Lesson 3: Business Skills – Teacher's Guide

Estimated Time for Completion – approximately 30 minutes

Student Learning Objectives:
As a result of this lesson the student will…
  o Identify different ways to improve business skills.
  o Improve their understanding the need of presentation skills.

Directions: Access the commodities and products tab on the AgMRC website (http://www.agmrc.org) and find the business development tab. Utilize information located here to answer the questions below:

1. Do you feel that networking is important in any job?
   • First, click on getting prepared link.
   • Second, click on the networking skills link.

2. How does planning help improve your business?
   • First, click on getting prepared link.
   • Second, click on the planning skills link.

3. What skills does one need when making a presentation?
   • First, click on getting prepared link.
   • Second, click on the presentation skills link.

4. Scenario: You are making a presentation to a bank on the new product you are creating and need funding for. Explain what planning needs to be done prior to the meeting, what skills are needed to make a successful presentation and how your networking skills will help.
   • First, click on getting prepared link.
   • Second, click on the presentation skills link.
5. When owning a business, how important do you think time management skills are? Explain how possessing these skills will make your business successful.

- First, click on getting prepared link.
- Second, click on the time management skills link.