IDAHO
Division of Career Technical Education

2024-2025
Technical Skills Assessment
Agribusiness

Legend (%)		
0-50%	51-75%	76-100%

Results by Standard

Assessment: Agribusiness **Number tested: 116**	% Correct 21-22	% Correct 22-23	% Correct 23-24	% Correct 24-25
CONTENT STANDARD 2.0: EXPLORE AGRICULTURE ECONOMIC PRINCIPLES	49.18%	58.31%	56.25%	60.40%
PERFORMANCE STANDARD 2.1: BASIC ECONOMIC FACTORS THAT AFFECT AGRICULTURE BUSINESS MANAGEMENT DECISIONS	51.80%	57.73%	52.57%	58.62%
2.1.1 Apply the law of supply and demand and evaluate its effect on price determination.	54.92%	62.50%	60.00%	62.50%
2.1.4 Analyze factors that influence price cycles.	49.73%	54.55%	47.62%	56.03%
PERFORMANCE STANDARD 2.2: BASIC ECONOMIC PRINCIPLES AS THEY RELATE TO AGRICULTURE BUSINESSES AND AGRICULTURE	50.82%	68.18%	65.71%	72.41%
2.2.3. Differentiate between diversification and specialization.	50.82%	68.18%	65.71%	72.41%
PERFORMANCE STANDARD 2.3: ECONOMIC DECISION-MAKING TOOLS TO INCREASE PROFITABILITY	47.70%	57.61%	57.14%	60.09%
2.3.1. Distinguish between fixed and variable cost.	29.51%	38.64%	45.71%	43.97%
2.3.2. Summarize break-even costs.	63.11%	71.59%	70.00%	84.48%
2.3.3. Distinguish between marginal cost and marginal revenue.	72.95%	79.55%	77.14%	82.33%
2.3.4. Describe the four factors of production affecting agricultural production and agribusiness management decisions (land, labor, capital, and management).	50.82%	64.77%	60.00%	65.52%
2.3.5. Determine the profit maximizing level of production.	29.51%	44.32%	40.00%	39.66%
2.3.6 Describe the law of diminishing returns and how it relates to costs, production, and return on investments.	32.79%	40.91%	45.71%	39.22%
CONTENT STANDARD 3.0: EXPLORE BUSINESS PLANNING AND ENTREPRENEURSHIP	40.98%	47.73%	38.86%	46.21%
PERFORMANCE STANDARD 3.1: EXPLORE ENTREPRENEURSHIP OPPORTUNITIES	38.80%	44.70%	38.10%	41.38%

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3.1.5. Compare and contrast the different types of ownership structures, including sole proprietorship, partnership, limited liability company, and corporation.	38.80%	44.70%	38.10%	41.38%
PERFORMANCE STANDARD 3.2.: DESIGN A BUSINESS PLAN	44.26%	52.27%	40.00%	53.45%
3.2.2 Develop a plan including time investment, financial investment and capital investment needs.	59.02%	77.27%	54.29%	74.14%
3.2.3. Evaluate financial feasibility of a business plan.	29.51%	27.27%	25.71%	32.76%
CONTENT STANDARD 4.0: EXPLORE AGRICULTURE BUSINESS FINANCIAL CONCEPTS AND RECORD KEEPING SYSTEMS	40.30%	42.33%	42.86%	48.89%
PERFORMANCE STANDARD 4.1.: ACCOUNTING FUNDAMENTALS FOR FISCAL MANAGEMENT	34.43%	37.22%	33.21%	44.61%
4.1.1. Compare cash and accrual basis accounting systems.	19.67%	21.59%	18.57%	25.86%
4.1.4. Determine fixed and variable costs for an agricultural enterprise.	40.16%	43.47%	40.00%	52.59%
4.1.5. Identify and apply financial ratios, including solvency, liquidity, and profitability.	37.70%	40.34%	34.29%	47.41%
PERFORMANCE STANDARD 4.2: ANALYZE FINANCIAL STATEMENTS	47.18%	48.11%	48.89%	54.89%
4.2.1. Differentiate between balance sheets, income statements, and cash flow statements.	27.87%	34.66%	27.14%	49.57%
4.2.2. Create a balance sheet for an agriculture enterprise.	45.90%	53.41%	52.38%	55.17%
4.2.3. Create an income statement for an agriculture enterprise.	58.20%	45.45%	48.57%	48.71%
4.2.4. Create a cash flow statement for an agriculture enterprise.	57.38%	56.25%	65.71%	65.95%
PERFORMANCE STANDARD 4.3: AGRICULTURAL BUDGETS	38.17%	40.75%	46.12%	46.06%
4.3.1. Explain the basic principles of budgeting.	31.97%	34.66%	37.14%	38.79%
4.3.2. Contrast the uses of enterprise, partial, and whole farm budgets.	42.62%	44.89%	55.71%	52.16%
4.3.3. Evaluate business performance in relation to budget projection.	37.70%	31.82%	31.43%	34.48%
4.3.4. Create and analyze a partial budget.	40.16%	47.16%	52.86%	53.02%
CONTENT STANDARD 5.0: CREDIT, LAW, AND RISK MANAGEMENT IN AGRICULTURE BUSINESS	44.13%	48.39%	47.38%	52.44%
PERFORMANCE STANDARD 5.1: METHODS OF FINANCIAL RISK MANAGEMENT	41.48%	45.11%	44.00%	48.71%
5.1.2. Explain the time value of money (Present & Future value).	35.25%	40.34%	30.00%	30.60%
5.1.3. Differentiate between operating and long-term loans.	44.26%	53.41%	54.29%	53.45%
5.1.4. Discuss factors that affect the cost of credit.	55.74%	56.82%	58.57%	64.66%
5.1.5. Calculate interest expense for amortized and equal principle loans.	31.15%	39.77%	57.14%	57.76%
5.1.6. Investigate the use of collateral in securing credit.	59.84%	58.52%	67.14%	71.98%

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5.1.11. Compare and contrast leasing and purchasing equipment.	18.85%	23.30%	8.57%	20.69%
PERFORMANCE STANDARD 5.2: MARKETING IN RISK MANAGEMENT	57.38%	64.77%	64.29%	71.12%
5.2.4. Discuss how forward contracting can reduce risk.	57.38%	64.77%	64.29%	71.12%
CONTENT STANDARD 6.0: LAWS RELATED TO AGRICULTURE AND LAND OWNERS	46.35%	48.14%	48.05%	51.88%
PERFORMANCE STANDARD 6.1: AGRICULTURAL CONTRACT LAW	51.84%	53.69%	52.86%	55.28%
6.1.2. List the four elements necessary for a contract.	50.41%	49.43%	52.86%	49.78%
6.1.4. Identify the situations in which farmers risk nonpayment for their farm commodities.	52.46%	51.70%	45.71%	54.31%
6.1.6. Discuss the risk that farmers face when forward contracting if the buyer declares bankruptcy.	54.10%	64.20%	60.00%	67.24%
PERFORMANCE STANDARD 6.2: PROPERTY OWNERSHIP, TRANSFER AND LEASING	39.02%	39.89%	38.00%	44.48%
6.2.7. Define real property.	59.02%	57.95%	48.57%	68.97%
6.2.9. List and define the two types of real property estates.	40.98%	44.32%	41.43%	45.26%
6.2.10. List the methods of acquiring real property ownership.	18.85%	24.43%	22.86%	26.72%
6.2.12. List and define the two major types of deeds.	33.61%	28.98%	35.71%	41.81%
6.2.17. List the reasons for appraising land and buildings.	59.02%	61.36%	54.29%	59.48%
6.2.19. Describe various rights of ownership (Right-of-ways, zoning, mineral, water, conservation easements).	42.62%	42.05%	38.57%	44.40%
PERFORMANCE STANDARD 6.3: COMMON AGRICULTURAL LAWS	53.69%	57.67%	63.57%	63.58%
6.3.6. List and define the three types of employees and outline employer liabilities for the acts of each.	26.23%	21.59%	34.29%	34.48%
6.3.7. List employer responsibilities to employees.	45.90%	53.41%	60.00%	57.76%
6.3.13. Discuss brand laws in Idaho.	71.31%	77.84%	80.00%	81.03%
CONTENT STANDARD 7.0: AGRICULTURE MARKETING AND SALES PLANS	42.62%	45.45%	51.43%	55.17%
PERFORMANCE STANDARD 7.4: INVESTIGATE MARKETING STRATEGIES AND ACTION PLANS	42.62%	45.45%	51.43%	55.17%
7.4.2. Describe the importance of the four Ps (product, price, place, promotion) in marketing.	36.07%	47.73%	37.14%	47.41%
7.4.7. Calculate the financial return of a marketing plan.	49.18%	43.18%	65.71%	62.93%
CONTENT STANDARD 8.0: AGRICULTURAL SALES	52.64%	54.80%	60.63%	58.43%
PERFORMANCE STANDARD 8.1: TRAITS OF QUALITY SALESPEOPLE	51.91%	50.38%	59.05%	58.62%

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8.1.2. Identify personality traits of a good salesperson.	51.91%	50.38%	59.05%	58.62%
PERFORMANCE STANDARD 8.2: CUSTOMER RELATIONS IN AGRICULTURAL SALES	53.01%	57.01%	61.43%	58.33%
8.2.1 Discuss the importance of customer relations.	40.98%	48.86%	49.52%	43.97%
8.2.2. Demonstrate good customer relations.	88.52%	85.23%	82.86%	91.38%
8.2.4. Demonstrate appropriate methods for handling customer complaints.	53.28%	55.11%	68.57%	63.36%
CONTENT STANDARD 9.0: CAREER OPPORTUNITIES IN THE AGRICULTURAL BUSINESS FIELD	48.01%	52.76%	53.88%	56.77%
PERFORMANCE STANDARD 9.1: EMPLOYMENT FIELDS IN AGRICULTURAL BUSINESS	48.01%	52.76%	53.88%	56.77%
9.1.1. List and describe the types of employment opportunities in agriculture business systems.	43.44%	42.61%	52.86%	50.86%
9.1.2. List and describe the types of employment opportunities in agriculture marketing and sales.	49.18%	53.41%	54.29%	50.00%
9.1.3. Explore education and training for agriculture careers in sales, marketing, and business management.	27.87%	39.77%	37.14%	42.24%
9.1.4. Create an employment resume.	72.13%	75.57%	71.43%	80.60%
CONTENT STANDARD 11.0: SUPERVISED AGRICULTURAL EXPERIENCE (SAE)	49.18%	54.55%	60.95%	59.77%
PERFORMANCE STANDARD 11.1: MAINTAIN A SUPERVISED AGRICULTURAL EXPERIENCE	49.18%	54.55%	60.95%	59.77%
11.1.1. Accurately maintain SAE record books.	49.18%	54.55%	60.95%	59.77%