# Agricultural and Environmental Systems Career Field

## Landscape Systems Management

**Subject Code: 010635**

**Outcome & Competency Descriptions**

**Course Description:**

Students will learn methods for establishing and managing landscapes to promote growth and balance. The classification and care of woody and herbaceous landscape plants will be learned. Students will learn to optimize growing conditions, balance nutrients, and manage pests and disease. They will apply proper planting, fertilizing, and pruning techniques while safely operating well maintained specialized equipment. Throughout the course, students will assess implications of landscape installation on the environment, and employ communication, business, and management strategies.

**Strand 1.**  **Business Operations/21st Century Skills**

Learners apply principles of economics, business management, marketing and employability in an entrepreneur, manager and employee role to the leadership, planning, developing and analyzing of business enterprises related to the career field.

**Outcome: 1.1. Employability Skills**

Develop career awareness and employability skills (e.g., face-to-face, online) needed for gaining and maintaining employment in diverse business settings.

**Competencies**

1.1.1. Identify the knowledge, skills and abilities necessary to succeed in careers.

1.1.2. Identify the scope of career opportunities and the requirements for education, training, certification, licensure and experience.

1.1.3. Develop a career plan that reflects career interests, pathways and secondary and postsecondary options.

1.1.4. Describe the role and function of professional organizations, industry associations and organized labor and use networking techniques to develop and maintain professional relationships.

1.1.5. Develop strategies for self-promotion in the hiring process (e.g., filling out job applications, resumé writing, interviewing skills, portfolio development).

1.1.6. Explain the importance of work ethic, accountability and responsibility and demonstrate associated behaviors in fulfilling personal, community and workplace roles.

1.1.7. Apply problem-solving and critical-thinking skills to work-related issues when making decisions and formulating solutions.

1.1.8. Identify the correlation between emotions, behavior and appearance and manage those to establish and maintain professionalism.

1.1.9. Give and receive constructive feedback to improve work habits.

1.1.10. Adapt personal coping skills to adjust to taxing workplace demands.

1.1.11. Recognize different cultural beliefs and practices in the workplace and demonstrate respect for them.

1.1.12. Identify healthy lifestyles that reduce the risk of chronic disease, unsafe habits and abusive behavior.

**Outcome: 1.2. Leadership and Communications**

Process, maintain, evaluate and disseminate information in a business. Develop leadership and team building to promote collaboration.

**Competencies**

1.2.1. Extract relevant, valid information from materials and cite sources of information.

1.2.2. Deliver formal and informal presentations.

1.2.3. Identify and use verbal, nonverbal and active listening skills to communicate effectively.

1.2.4. Use negotiation and conflict-resolution skills to reach solutions.

1.2.5. Communicate information (e.g., directions, ideas, vision, workplace expectations) for an intended audience and purpose.

1.2.6. Use proper grammar and expression in all aspects of communication.

1.2.7. Use problem-solving and consensus-building techniques to draw conclusions and determine next steps.

1.2.8. Identify the strengths, weaknesses and characteristics of leadership styles that influence internal and external workplace relationships.

1.2.9. Identify advantages and disadvantages involving digital and/or electronic communications (e.g., common content for large audience, control of tone, speed, cost, lack of non-verbal cues, potential for forwarding information, longevity).

1.2.10. Use interpersonal skills to provide group leadership, promote collaboration, and work in a team.

1.2.11. Write professional correspondence, documents, job applications and resumés.

1.2.12. Use technical writing skills to complete forms and create reports.

1.2.13. Identify stakeholders and solicit their opinions.

1.2.14. Use motivational strategies to accomplish goals.

**Outcome: 1.3. Business Ethics and Law**

Analyze how professional, ethical and legal behavior contributes to continuous improvement in organizational performance and regulatory compliance.

**Competencies**

1.3.1. Analyze how regulatory compliance (e.g., United States Department of Agriculture [USDA], Food and Drug Administration [FDA], United States Department of Interior [USDI], Ohio Livestock Care Standards, water quality standards, local water regulations, building codes) affects business operations and organizational performance.

**Outcome: 1.4. Knowledge Management and Information Technology**

Demonstrate current and emerging strategies and technologies used to collect, analyze, record and share information in business operations.

**Competencies**

1.4.1. Use office equipment to communicate (e.g., phone, radio equipment, fax machine, scanner, public address systems).

1.4.2. Select and use software applications to locate, record, analyze and present information (e.g., word processing, e-mail, spreadsheet, databases, presentation, Internet search engines).

1.4.3. Verify compliance with security rules, regulations and codes (e.g., property, privacy, access, accuracy issues, client and patient record confidentiality) pertaining to technology specific to the industry pathway.

1.4.4. Use system hardware to support software applications.

1.4.5. Use information technology tools to maintain, secure and monitor business records.

1.4.6. Use an electronic database to access and create business and technical information.

1.4.7. Use personal information management and productivity applications to optimize assigned tasks (e.g., lists, calendars, address books).

1.4.8. Use electronic media to communicate and follow network etiquette guidelines.

**Outcome: 1.6. Business Literacy**

Develop foundational skills and knowledge in entrepreneurship, financial literacy and business operations.

**Competencies**

1.6.1. Identify business opportunities.

1.6.2. Assess the reality of becoming an entrepreneur, including advantages and disadvantages (e.g., risk versus reward, reasons for success and failure).

1.6.3. Explain the importance of planning your business.

1.6.5. Describe organizational structure, chain of command, the roles and responsibilities of the organizational departments and interdepartmental interactions.

1.6.6. Identify the target market served by the organization, the niche that the organization fills and an outlook of the industry.

1.6.7. Identify the effect of supply and demand on products and services.

1.6.8. Identify the features and benefits that make an organization’s product or service competitive.

1.6.9. Explain how the performance of an employee, a department and an organization is assessed.

1.6.11. Describe how all business activities of an organization work within the parameters of a budget.

**Outcome: 1.8. Operations Management**

Plan, organize and monitor an organization or department to maximize contribution to organizational goals and objectives.

**Competencies**

1.8.2. Select and organize resources to develop a product or a service.

1.8.5. Use inventory and control systems to purchase materials, supplies and equipment (e.g., Last In, First Out [LIFO]; First In, First Out [FIFO]; Just in Time [JIT]; LEAN).

1.8.6. Identify the advantages and disadvantages of carrying cost and Just-in-Time (JIT) production systems and the effects of maintaining inventory (e.g., perishable, shrinkage, insurance) on profitability.

**Outcome: 1.9. Financial Management**

Use financial tools, strategies and systems to develop, monitor and control the use of financial resources to ensure personal and business financial well-being.

**Competencies**

1.9.1. Create, analyze and interpret financial documents (e.g., budgets, income statements).

**Outcome: 1.10. Sales and Marketing**

Manage pricing, place, promotion, packaging, positioning and public relations to improve quality customer service.

**Competencies**

1.10.1. Identify how the roles of sales, advertising and public relations contribute to a company’s brand.

1.10.2. Determine the customer's needs and identify solutions.

1.10.3. Communicate features, benefits and warranties of a product or service to the customer.

1.10.4. Identify the company policies and procedures for initiating product and service improvements.

1.10.5. Monitor customer expectations and determine product/service satisfaction by using measurement tools.

1.10.6. Discuss the importance of correct pricing to support a product’s or service’s positioning in the marketing mix.

**Outcome: 1.12. Site and Personal Safety Procedures**

Follow site and personal safety procedures in specific situations with specialized tools and equipment, evaluate the situation and take corrective action.

**Competencies**

1.12.1. Use Occupational Safety and Health Administration (OSHA) defined procedures for identifying employer and employee responsibilities, working in confined spaces, managing worker safety programs, using ground fault circuit interrupters (GFCIs), maintaining clearance and boundaries and labeling.

1.12.2. Interpret safety signs and symbols.

1.12.4. Describe how working under the influence of drugs and alcohol increases the risk of accident, lowers productivity, raises insurance costs and reduces profits.

1.12.5. Identify the location of emergency flush showers, eyewash fountains, Safety Data Sheets (SDSs), fire alarms and exits.

1.12.6. Identify procedures for the handling, storage and disposal of hazardous materials.

1.12.7. Select, use, store, maintain and dispose of personal protective equipment (PPE), appropriate to job tasks, conditions and materials.

1.12.8. Identify safety hazards and take corrective measures.

1.12.9. Identify, inspect and use safety equipment appropriate for the task.

1.12.10. Follow established procedures for the administration of first aid and contact emergency medical personnel when necessary.

1.12.13. Demonstrate the proper use of American National Standards Institute (ANSI) hand signals.

1.12.15. Select and operate fire extinguishers based on the class of fire.

**Strand 4.** **Power Systems**

Learners apply principles of tool use, power transmission, hydraulics, two- and four-stroke cycle combustion, heating and cooling, exhaust, ignition, starting and charging, steering and lubrication systems to operate, to maintain or repair equipment.

**Outcome: 4.1. Tool, Stationary and Mobile Equipment Maintenance**

Inspect, clean, maintain and perform planned preventative maintenance on tools, machinery, implements and equipment.

**Competencies**

4.1.1. Inspect, clean, maintain and perform preventative maintenance on equipment.

4.1.2. Identify types of hand tools, power tools and equipment and describe their functions.

4.1.3. Ensure the presence and functionality of safety equipment.

4.1.4. Identify potential hazards and limitations related to the use of equipment.

4.1.5. Maintain organization, and cleanliness of facilities, machinery, equipment and tools for safety and appearance.

4.1.6. Inspect and service electrical systems and components.

4.1.7. Inspect for fluid leakage, fluid levels and the condition of fluids.

4.1.8. Inspect, clean, lubricate, and adjust equipment for safe operation.

4.1.9. Select fluids, maintain fluid levels and replace system filters per original equipment manufacturer (OEM) specification.

4.1.10. Inspect and maintain fluid conveyance and storage components.

4.1.11. Identify and maintain accuracy of tooling, machinery, and equipment when performing preventive maintenance and repairs.

4.1.12. Compare alternative sources of power for equipment.

**Outcome: 4.2. Equipment Operations**

Operate and maintain mechanical equipment and power systems.

**Competencies**

4.2.1. Follow original equipment manufacturer (OEM) recommended operating procedures and adjustment specifications as found in the operator's manual.

4.2.2. Differentiate among the functions, limitations and proper use of equipment, equipment controls and instrumentation.

4.2.3. Perform pre- and post-operation inspections and adjustments and report malfunctions.

4.2.4. Perform appropriate start-up, operating and shut-down procedures.

4.2.5. Select and operate equipment and attachments needed to complete the task per the original equipment manufacturer (OEM) operator's manual.

**Outcome: 4.3. Engines**

Apply concepts to service components of both small and large internal combustion engines.

**Competencies**

4.3.1. Assess the physical and mechanical principles of engine operation, including motion, friction and thermodynamics.

4.3.2. Retrieve, record and interpret stored on-board diagnostics (OBD) trouble codes and clear codes where applicable.

4.3.3. Locate data plate and determine engine specifications.

4.3.4. Analyze, evaluate and troubleshoot an engine.

4.3.5. Compare and contrast two-cycle and four-cycle engines and their operating principles.

4.3.6. Evaluate engine head and engine block components to determine serviceability per the original equipment manufacturer (OEM) specification.

4.3.7. Remove and replace components comprising the engine block and engine head.

4.3.8. Perform the requirements of engine servicing per original equipment manufacturer (OEM) specification to maintain emissions requirements.

**Outcome: 4.4. Lubrication and Cooling Systems**

Inspect lubrication and cooling systems operation.

**Competencies**

4.4.1. Explain principles of engine lubrication and cooling.

4.4.2. Perform pressure and sensor test on lubrication and cooling systems.

4.4.8. Test, drain, flush and refill coolant and bleed the cooling system original equipment manufacturer (OEM) specification.

**Outcome: 4.5. Fuel, Air Induction and Exhaust System**

Diagnose and repair fuel, air induction and exhaust systems.

**Competencies**

4.5.2. Identify and understand starting and drivability issues or concerns.

4.5.3. Understand and interpret fuel sampling report for contaminants and quality.

**Outcome: 4.7. Transmission of Power**

Diagnose and service power train components.

**Competencies**

4.7.1. Identify and describe the features, benefits, and applications of power transmission components.

4.7.2. Identify and describe the physical and mechanical principles of mechanical, hydraulic, pneumatic, and electrical power transfer.

**Strand 6.**  **Environmental Science**

Learners apply earth, life, and physical sciences to the production, extraction, processing, protection, use, and renewal of both renewable and non-renewable resources.

**Outcome: 6.1. Soils**

Apply knowledge of soil characteristics and soil information resources to overcome any existing soil use limitations while maintaining or improving soil quality.

**Competencies**

6.1.2. Describe the relationship among physical properties of soils.

6.1.5. Determine land use and identify land capabilities classes.

6.1.8. Describe soil limitations in agronomic, urban and natural resource practices.

6.1.9. Evaluate soil survey data and implement management decisions.

**Outcome: 6.8. Contaminants and Pollution Control**

Assess an affected area, determine the source and type of contaminant and respond.

**Competencies**

6.8.2. Determine the types, sources and impact of natural, human-made contaminants, and high-risk contaminants.

6.8.3. Monitor, analyze and quantify levels of contaminants from point and non-point sources.

6.8.7. Identify, describe, and recommend remediation strategies for a release of contaminants to soil, surface water or groundwater.

**Outcome: 6.10. Ecosystems**

Evaluate biotic and abiotic components and relationships in ecosystems to apply restoration and conservation practices that maintain functionality.

**Competencies**

6.10.5. Connect biotic interactions with the abiotic environment.

6.10.7. Identify interactions of ecosystems to differentiate biomes.

6.10.8. Select and implement restoration ecology practices to repair damaged ecosystems.

6.10.9. Identify and describe the impacts of native, non-native and invasive species on an ecosystem.

**Strand 8.**  **Plant Science**

Learners apply principles of plant anatomy, physiology, nutrition and genetics to the research and development, selection and reproduction, planting, fertilization, health, harvesting and management of plants in a domestic and/or natural environment.

**Outcome: 8.1. Plant Nutrition**

Select and apply macronutrients and micronutrients based on deficiencies identified using testing application methods and optimum management that account for environmental factors.

**Competencies**

8.1.1. Compare and contrast organic and inorganic sources of macronutrients and micronutrients.

8.1.2. Describe the functions of macronutrients and micronutrients in plants and the role that microorganisms play in plant nutrition.

8.1.3. Identify and describe the nutrient recommendations of a plant for a desired production setting.

8.1.4. Identify symptoms and causes of plant nutrient deficiencies and toxicities.

8.1.5. Collect soil and plant tissue for testing and analysis using standard industry practice.

8.1.6. Analyze and draw conclusions from soil and plant tissue test data and determine management recommendations for increased production, increased profitability, enhanced environmental protection and improved suitability.

8.1.7. Distinguish between biotic and abiotic factors (e.g., soil type, minerals, pH, microorganisms) that influence and optimize the availability of nutrients for plants.

8.1.8. Calculate nutrient requirements and select nutrient sources and additives for the highest potential yield.

8.1.9. Calculate nutrient requirements and select nutrient sources and additives for the highest return on investment.

8.1.11. Select the methods and time of nutrient application and apply nutrients.

**Outcome: 8.2. Plant Reproduction**

Propagate and cultivate plants for specific characteristics and economic variables for both greenhouses and crops.

**Competencies**

8.2.2 Describe how biotic and abiotic factors (e.g., insects, light, temperature, microorganisms, moisture, location) influence plant reproduction.

8.2.4. Describe how artificial selection methods are used in plant breeding to improve plant traits.

**Outcome: 8.3. Pest Management**

Develop and implement an integrated pest management (IPM) plan by scouting and identifying specific plant pests and the damage they cause and applying specialized control methods.

**Competencies**

8.3.1. Identify and classify insects, weeds, pathogens, animal pests, and describe the damage they cause.

8.3.2. Examine the interrelationships of the disease triangle among host, pathogen and environment.

8.3.3. Analyze and calculate the economic threshold of pest damage.

8.3.4. Determine the components of an integrated pest management plan and related safety practices.

8.3.5. Describe native and transgenic adaptations and modifications that have led to plant tolerance or resistance to fungal, bacteria and insect pests.

8.3.6. Describe the types and functions of biological, mechanical, and chemical control methods.

8.3.7. Develop an IPM plan, based on pest life cycles, available treatments, application methods and evaluate its impact on the environment (e.g. drift, application rate and long-term soil health).

**Outcome: 8.4. Growth and Management**

Manage and manipulate plant development through the selection, planting and growing of seeds and plants, based on global demand, economic importance and growing conditions.

**Competencies**

8.4.1. Identify and classify plants using taxonomy.

8.4.2. Identify plant anatomical structures and their functions.

8.4.3. Identify and classify seeds.

8.4.4. Identify and classify plants and describe management decisions at all stages.

8.4.5. Explain the requirements of photosynthesis and identify the products and byproducts.

8.4.6. Explain the process and importance of transpiration in plant growth and development.

**Outcome: 8.5. Harvesting**

Evaluate and implement harvesting methods to maximize yield.

**Competencies**

8.5.1. Determine crop readiness for salability and environmental conditions that can impact crop quality at harvest.

8.5.2. Describe safety precautions to take when harvesting.

8.5.3. Adjust to environmental conditions to enhance the harvesting of plant products.

8.5.4. Calculate and evaluate potential yield and loss due to harvesting.

8.5.5. Evaluate the impact of harvest techniques on the quality of plants and plant products.

8.5.6. Identify and implement harvesting methods and equipment.

8.5.7. Implement management practices to reduce loss.

**Outcome: 8.6. Handling and Storage**

Handle and store plants and plant products to maximize quality.

**Competencies**

8.6.1. Describe safety precautions in handling and storage practices.

8.6.2. Explain, monitor, and manipulate conditions for optimal handling and storage of plants and plant products.

8.6.3. Calculate potential yield and loss due to processing and storage.

8.6.4. Prepare products for sale, transportation and storage.

8.6.5. Identify storage methods and storage capacity for plants and plant products.

8.6.6. Explain the reasons for preparing plants and plant products for distribution.

8.6.7. Implement and evaluate techniques for grading, handling, blending, segregating, packaging and loading plants and plant products for distribution or transportation.