

Agricultural Business and Technology Institute Hartnell College



**HARTNELL
COLLEGE
AGRICULTURAL
BUSINESS AND
TECHNOLOGY
INSTITUTE**

Course descriptions

AGR 49 Intro to Agribusiness

3 Lectures/week

3 units

This class is designed to help students become more aware of the dynamic economic and business activities in the agriculture production and supply industries. It will present a survey of agriculture and the many opportunities both locally, nationally and internationally for graduates with degrees in the many specialized areas of agriculture. Articulated with Cal Poly for AGB 101

AGR 51 Elements of Agribusiness

3 Lectures/week

3 units

Study of private enterprise system as it pertains to the agriculture industry. Covers the initiation and management of business and some of the many decisions involved.

AGR 52 Sales and Service in Agribusiness

3 Lectures/week

3 units

Covers the common methods of selling and communication in agribusiness companies. Emphasizes the service aspects and the many ways that agriculture has unique opportunities. Will cover the motivations for buying, testing and influencing customer acceptance. Articulated: Cal Poly AGB 202; CSUF AGECE 64

AGR 53 Agribusiness Economics

3 Lectures/week

3 units

This course is designed to further the student's study in agriculture and ag production in response to changing economic conditions. Optimizing productions, decision-making, and impact of technological change will be covered. Discussions of market structure and price will also be covered. Approved for Hartnell GE credit in the Social & Behavioral Sciences. Articulated: Cal Poly AGB 212, CSUF AGECE1

AGR 54 Agriculture Marketing

3 Lectures/week

3 units

Surveys the marketing aspects of agricultural products particularly focusing on the major products of the Central Coast. Students will become involved in a hands-on approach to marketing food products and supplies.

AGR 55 Agriculture Accounting Principles

3 Lectures/week

3 units

Principles of agriculture accounting systems and types of records, their use and how to compute and use the measures of earnings and cost of production to improve agribusiness efficiency. Also included are farm income tax, Social Security, and employee payroll needs. Articulated: Cal Poly BUS 212, AGECE 31

AGR 56 Intro to Mechanized Agriculture

2 Hr Lecture/3Hr lab/week

3 units

Basic mechanical skills using woodworking, welding, cold metal, electricity, plumbing, concrete, and project construction skills as related to farm maintenance and repair. Hand and power tool use skills will be developed. Safety practices for all mechanical areas will be covered. Articulated: Cal Poly BRAE 121, CSUF MEAG 1s

AGR 94 Agriculture Machinery Management 2 Hr Lecture/3Hr lab/week 3 units

Use maintenance, adjustment, calibration, and repair of equipment commonly used in California agriculture. Emphasis on primary and secondary tillage, planting, chemical application, and harvesting equipment. The selection and operation of machinery and tractors will be practiced. Safety will be stressed throughout. Articulation: Cal Poly BRAE 141, CSUF MEAG 20

AGR 96 Vegetable Crop Production 2 Hr Lecture/3Hr lab/week 3 units

Involves the study of vegetable production covering the botany, cultural aspects, harvesting, processing, growth characteristics, fertility, pests, and marketing of the major vegetable crops of the Central Coast and throughout California. Field trips to local vegetable production fields and the Hartnell East Campus facilities will be required. Articulated: Cal Poly VGSC 190

AGR 97 Vineyard Production and Management 2 Hr Lecture/3Hr lab/week 3 units

The production and management decisions for grapes, berries, and kiwi fruits will be presented. Topics include climate zones, site selection, financing, farm organization, irrigation systems, field layout, varietal selection, plant nutrition, harvesting operations, labor management, budgeting and marketing. A budget and calendar of operations project will be a part of the class. This will be a core course in the Viticulture major. Articulated: Cal Poly FRSC 231 or VIT 1

AGR 99I Occupational Work Exp/Internship **By arrangement**

Sign up during the spring semester for work experience. Required for certificate completion.

Notes:

1. You can check the articulation to a CSU or UC campus for any course at the website assist.com
2. We are adding additional courses continually and will be adding specific courses in new certificate and AA degree areas over the next two to three years. Those include:

Precision Technology which involves the use of satellite technology in agriculture and industrial equipment guidance, land measurement, remote sensing. We currently have three courses approved in this discipline and are applying for approval to award the certificate and AA degree.

Post Harvest Technology includes development of knowledge and skills in mechanics, welding, refrigeration, electronics, etc.

Food Safety – new courses will be developed in this area soon.



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Take advantage of your first registration opportunity!