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## Agriculture (AG)

### **AG 011**                      **Agriculture Sales and Commun**                      **(3)**

*Class Hours:* 54 Lecture

*Transfers to:* CSU

*C-ID:* AG-AB 112

Agriculture Sales and Communication

AG 011 students will explore the principles and practices of the selling process, including strategies, approaches, prospecting, territory management, and customer service. You will examine self-management, communication, and interpersonal skills essential for developing managerial abilities, leadership qualities, and teamwork within the agribusiness sector. Through role-play and formal sales presentations, you'll gain hands-on experience and an in-depth understanding of the factors affecting the agribusiness industry daily, applying these concepts through practical projects to develop solutions for agriculture businesses.

### **AG 014**                      **Tractor Operations**                      **(3)**

*Class Hours:* 36 Lecture | 54 Laboratory

*Transfers to:* CSU

*C-ID:* AG-MA 108L

Tractor Operations

AG 014 involves design principles, selection, maintenance, adjustment, and safe operation of wheel and track type tractors used in agriculture and in the construction industry.

### **AG 015X**                      **Occupational Work Expernce Ed**                      **(1 - 8)**

*Class Hours:* Work Experience

*Transfers to:* CSU

*P/NP*

Occupational Work Experience Education

AG 015X provides college credit for agriculture-related learning experiences obtained through supervised on-the-job training. It is designed to help students develop desirable work habits, attitudes, and career awareness in their chosen field. The course is built around a training plan developed collaboratively by the student, employer, and college faculty, ensuring an inclusive, informative, and supportive learning environment. Students can earn credits for both paid and volunteer work, with 1 unit of credit awarded for every 54 hours of total work. Students may earn between 1 and 8 units per enrollment term, up to a maximum of 16 units total. Repetition of this course is allowed as per Title 5 Section 55253, providing flexible learning opportunities tailored to individual needs.

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