



Ranching For Profit Course Outline

Schools typically start on a Sunday afternoon (Day 1)
& conclude at noon the following Saturday (Day 7).

Day 1 : People, Ecology, Production & Economics (Overview)

Working in the business (WITB) v. Working on the business (WOTB)
Group tasks (I.D. worry areas, pre-work review, read & discuss case study)

Day 2 : Economics & People

The three secrets for increasing profit/finding the breakthrough
People issues
Paradigms/overcoming resistance to change
Creating effective teams
Organizational structure/management succession
Creating a shared vision & implementing actions to achieve it

DAY 3: Economics & Finance

The economic planning process (balance sheets, stock flow planning, livestock valuation, trading accounts, gross margin analysis & profit & loss accounts)
Benchmarking & comparative analysis
The 3 R's of finance & financial management principles
The new age rancher (ranching in the 21st century)

Day 4 : Ecology & Grazing

Ecology (state & transition theory, energy flow, water & mineral cycles, soil health, recovery mechanisms & biodiversity)
Management tools & range influences (rest, fire, animal impact, grazing/browsing)
Cell grazing principles

Day 5 : Grazing & Production

Applying cell grazing principles (trouble shooting, grazing planning, cell design)
Drought proofing & management
Ruminant nutrition (supplementation v. substitution, managing body condition)
Effective supplementation (energy & protein)
Profitable livestock reproduction principles

Day 6 : Ecology & People

Working with nature/calculating nature's gross margin
Applied WOTB (applying school concepts to your business)

Day 7 : People & Management

Instructor's summary
Increasing personal effectiveness/time management
Successfully implementing your plan

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