# Agricultural and Environmental Systems Career Field

## Plant and Horticultural Science

**Subject Code: 010155**

**Outcome & Competency Descriptions**

**Course Description:**

This first course in the pathway focuses on the knowledge and skills required to research, develop, produce and market agricultural, horticultural, and native plants and plant products. Students will apply principles of plant physiology and anatomy, plant protection and health, reproductive biology in plants, plant nutrition and disorders to the management of soils and plants. Throughout the course, students will learn communication, leadership, and business management skills reflective of the industry.

**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.

**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.

**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).

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

**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).

1.6.6. 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.

**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).

1.9.2. Identify tax obligations.

1.9.3. Review and summarize savings, investment strategies and purchasing options (e.g., cash, lease, finance, stocks, bonds).

1.9.4. Identify credit types and their uses in order to establish credit.

1.9.5. Identify ways to avoid or correct debt problems.

1.9.7. Review and summarize categories (types) of insurance and identify how insurances can reduce financial risk.

1.9.8. Identify income sources and expenditures.

**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.

1.10.7. Describe the importance and diversity of distribution channels (i.e., direct, indirect) to sell a product.

1.10.8. Use promotional techniques to maximize sales revenues (e.g., advertising, sales promotions, publicity, public relations).

1.10.9. Describe how product mix (e.g., product line, product items) maximizes sales revenues, market, share and profit margin.

1.10.10. Demonstrate sales techniques.

**Strand 5. Structural Engineering**

Learners apply the principles of engineering related to electricity, structural repair and design, use of brick, block and concrete, water distribution, and metal working to design, construct, manage and maintain structures and biological systems used in agriculture, food and natural resources.

**Outcome: 5.8. Water Distribution Systems**

Calculate the demand for specific water applications and design and install water supply and drainage components.

**Competencies**

5.8.1. Calculate water demand for specific applications.

5.8.2. Compare the types, applications and operating principles of pumps and controls.

5.8.9. Select supply and drainage components based on their application for a given purpose.

5.8.14. Prevent freezing and mechanical damage to pipes.

5.8.16. Test a water supply and drainage system for leaks and pressure using soap, inert gas, electronic sensors and fluorescent dye.

**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**

6.1.1. Identify soil forming factors and explain how they produce variability in soils.

6.1.2. Describe the relationship among physical properties of soils.

6.1.3. Collect, test and analyze soil samples for physical and chemical properties.

6.1.4. Identify and describe factors (e.g., climate, soil texture, mineralogy, soil organisms, drainage co-efficient, land use, vegetation types, management practices) affecting organic matter and its function in soil quality.

6.1.5. Determine land use and identify land capabilities classes.

6.1.6. Identify and describe soil conservation practices to reduce soil erosion and compaction.

6.1.7. Compare and contrast the causes and effects of soil erosion.

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

6.1.9. Evaluate soil survey data and implement management decisions.

6.1.10. Assess basic processes (e.g., slope stability, water control, earth material control, vegetative treatment, soil amendments) of soil reclamation.

**Outcome: 6.2. Water Quality**

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

**Competencies**

6.2.1. Assess and explain the interactions between human activities and the Earth’s hydrosphere (e.g., septic systems, desalinization, point and non-point source pollution).

6.2.2. Measure pH, dissolved oxygen (DO), biochemical oxygen demand (BOD), nitrogen and phosphorus in lentic and lotic waters to determine water quality.

6.2.3. Measure vegetation, temperature, turbidity, macroinvertebrate populations, and bacterial quality in lentic and lotic waters to determine water quality.

6.2.4. Explain the hydrological cycle and how human and animal activity impacts the cycle.

6.2.5. Explain the biotic and abiotic factors affecting water quality.

6.2.6. Monitor and analyze water quality and quantity.

6.2.7. Identify and describe best management and industry (e.g., agriculture, timber production, construction) production practices that maintain or improve water quality.

**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.

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., 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 optimum economic return.

8.1.10. Determine the nutrient content of organic and inorganic fertilizers.

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

8.1.12. Describe and apply the 5 R's of nutrient management: (1)right source of fertilizer at the (2) right rate at the (3) right time in the (4) right place with the (5) right irrigation method.

**Outcome: 8.2. Plant Reproduction**

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

**Competencies**

8.2.1. Identify the reproductive anatomy of plants and describe their physiological functions.

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

8.2.3. Compare and contrast variations of plant reproductive systems among plant species.

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

8.2.5. Select and apply methods of asexual plant propagation.

**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 apply specialized control methods.

**Competencies**

8.3.1. Identify and classify insects, weeds, pathogens, animal pests, and describe the damages 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.

**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.

8.4.7. Understand aerobic respiration and its relationship to plant growth and management..

8.4.9. Identify plant responses to plant growth regulators and different forms of tropism.

8.4.10. Understand the environmental and artificial factors that influence plant germination, growth and development.

8.4.11. Select, evaluate and prepare soil or media for planting.

8.4.16. Control plant growth through mechanical and chemical means.

8.4.21. Distinguish between biotic and abiotic factors that influence plant stress.

**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. Evaluate techniques to maximize yield through mechanical or hand harvesting methods.

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**

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