

CTE Skill Certificate Test Performance Documentation

This document must be submitted to the test coordinator at the end of testing each trimester/semester.

Instructor's Name: _____ Course: Agricultural Business & Management
School: _____ Test Number: 150
Students in course: _____ Date: _____
Students tested: _____
Students who passed performance objectives at or above 80%: _____

This is to *verify* that the students marked **YES** on performance accomplished the following performance objectives at or above the 80% (moderately to highly skilled) level.

1. Analyze and interpret questions of ethics.
2. Perform business operations using database, word processing, and spreadsheet software.
3. Analyze and compare the advantages and disadvantages of cooperative, corporate, single proprietorship, and partnership as the basic ownership structures.
4. Demonstrate agriculture sales skills in a role-playing situation.
5. Design a marketing plan for an agricultural product or service.
6. Determine the tax obligations for an agribusiness.
7. Make management decisions based on financial and production records.
8. Analyze and compare credit sources and types, calculate repayment ability, and costs of credit.
9. Make management decisions based on an analysis of economic information.
10. Research and debate different management strategies and techniques.
11. Develop short and long-range SAE goals.
12. Attend an FFA meeting.
13. Develop short and long range leadership and personal development goals.
14. In an approved record book, record all transactions and activities on a SAE.

Each performance is documented and kept on file by the teacher for two years.
(Check the documentation method used)

- Class period summary score sheet
- Recorded and identified in the class grade book

Instructor's Signature: _____ Date: _____