

**EQSCI 180 Course Outline as of Fall 2011****CATALOG INFORMATION**

Dept and Nbr: EQSCI 180      Title: EQUINE BUSINESS MGMT  
 Full Title: Equine Business Management  
 Last Reviewed: 11/17/2014

Units	Course Hours per Week		Nbr of Weeks		Course Hours Total	
Maximum	2.00	Lecture Scheduled	2.00	17.5	Lecture Scheduled	35.00
Minimum	2.00	Lab Scheduled	0	12	Lab Scheduled	0
		Contact DHR	0		Contact DHR	0
		Contact Total	2.00		Contact Total	35.00
		Non-contact DHR	0		Non-contact DHR	0

Total Out of Class Hours: 70.00

Total Student Learning Hours: 105.00

Title 5 Category: AA Degree Applicable

Grading: Grade or P/NP

Repeatability: 00 - Two Repeats if Grade was D, F, NC, or NP

Also Listed As:

Formerly: AG 165B

**Catalog Description:**

Emphasizing the management aspects of horse husbandry. Fundamentals of equine business operations including taxes, liability, insurance, office machinery and software. Counter skills and proper job behavioral skills will also be covered.

**Prerequisites/Corequisites:****Recommended Preparation:**

Eligibility for ENGL 100 or ESL 100

**Limits on Enrollment:****Schedule of Classes Information:**

Description: Emphasizing the management aspects of horse husbandry. Fundamentals of equine business operations including taxes, liability, insurance, office machinery and software. Counter skills and proper job behavioral skills will also be covered. (Grade or P/NP)

Prerequisites/Corequisites:

Recommended: Eligibility for ENGL 100 or ESL 100

Limits on Enrollment:

Transfer Credit:

Repeatability: Two Repeats if Grade was D, F, NC, or NP

## **ARTICULATION, MAJOR, and CERTIFICATION INFORMATION:**

<b>AS Degree:</b>	<b>Area</b>	Effective:	Inactive:
<b>CSU GE:</b>	<b>Transfer Area</b>	Effective:	Inactive:

<b>IGETC:</b>	<b>Transfer Area</b>	Effective:	Inactive:
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<b>CSU Transfer:</b>	Effective:	Inactive:
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<b>UC Transfer:</b>	Effective:	Inactive:
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**CID:**

**Certificate/Major Applicable:**

Both Certificate and Major Applicable

## **COURSE CONTENT**

### **Outcomes and Objectives:**

Upon completion of this course, student will be able to:

1. Interpret liability agreements for equine contracts.
2. Evaluate equine insurance rates.
3. Appraise, interpret and apply employee potential salaries and benefits.
4. Evaluate ethical use of equipment and the horse.
5. Formulate effective communication techniques for client relations.
6. Judge appropriate and inappropriate job behavior and conversation.
7. Assess liability issues at the workplace.
8. Build effective counter skills for equine services and products.
9. Construct strategies for dealing with conflict.
10. Summarize contracts and write invoices.
11. Prioritize governmental organizations and their input to the equine industry.
12. Develop a ranch plan for an equine facility meeting water quality standards.
13. Evaluate a variety of office machines and software used in the equine industry.

### **Topics and Scope:**

1. Fundamentals of equine business operations
  - a. Taxes
  - b. Liability
  - c. Insurance
  - d. Salaries and benefits
2. Professionalism in the workplace
  - a. Use of animals and equipment
  - b. Workplace ethics

- c. Client relations and customer communication
- d. Behavior, dress, and absenteeism
- 3. Equine product, services, and sales skills
  - a. Interpreting contracts, invoices and other documents
  - b. Receiving and handling complaints
  - c. Introduction of your company to customers
- 4. Equine laws and regulations
  - a. Animals per acre
  - b. Water quality
  - c. Nutrition and animal welfare
- 5. Office machine skills
  - a. Equine computer programs
  - b. Cash registers and money management

**Assignment:**

- 1. Assigned reading in text and/or industry handouts of 10-20 pages per week.
- 2. Research various equine business products and services for term paper.
- 3. Develop a business plan.
- 4. 6-8 quizzes and 2-3 exams.

**Methods of Evaluation/Basis of Grade:**

**Writing:** Assessment tools that demonstrate writing skills and/or require students to select, organize and explain ideas in writing.

Term paper, business plan.

Writing  
10 - 30%

**Problem Solving:** Assessment tools, other than exams, that demonstrate competence in computational or non-computational problem solving skills.

Business plan and research.

Problem solving  
20 - 40%

**Skill Demonstrations:** All skill-based and physical demonstrations used for assessment purposes including skill performance exams.

None

Skill Demonstrations  
0 - 0%

**Exams:** All forms of formal testing, other than skill performance exams.

Quizzes and exams: Multiple choice, True/false, Matching items, Completion, Essay

Exams  
40 - 70%

**Other:** Includes any assessment tools that do not logically fit into the above categories.

None

Other Category  
0 - 0%

**Representative Textbooks and Materials:**

HORSES: J. Warren Evans, 2000, Third Edition, Publisher: Freeman (Classic)