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:

ARTICULATION, MAJOR, and CERTIFICATION INFORMATION:

AS Degree: CSU GE:	Area Transfer Area	I		Effective: Effective:	Inactive: Inactive:
IGETC:	Transfer Area			Effective:	Inactive:
CSU Transfer	:Transferable	Effective:	Fall 1981	Inactive:	Fall 2023
UC Transfer:		Effective:		Inactive:	
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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

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

None

Writing 0 - 0%

Problem solving 0 - 0%

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

None

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

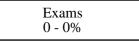
None

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

None

Representative Textbooks and Materials:

Skill Demonstrations
0 - 0%



Other Category 0 - 0%