



Course Syllabus

AGMG 2301 - Livestock Business Management

Catalog Description: Instruction in contracts, leases, laws and regulations, estate planning, and applications of personnel and management principles.

Lecture hours = 3, Lab hours = 0

Prerequisites: none

Semester Credit Hours: 3

Lecture Hours per Week: 3

Lab Hours per Week: 0

Contact Hours per Semester: 48

Class section meeting time:

Alternate Operations During Campus Closure: In the event of an emergency or announced campus closure due to a natural disaster or pandemic, it may be necessary for Panola College to move to altered operations. During this time, Panola College may opt to continue delivery of instruction through methods that include, but are not limited to: online learning management system (CANVAS), online conferencing, email messaging, and/or an alternate schedule. It is the responsibility of the student to monitor Panola College's website (www.panola.edu) for instructions about continuing courses remotely, CANVAS for each class for course-specific communication, and Panola College email for important general information.

Instructional Goals and Purposes: The purpose of this course is to introduce the overall complexity of Livestock Business Management. Discuss contract terms related to livestock and real estate; explain laws and regulations pertaining to the livestock industry; illustrate the importance of estate planning; and compare the personnel and management techniques employed in the livestock industry.

Learning Outcomes:

1. Understand the fundamentals of livestock leases and contracts
2. Define fence laws in Texas and how they impact livestock management
3. Define water laws in Texas and how they impact livestock management
4. Understand parts of the Texas Agriculture Code that are relevant to farming and ranching
5. Explain the importance of estate planning
6. Explain general livestock management techniques.

Specific Course Objectives (includes SCANS):

After studying all materials and resources presented in the course, the student will be able to:

1. Understand the fundamentals of livestock leases and contracts (1 A-I, 1A-ii, 1A-iv, 1B-iii, 1B-iv, 1 C-I, 1C-iv, 2A-I, 2A-iii, 2B-I, 2C-i, 2C- ii, 2C-iii, 2D-ii, 2D-iii, 2E-ii)
 - a. Explain the difference between cash renting and share renting
 - b. Understand the principles negotiating a fair cash lease rate in Texas
 - c. Describe the benefits of livestock leases
2. Define fence laws in Texas and how they impact livestock management (1 A-I, 1A-ii, 1A-iv, 1B-iii, 1B-iv, 1 C-I, 1C-iv, 2A-I, 2A-iii, 2B-I, 2C-i, 2C- ii, 2C-iii, 2D-ii, 2D-iii, 2E-ii)
 - a. Understand the fence range restrictions in Texas
 - b. Explain responsibility for fence building and maintenance
 - c. Explain liability for livestock on neighboring land and the roadway
3. Define water laws in Texas and how they impact livestock management (1 A-I, 1A-ii, 1A-iv, 1B-iii, 1B-iv, 1 C-I, 1C-iv, 2A-I, 2A-iii, 2B-I, 2C-i, 2C- ii, 2C-iii, 2D-ii, 2D-iii, 2E-ii)
 - a. Understand drought feeding management
 - b. Describe the basic water laws of Texas pertaining to livestock management
 - c. Explain the importance of water quality for livestock
4. Understand parts of the Texas Agriculture Code that are relevant to farming and ranching (1 A-I, 1A-ii, 1A-iv, 1B-iii, 1B-iv, 1 C-I, 1C-iv, 2A-I, 2A-iii, 2B-I, 2C-i, 2C- ii, 2C-iii, 2D-ii, 2D-iii, 2E-ii)
 - a. Understand Texas agriculture code on estrays
 - b. Understand Texas agriculture code on sale and shipment of livestock
 - c. Understand Texas agriculture code on marks and brands
5. Explain the importance of estate planning (1 A-I, 1A-ii, 1A-iv, 1B-iii, 1B-iv, 1 C-I, 1C-iv, 2A-I, 2A-iii, 2B-I, 2C-i, 2C- ii, 2C-iii, 2D-ii, 2D-iii, 2E-ii)
 - a. Describe the ways to pass property
 - b. Understand the components of a will
 - c. Explain the types of living trusts

6. Explain general livestock management techniques (1 A-I, 1A-ii, 1A-iv, 1B-iii, 1B-iv, 1 C-I, 1C-iv, 2A-I, 2A-iii, 2B-I, 2C-i, 2C- ii, 2C-iii, 2D-ii, 2D-iii, 2E-ii)

- a. Understand bull management
- b. Describe the techniques for producing and marketing livestock
- c. Understand how to increase profitability for cow/calf producers

Methods of Instruction/Course Format/Delivery: The content for the course will be delivered through canvas.

Assessment:

The following items will be assigned during the semester and used to calculate the student's final grade:

- **Chapter Quizzes and Assignments**

Students will read the required material and complete quizzes and assignments over the content. The ability to makeup late quizzes and assignments will be determined by the instructor for a reduced score.

- **Tests**

Students are only allowed ONE makeup test per semester with the approval of the instructor.

- **Final Exam**

The Final Exam will be cumulative.

Assessment and Assignment Rules:

1. **Academic Freedom Instructor Discretion:** Panola College recognizes the necessity of academic freedom. As such, each instructor maintains the right to stipulate rules in addition to this syllabus concerning assignments, make-up work, grading rubrics, classroom recordings, excused absences, extra credit, and any other matters within the individual course offerings. All of the supplemental rules must be made available to the students at the start of the semester or in advance of the completion of individual assignments.
2. **Academic Freedom and Code of Etiquette:** Panola College recognizes the right of the instructor and the students to address controversial subjects. This right to academic freedom is recognized as the principle by which truth may be pursued. Consequently, the college firmly upholds the right of instructors to appropriately express in writing, speaking or action their

understanding, opinions, and knowledge on controversial subjects. Moreover, no student's grade shall be diminished because of an appropriately expressed political opinion. However, the freedom of speech does not act as an excuse for inappropriate language or behavior as it is possible to freely discuss controversial issues without being obscene. Obscenity consists of language and behavior that lacks academic value, is repugnant to the standards of the community, and/or contains libel or slander. Moreover, the freedom of speech does not act as an excuse for violating standards of academic honesty or poor performance on assignments. The instructor and the college reserve the right to remove students from the class and hold disciplinary actions in accord with college policy for obscene language or behavior.

3. **Academic Honesty:** The central theme of education is the enlightenment of the mind. This can only be achieved by hard, honest work. Consequently, cheating and plagiarism are strictly prohibited in the course. A student must not receive from or give to any other student information, answers, or help during an exam. A student must not "steal" the answers from an unsuspecting student during an exam. A student must not use any sources for answers during an exam (including, but not limited to notes, books, or electronic devices) without prior authorization from the professor. A student must not obtain exam questions illegally, tamper with the exam questions, nor change the results of an exam after it has been graded. Moreover, students are prohibited from plagiarizing any assignments. Plagiarism consists in the taking of another person's ideas, words, or information and claiming those properties as one's own or reusing one's own previously submitted assignment. Properly quoting and citing borrowed information is NOT plagiarism. However, since academic integrity is based on the originality of a student's work, no student may submit an assignment that contains an excessive amount of properly cited material. The standards and violations of academic honesty shall be further defined by the individual instructor (in accord with college policy). Individual instructors reserve the right to employ any ample means for proving academic dishonesty. Students have the right to contest a plagiarism or cheating claim through the college appeals process.

Course Content:

A general description of lecture/discussion topics included in this course are listed in the Learning Objectives/Specific Course Objectives sections of this syllabus.

Students in all sections of this course will be required to do the following:

1. Students will study assigned materials and complete quizzes and exams to assess understanding and comprehension.

Course Grade:

The grading scale for this course is as follows:

- Quizzes – 20%
- Assignments – 30%
- Tests – 50%

Grading Scale:

- A = 90-100
- B = 80-89
- C = 70-79
- D = 60-69
- F = 69 and below

Late Work: All listed assignments are due according to the due date provided in Canvas and on the course calendar if you do not complete the assignments on time a 5% per day penalty will automatically be applied to all assignments. If you have missed an assignment due to an approved class absence please contact your instructor for further instructions.

Missed Exams: Missed exams due to legitimate reasons should be taken prior to the reporting of a midterm or final grade as applicable. It is the responsibility of the student to reschedule the makeup with the instructor. The Instructor reserves the right to change the test format of any makeup. Instructors are not required to issue makeup work for an unexcused class absence. Instructor also reserves the right to give full or partial credit for any makeup work that is allowed and that resulted from an unexcused absence.

Missed Quizzes: Missed quizzes due to legitimate reasons should be rescheduled within one week of the scheduled quiz or a date assigned by the Instructor. It is the responsibility of the student to reschedule makeup quizzes. The Instructor reserves the right to change the test format of the makeup quiz. The instructor is not required to make up work for unexcused class absences. The instructor reserves the right to give full or partial credit for any makeup work that is allowed and that resulted from an unexcused absence.

Texts, Materials, and Supplies:

- None

Required & Recommended Readings:

- Posted in Canvas

Other:

- Courses conducted via video conferencing may be recorded and shared for instructional purposes by the instructor.
- For current texts and materials, use the following link to access bookstore listings: <https://www.panolacollegestore.com>
- For testing services, use the following link: <https://www.panola.edu/student-services/student-support/academic-testing-center>
- If any student in this class has special classroom or testing needs because of a physical learning or emotional condition, please contact the ADA Student Coordinator in Support Services located in the Charles C. Matthews Student Center or go to <https://www.panola.edu/student-services/student-support/disability-support-services> for more information.
- Withdrawing from a course is the student's responsibility. Students who do not attend class and who do not withdraw will receive the grade earned for the course.
- Student Handbook, The Pathfinder: <https://www.panola.edu/> (located at the bottom under students)

SCANS CRITERIA

- 1) Foundation skills are defined in three areas: basic skills, thinking skills, and personal qualities.
 - a) Basic Skills: A worker must read, write, perform arithmetic and mathematical operations, listen, and speak effectively. These skills include:
 - i) Reading: locate, understand, and interpret written information in prose and documents such as manuals, graphs, and schedules.
 - ii) Writing: communicate thoughts, ideas, information, and messages in writing, and create documents such as letters, directions, manuals, reports, graphs, and flow charts.
 - iii) Arithmetic and Mathematical Operations: perform basic computations and approach practical problems by choosing appropriately from a variety of mathematical techniques.
 - iv) Listening: receive, attend to, interpret, and respond to verbal messages and other cues.
 - v) Speaking: Organize ideas and communicate orally.
 - b) Thinking Skills: A worker must think creatively, make decisions, solve problems, visualize, know how to learn, and reason effectively. These skills include:
 - i) Creative Thinking: generate new ideas.
 - ii) Decision Making: specify goals and constraints, generate alternatives, consider risks, and evaluate and choose the best alternative.
 - iii) Problem Solving: recognize problems and devise and implement a plan of action.
 - iv) Visualize ("Seeing Things in the Mind's Eye"): organize and process symbols, pictures, graphs, objects, and other information.
 - v) Knowing How to Learn: use efficient learning techniques to acquire and apply new knowledge and skills.
 - vi) Reasoning: discover a rule or principle underlying the relationship between two or more objects and apply it when solving a problem.
 - c) Personal Qualities: A worker must display responsibility, self-esteem, sociability, self-management, integrity, and honesty.
 - i) Responsibility: exert a high level of effort and persevere toward goal attainment.
 - ii) Self-Esteem: believe in one's self-worth and maintain a positive view of oneself.
 - iii) Sociability: demonstrate understanding, friendliness, adaptability, empathy, and politeness in group settings.

- iv) **Self-Management:** assess oneself accurately, set personal goals, monitor progress, and exhibit self-control.
 - v) **Integrity and Honesty:** choose ethical courses of action.
- 2) **Workplace competencies** are defined in five areas: resources, interpersonal skills, information, systems, and technology.
- a) **Resources:** A worker must identify, organize, plan, and allocate resources effectively.
 - i) **Time:** select goal-relevant activities, rank them, allocate time, and prepare and follow schedules.
 - ii) **Money:** Use or prepare budgets, make forecasts, keep records, and make adjustments to meet objectives.
 - iii) **Material and Facilities:** Acquire, store, allocate, and use materials or space efficiently.

Examples: construct a decision time line chart; use computer software to plan a project; prepare a budget; conduct a cost/benefits analysis; design an RFP process; write a job description; develop a staffing plan.

- b) **Interpersonal Skills:** A worker must work with others effectively.
 - i) **Participate as a Member of a Team:** contribute to the group effort.
 - ii) **Teach Others New Skills.**
 - iii) **Serve Clients/Customers:** work to satisfy customer's expectations.
 - iv) **Exercise Leadership:** communicate ideas to justify position, persuade and convince others, responsibly challenge existing procedures and policies.
 - v) **Negotiate:** work toward agreements involving the exchange of resources, resolve divergent interests.
 - vi) **Work with Diversity:** work well with men and women from diverse backgrounds.

Examples: collaborate with a group member to solve a problem; work through a group conflict situation, train a colleague; deal with a dissatisfied customer in person; select and use appropriate leadership styles; use effective delegation techniques; conduct an individual or team negotiation; demonstrate an understanding of how people from different cultural backgrounds might behave in various situations.

- c) **Information:** A worker must be able to acquire and use information.
 - i) **Acquire and Evaluate Information.**
 - ii) **Organize and Maintain Information.**
 - iii) **Interpret and Communicate Information.**
 - iv) **Use Computers to Process Information.**

Examples: research and collect data from various sources; develop a form to collect data; develop an inventory record-keeping system; produce a report using graphics; make an oral presentation using various media; use on-line computer databases to research a report; use a computer spreadsheet to develop a budget.

d) Systems: A worker must understand complex interrelationships.

i) Understand Systems: know how social, organizational, and technological systems work and operate effectively with them.

ii) Monitor and Correct Performance: distinguish trends, predict impacts on system operations, diagnose deviations in systems' performance, and correct malfunctions.

iii) Improve or Design Systems: suggest modifications to existing systems and develop new or alternative systems to improve performance.

Examples: draw and interpret an organizational chart; develop a monitoring process; choose a situation needing improvement, break it down, examine it, propose an improvement, and implement it.

e) Technology: A worker must be able to work with a variety of technologies.

i) Select Technology: choose procedures, tools, or equipment including computers and related technologies.

ii) Apply Technologies to Task: understand overall intent and proper procedures for setup and operation of equipment.

iii) Maintain and Troubleshoot Equipment: Prevent, identify, or solve problems with equipment, including computers and other technologies.

Examples: read equipment descriptions and technical specifications to select equipment to meet needs; set up and assemble appropriate equipment from instructions; read and follow directions for troubleshooting and repairing equipment.