**AG 72 Course Outline as of Fall 1981**

# CATALOG INFORMATION

Dept and Nbr: AG 72              Title: AG SALES/COMMUNIC
Full Title: Agriculture Sales & Communications
Last Reviewed: 11/23/2015

| Units | | | Course Hours per Week | | Nbr of Weeks | Course Hours Total | |
|---|---|---|---|---|---|---|---|
| Maximum | 3.00 | | Lecture Scheduled | 3.00 | 17.5 | Lecture Scheduled | 52.50 |
| Minimum | 3.00 | | Lab Scheduled | 0 | 17.5 | Lab Scheduled | 0 |
| | | | Contact DHR | 0 | | Contact DHR | 0 |
| | | | Contact Total | 3.00 | | Contact Total | 52.50 |
| | | | Non-contact DHR | 0 | | Non-contact DHR | 0 |

Total Out of Class Hours: 105.00              Total Student Learning Hours: 157.50

Title 5 Category:  AA Degree Applicable
Grading:             Grade Only
Repeatability:      00 - Two Repeats if Grade was D, F, NC, or NP
Also Listed As:
Formerly:

**Catalog Description:**
Agriculture sales opportunities and requirements. Selling principles, practices and techniques used in the agricultural sales industry. Customer relations and psychology. Oral and written communication skills stressed.

**Prerequisites/Corequisites:**


**Recommended Preparation:**


**Limits on Enrollment:**


**Schedule of Classes Information:**
Description: Agriculture sales opportunities & requirements. Selling principles, practices & techniques used in the agricultural sales industry. Customer relations & psychology. Oral & written communication skills. (Grade Only)
Prerequisites/Corequisites:
Recommended:
Limits on Enrollment:

Transfer Credit: CSU;
Repeatability: Two Repeats if Grade was D, F, NC, or NP

# ARTICULATION, MAJOR, and CERTIFICATION INFORMATION:

**AS Degree:** **Area**      Effective:      Inactive:
**CSU GE:** **Transfer Area**      Effective:      Inactive:

**IGETC:** **Transfer Area**      Effective:      Inactive:

**CSU Transfer:** Transferable    Effective:    Fall 1981    Inactive:    Fall 2023

**UC Transfer:**      Effective:      Inactive:

**CID:**
CID Descriptor: AG - AB 112    Agricultural Sales and Communication
SRJC Equivalent Course(s):    AGBUS62

**Certificate/Major Applicable:**
Not Certificate/Major Applicable

# COURSE CONTENT

**Outcomes and Objectives:**

**Topics and Scope:**

**Assignment:**

## 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.

| None | Writing 0 - 0% |
|------|----------------|

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

| None | Problem solving 0 - 0% |
|------|------------------------|

**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.

| None | | Exams 0 - 0% |

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

| None | | Other Category 0 - 0% |

**Representative Textbooks and Materials:**