):none

BUS9300 Livestock Business Operations

Livestock operational efficiency requires the application of proven animal husbandry methods. Through a combination of group discussions and producer presentations, students learn the effect of health and breeding techniques on livestock production efficiency. In the light of recent technological developments and through farm visits with partners, students explore various livestock production systems applied to beef, dairy and small ruminants. Students select a species of personal interest, review a producer's genetic strategies, reconcile them with electronic livestock records and present their findings in class.

Prerequisite(s): SCI9200

Corerequisite(s):none

BUS9301 Business Computer Applications

The knowledge gained in this course will give the students a solid foundation for future learning in other courses and in business. Students will learn a variety of tasks in Windows file management, and will learn tasks and produce assignments in Microsoft Office for PC. Web based software running computer based simulations and assessments are used to support and enrich the learning experience. Brightspace is used to communicate course standards and information to the students. It is strongly recommended that students use a PC. Mac students may be required to install and learn additional software to successfully complete the course.

Prerequisite(s): none

Corerequisite(s):none

BUS9400 Dairy Business Operations

Substantial regulation makes the Canadian dairy industry a commodity with very specific business considerations. Students explore the dairy industry from a business perspective, by analyzing economic factors and financial implications of the supply management system, modern parlours and robotic milking technology. Students apply a major focus on cow milk production while peripherally investigating the growing trend towards goat and sheep milk production.

Prerequisite(s): SCI9200

Corerequisite(s):none

ECO9300 Economic Issues

Knowledge of contemporary economic issues is essential to understanding the world in which we live. Students examine the fundamental economics issues faced by modern economies with an emphasis on the use of economic models to analyze economic developments accurately and objectively. Key economic problems faced by society, and policy alternatives that governments may use to deal with these problems are also investigated. Influence of economics on student civic, working and personal lives is explored through lectures, discussions and monitoring of current economic events.

Prerequisite(s): none

Corerequisite(s):none

ENL9212 Communications I

Communication remains an essential skill sought by employers, regardless of discipline or field of study. Using a practical, vocation-oriented approach, students focus on meeting the requirements of effective communication. Through a combination of lectures, exercises, and independent learning, students practise writing, speaking, reading, listening, locating and documenting information, and using technology to communicate professionally. Students develop and strengthen communication skills that contribute to success in both educational and workplace environments.

Prerequisite(s): none

Corerequisite(s):none

ENL9400 Communications for Agribusiness

Clear, concise, professional communication skill is an essential tool in any business. Whether in sales, marketing, managing employees, interacting with colleagues or writing proposals for business plans, financial institutions or government grants, skillful communication is at the core. Using real-life scenarios and research skills, students produce informal reports and proposals and deliver presentations to a live audience supported by technology and customized to the intended audience. Students prepare resumes and persuasive cover letters, and develop interview techniques. In all written work, students continue to develop and enhance their grammar skills to meet professional, workplace standards.

Prerequisite(s): none

Corerequisite(s):none

ENV9300 Sustainable Practices in Agriculture

The agricultural industry has a profound impact on society. It feeds the population but also impacts its environment. Consumers are increasingly aware and actively concerned about agriculture's impact on the economy, the environment and society. Students explore mitigation and correction methods for various environmental problems related to water systems and soil management. Topics include the effect of societal trends related to animal welfare, local production, employment and organic methods on the agriculture industry. Students examine provincial regulations, support from the local conservation authority and real cases encountered by farmers to understand the process that must be followed to safely handle environmental issues in agriculture.

Prerequisite(s): none
Corerequisite(s):none

FIT9400 Leadership in Society

Leadership and leadership styles affect society. Students examine different models of leadership, as well as a history of leadership in society. Students discuss the situational leadership model and ethics of various leadership styles.

Prerequisite(s): none
Corerequisite(s):none

GED1938 General Education Elective

For this course, you will have the opportunity to choose one from a group of general education electives. Your options will include courses which cover the following broad topic areas: Arts in Society, Civic Life, Social and Cultural Understanding, or Science and Technology).

Prerequisite(s): none
Corerequisite(s):none

HOR9100 Plants, Soil and Fertilization

Knowledge of plant biology, soil characteristics and proper soil maintenance by producers can substantially affect crop yield and farm profitability. Students examine the basic structure, physiology and functions of plants. Students learn soil properties, fertility and amendment concepts. Topics include soil fertilization practices, plant nutrition, soil testing, fertilizer application, amendments and tillage. Students work with producers to review soil testing procedures, perform soil sampling, review testing results and recommend soil amendments.

Prerequisite(s): none
Corerequisite(s):none

HOR9201 Crop Production Management

Corn, oilseed, forage and grain production are essential to livestock production. These cultures are also the basis for the food production industry. Students examine these fundamental crops and methods for maximizing their production in a financially and environmentally sustainable way. Students combine theory and case studies related to spring planning, early season activities, and harvesting.

Prerequisite(s): HOR9100
Corerequisite(s):none

HOR9301 Pest, Disease and Weed Management

Modern, large-scale crop production can only be profitable with adequate control of pests, weeds and diseases. Students explore the impacts of pests, weeds and diseases on farming operations and their profitability and learn about the various control and mitigation methods. Students review

safe pesticide handling and usage. Students also investigate physical and biological controls available in the context of organic operations or for the benefit of a moderated pesticide utilization.

Prerequisite(s): HOR9100

Corerequisite(s):none

HOR9302 Vegetable and Fruit Production Management

Increased demand for local produce fuels sustainability movements and an increased customer awareness about food origin and quality. Students discuss production management systems for major Ontario fruit and vegetable crops, including planning, planting, growth, harvest, crop rotation, propagation, pruning and training. Through class visits and collaboration with local producers, students review and present production schedules for produce, and explore differences between organic and conventional production methods.

Prerequisite(s): HOR9100

Corerequisite(s):none

LAW9100 Farm Safety and Biosecurity Regulations

Agricultural workers are subject to some of the highest occupational fatality rates in Canada. In addition, biosecurity events greatly jeopardize farmers' income. Students prepare to visit farms, to work collaboratively on their education with producers and to enter the workforce in a manner that ensures their safety and the safety of the producers' livestock. By completing provincially mandated health and safety awareness training, students learn to recognize occupational risk with an emphasis on farm hazards. Students review best practices for biosecurity and collaborate with producers in reviewing and writing a Canada FarmSafe plan for an active operation.

Prerequisite(s): none

Corerequisite(s):none

LAW9200 Legislation and Agriculture

Canadian agriculture is highly regulated to ensure customer safety and continued economic development of the industry. Students examine legislative concepts and regulations that target the agriculture industry to understand the benefits and limitations they impose on farm activities. Students also review the global impact of trade on Canadian agricultural commodities and the effect of changes in trade agreements.

Prerequisite(s): none

Corerequisite(s):none

MGT9106 Introduction to Management Fundamentals

Management principles, including planning, leading, organizing, and controlling in today's organization within the context of ethics, corporate social responsibility and sustainability are explored. The role of the manager and the skills and techniques required to achieve organizational outcomes through the management of people, money and time are also examined.

Prerequisite(s): none

Corerequisite(s):none

MGT9200 Equipment and Asset Management

Efficient farm operations depend on strategic selection and maintenance of machinery, equipment and buildings. Students examine the various equipment required for tillage, planting, fertilization, chemical application, harvesting, housing and storage. Topics include capital asset financial justification, procurement methods and financing. Working with producers, students create practical maintenance schedules and procedures to increase overall profitability and sustainability. Combining class activities and interactive demonstrations with equipment suppliers, students explore safe procedures for operation, maintenance and adjustments of farm equipment.

Prerequisite(s): none

Corerequisite(s):none

MGT9304 Project Management for Business Start-Ups

Entrepreneurs must know how to successfully plan and execute projects on time and within budget. Students learn the basic concepts of project management based on the best practices in this field. The tools and techniques include learning to identify project priorities, assigning and managing resources, budgeting, tracking progress and communicating with stakeholders. Hands-on practice is provided using project scheduling software as a means to understand the work breakdown structure, critical-path activities and resource loading. Case studies are used throughout in order to highlight the practical application of each concept to the planning and completion of project activities.

Prerequisite(s): none

Corerequisite(s):none

MGT9310 Business Planning 1

Concepts acquired through the program are assembled in a strategic plan that culminates in a business plan. Students apply business concepts and tools in defining a business idea, establishing a marketing plan, and designing an operational framework.

Prerequisite(s): MGT9106 and RET9302

Corerequisite(s):none

MGT9405 Directed Project in Agriculture

Continuing professional development is fundamental to the improvement of standards and skills for individuals and their industries. Skills in locating, synthesizing and evaluating information are keys to success. With guidance from experienced faculty, students explore an advanced topic of personal interest in the agriculture industry and summarize findings in the form of a term paper and a class presentation.

Prerequisite(s): none

Corerequisite(s):none

MGT9410 Business Planning 2

Learning is culminated through the development and presentation of a business plan. In completing their business plan, students apply business concepts and tools, including entrepreneurship, finance, marketing, management, accounting, communications, globalization, and business law.

Prerequisite(s): ACC9200 and MGT9310

Corerequisite(s):none

QUA9100 Basic Business Mathematics

The essentials of arithmetic and its applications, including fractions, decimals, percentages, mathematics of buying and selling, payroll, taxes, depreciation and inventory are examined. Students are introduced to the mathematics of finance, including simple and compound interest, annuities, sinking funds, amortization and consumer credit.

Prerequisite(s): none

Corerequisite(s):none

RET9302 Professional Selling

Students are able to support the critical role of trust-based relationship selling and its increasing importance in the business environment. Students develop the skills required to be a sales professional with weekly role playing and a final mock sales presentation with a product/service of their choice. Students analyze buyer motivators, their purchasing process and overcome customer concerns with confidence. The importance of sales ethics and its legal implications are also

examined. Students demonstrate the importance of collaborative, two-way communication in trust-based selling and the business environment.

Prerequisite(s): none

Corerequisite(s):none

SCI9200 Animal Health and Nutrition

Understanding biological principles applied to animal sciences is the basis for success in livestock production. Students learn the anatomy of animals, nutritional requirements and the effect of various diseases on animal health. Topics include digestive, nervous, reproductive and mammary systems, as well as hooves and their maintenance. Through guest participation and site visits, students develop an awareness of general health problems encountered in livestock production operations and the resulting impact on business objectives.

Prerequisite(s): none

Corerequisite(s):none

WKT9200 Business-agriculture Co-op Work Term (optional)

This optional co-op placement provides students with experiential opportunities within the field. Students gain entry-level positions that involve a variety of activities allowing application of principles and concepts developed during previous courses. Students returning from Co-op Work Term will bring additional practical considerations to subsequent courses.

Prerequisite(s): none

Corerequisite(s):none