



**Agriculture Business Certificate – Required Courses – Spring 2010**

The Agriculture Program offers a Certificate of Achievement in Agriculture with an emphasis in either Agriculture Business or Agriculture Production. Courses in these areas provide students with skills valuable to businesses in the Central Coast's produce industry or with one of the many companies providing support services and products.

Many local employees got their start through the agriculture program at Hartnell College. The hands-on, practical approach helped and motivated many to find their place in a wide range of industry positions, such as sales representative, food marketing positions, produce sales, labor contractors, and many others.

Course #	Title	Units	SPRING 2010 CLASSES	Date Taken	Grade (when complete)
ABT-110	Careers in Agriculture and Technology	2.0			
ABT-57	Agriculture Computer Application	3.0	X		
ABT-58	Agriculture Laws & Regulations	3.0	X		
ABT-90	Soil Science	3.0			
ABT-92	Plant Science	3.0	X		
ABT-99	Cooperative Work Experience	3.0			
ENG-101 **	Intermediate Composition and Reading	(3.0)	X		
OR	or				
ESL-101 **	English for Academic Purposes II	(5.0)	X		
MAT-121 ***	Elementary Algebra	(5.0)	X		
<b>SUBTOTAL UNITS</b>		<b>25-27</b>			
<b>REQUIRED MAJOR COURSES (AG BUSINESS EMPHASIS - complete 14 units)</b>					
ABT-49	Introduction to Agriculture Business	3.0			
ABT-51	Agribusiness Management Project	2.0			
ABT-52	Sales and Service in Agribusiness	3.0			
ABT-53	Agribusiness Economics	3.0			
ABT-54	Agriculture Marketing	3.0			
ABT-160	Introduction to Agriculture	3.0			
BUS-1A	Accounting Principles (Financial)	4.0	X		
BUS-18	Legal Environment of Business	3.0	X		
<b>SUBTOTAL UNITS</b>		<b>14.0</b>			
<b>Total units for certificate completion</b>		<b>39-41</b>			

\*\* Eligibility for Eng-1A fulfills this requirement.

\*\*\* Eligibility for MAT-123 or completion of any math in which MAT-121 is a prerequisite with a grade of "C" or better or a score of 70% or greater on the mathematics competency exam fulfills this requirement.

**AS Degree: Take the General Education required courses 19-21 units**  
**Complete a total of 60 units**

As a result of ongoing changes in technology, the need to expand competencies, and changing transfer requirements, certificate and degree may also change. If you not changes in degrees or certificate requirements, or if courses are not offered in a particular semester, please consult with a counselor or faculty on how best to complete the program in which you are enrolled.

**Questions?**

Please contact the Agricultural Business and Technology Institute at 411 Central Ave. Salinas, CA 93901  
Neil Ledford - Program Leader (831) 755-6960 or [nledford@hartnell.edu](mailto:nledford@hartnell.edu)  
Cristina Westfall - Administrative Assistant (831) 755-6879 or [cwestfall@hartnell.edu](mailto:cwestfall@hartnell.edu)  
Fax: (831) 759-6045 - Visit us at [www.hartnell.edu/agriculture](http://www.hartnell.edu/agriculture)