



Management  
& Administration

**Pathway: Agri-business**

**AGATE**

*Plan of Study: Financial Planning*

**Career Goal (O\*Net Code):** Insert Career Options and O\*Net Codes Here  
 Financial Manager, Branch or Department (11-3031), Loan Officer (13-2072), Commodities Agent (41-0331)

**Suggested High School Courses**

<b>High School</b> <small>* Default includes CDHE Higher Education Admission Requirements</small>	9 <sup>th</sup>	<b>Core Academic Courses*:</b>	English I, Algebra I, Earth or Environmental Science, State History/Civics	<b>Suggested Electives:</b> Computer Applications
		<b>Career Path Courses:</b>	Introduction to Agriculture	
	10 <sup>th</sup>	<b>Core Academic Courses*:</b>	English II, Geometry, Biology, US History, Foreign Language I	<b>Suggested Electives:</b> Speech
		<b>Career Path Courses:</b>	Agriculture II	
	11 <sup>th</sup>	<b>Core Academic Courses*:</b>	English III, Algebra II/ or other, Chemistry	<b>Suggested Electives:</b> Introduction to Business
		<b>Career Path Courses:</b>	Agricultural Marketing	
	12 <sup>th</sup>	<b>Core Academic Courses*:</b>	English IV, Trigonometry or other Math, Botany or other lab based science	<b>Suggested Electives:</b> Spanish I
		<b>Career Path Courses:</b>	Agricultural Mechanics	

**Secondary to Postsecondary Linkages & Certifications**

<b>Recognition for Advanced Learning</b>	<b>Postsecondary Credit Options:</b> Animal Science, Plant Science, and Agricultural Economics – NJC & LLC Equine Science 101 - CNCC
	<b>Industry Recognized Certificate(s) or License(s):</b> Certified Financial Planner

**Colorado Postsecondary Programs Available**

**Colorado Institutions**

**Entrance Exams/ Requirements**

	Colorado Postsecondary Programs Available	Colorado Institutions	Entrance Exams/ Requirements
<b>Postsecondary Education Opportunities</b>	<b>Certificate</b> Agri-Business, Agri-Business Financial Analysis, Agri-business Planning and Financial Records, Agri-business Marketing and Risk Management, Business Administration- Finance, Sales, and Marketing, Sales & Customer Service, Real Estate	NJC, LCC, OJC, TSJC, San Juan Basin Technical College, MCC, PPCC, ACC, Aims CC, CMC, Delta/Montrose Technical College, Emily Griffith Opportunity School, RRCC	High School diploma/GED
	<b>Associate Degree</b> Agricultural Business, Financial Services, Business Administration – Finance Marketing, Business – Real Estate	NJC, LCC, ACC, PPCC, CCA, RRCC	High School diploma/GED
	<b>Bachelor Degree</b> Agricultural Economics, Marketing, Agricultural Business	CSU, Metro State, Fort Lewis College, WSU	See each school's Admissions website
	<b>Graduate Degree</b> MS & PhD – Agricultural & Resource Economics, MBA	CSU, CU – Denver, MSC, CU – Colorado Springs	BA or BS in related field

**Cluster Overview:** The **Management and Administration Career Cluster** prepares students for careers that encompass planning, organizing, directing and evaluating business functions essential to efficient and productive business operations. Business Management and Administration career opportunities are available in every sector of the economy.

**Extended Learning Experiences**

<p><b>Curricular Experiences:</b></p> <p>FFA Ag Sales Marketing Plan Proficiencies SAE-Entrepreneurship</p>	<p><b>Extracurricular Experiences:</b></p> <p>National Western Stock show State FFA Convention National FFA Convention</p>
<p><b>Work-Based Learning Experiences:</b></p> <p>Career Preparation – Paid and Unpaid, Job Shadowing, Internships</p>	<p><b>Program Accreditation and/or Professional Association(s):</b></p> <p>Examples are: FFA – Collegiate Alpha Tau Alpha American Banking Association Gamma Sigma Delta American Farm Bureau National Agri-Marketing Association</p>
<p><b>Service Learning Experiences:</b></p> <p>Community Service Volunteer, 4-H, Boy Scouts of America, Girl Scouts of the USA</p>	

<b>Career Options:</b>		<b>Salary Range:</b>
<b>Certificate</b>	<b>Loan Interviews and clerks, Bookkeeping, Accounting, and Auditing Clerks, Livestock Sales</b>	<b>\$-\$\$</b>
<b>Associate Degree</b>	<b>Loan Officers, Accounting Technician, Wholesale Produce Sales, Real Estate Agent</b>	<b>\$\$-\$\$\$</b>
<b>Bachelor Degree</b>	<b>Financial Manager, Branch or Department, Investment Specialists Securities, Commodities, and financial service sales agent, Agricultural Business Manager</b>	<b>\$\$\$-\$\$\$\$</b>
<b>Graduate Degree</b>	<b>Financial Managers, Risk Management Specialist, International Trade Specialist, Agricultural Economist, Treasurers and Controllers</b>	<b>\$\$\$-\$\$\$\$</b>

\* \$ = \$15-25,000; \$\$ = \$25-55,000; \$\$\$ = \$55-90,000; \$\$\$\$ = Above \$90,000

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