

Program:	Agricultural Business
Degree:	BS
Department:	Agricultural Economics
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Outcome	Master the depth of knowledge required for a degree
Marketable Skills	<ul style="list-style-type: none"> • Knowledge of economic and accounting principles and practices, the financial markets, banking and the analysis and reporting of financial data. • The ability to choose the right mathematical methods or formulas to solve a problem. • Identifying the underlying principles, reasons, or facts of information by breaking down information or data into separate parts. • Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information.

Outcome	Demonstrate critical thinking
Marketable Skills	<ul style="list-style-type: none"> • Considering the relative costs and benefits of potential actions to choose the most appropriate one. • The ability to apply general rules to specific problems to produce answers that make sense. • The ability to combine pieces of information to form general rules or conclusions (includes finding a relationship among seemingly unrelated events). • Using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems. • Identifying the underlying principles, reasons, or facts of information by breaking down information or data into separate parts. • Compiling, coding, categorizing, calculating, tabulating, auditing, or verifying information or data.

Outcome	Communicate effectively
Marketable Skills	<ul style="list-style-type: none"> • Knowledge of the structure and content of the English language including the meaning and spelling of words, rules of composition, and grammar. • Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times. • Talking to others to convey information effectively. • Persuading others to change their minds or behavior. • Communicating effectively in writing as appropriate for the needs of the audience

Outcome	Practice personal and social responsibility
Marketable Skills	<ul style="list-style-type: none"> Monitoring/Assessing performance of yourself, other individuals, or organizations to make improvements or take corrective action. Managing one's own time and the time of others.

Outcome	Demonstrate social, cultural, and global competencies
Marketable Skills	<ul style="list-style-type: none"> Knowledge of principles and processes for providing customer and personal services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction. Being aware of others' reactions and understanding why they react as they do.

Outcome	Prepare to engage in life-long learning
Marketable Skills	<ul style="list-style-type: none"> Understanding the implications of new information for both current and future problem-solving and decision-making. Selecting and using training/instructional methods and procedures appropriate for the situation when learning or teaching new things.

Outcome	Work collaboratively
Marketable Skills	<ul style="list-style-type: none"> Motivating, developing, and directing people as they work, identifying the best people for the job. Bringing others together and trying to reconcile differences.

Notes:

- All marketable skills listed for this example program were drawn from the Knowledge, Skills, and Abilities identified by the US Department of Labor and Statistics for “agricultural business” as published on O*Net Online (onetonline.org)
- Alternate sources for degree-specific marketable skills include learning outcomes and associated metrics used for programmatic assessment
- Learning outcomes or skills required for programmatic accreditation