

Occupational Profile

Farmers, Ranchers, & Ag Managers

IS THIS FOR YOU?

Work Interests are described in the following categories (compatible with Holland's Model) by people who tend to succeed in this career:

- **Enterprising**—You are a “persuader”. You like to sell things or ideas. Prestige and power are important to you. You like to use your language skills to convince other people of your ideas.
- **Realistic** – You are a “doer”. You like physical activities and projects. You like to find the answers to problems by doing hands-on work instead of talking about solutions.

Work Values are aspects of work that are satisfying to you. The following work values are generally associated with this career.

- **Achievement** – It's very important to you that your work allows you to use your best abilities. You want to see the results of your work and get a feeling of accomplishment.
- **Independence**—It's very important to you that your work allows you to make decisions on your own. You want to try out your own ideas and work with little supervision.
- **Recognition**—It's very important to you that your work satisfies your need for prestige and leadership opportunities, as well as opportunities for advancement.
- **Relationships**—It's very important to you that you have friendly co-workers. You would like to be of service to others without compromising your sense of right and wrong.
- **Working Conditions**—It's very important to you that your work satisfies your needs in areas like salary, job security and your working style preferences, such as working alone, staying busy all the time or having variety in your work tasks.

Aptitudes reflect a person's ability to acquire skills and knowledge. The following aptitudes are important for success in the career:

- **General Learning Ability**
- **Verbal Aptitude**
- **Numerical Aptitude**



SKILLS YOU NEED

Basic Skills:

- Reading Comprehension
- Active Listening
- Writing
- Speaking
- Mathematics
- Science
- Critical Thinking
- Active Learning
- Learning Strategies
- Monitoring

WHAT THEY DO

Manages, directs, and coordinates the activities of workers engaged in agricultural crop production. Belongs to the Agriculture, Food, and Natural Resources cluster and the Plants Systems and Animal Systems pathways.

Transferable Skills (applicable in other careers):

High level

- Compiling and recording office and business records
- Coordinating worker activities
- Growing and harvesting plants
- Hiring and supervising staff
- Operating agricultural machinery
- Planning staff work tasks
- Raising or capturing fish or animals

Workplace Skills:

High level

- Coordination
- Judgment and Decision Making
- Management of Financial Resources

Medium level

- Complex Problem Solving
- Instructing
- Management of Material Resources
- Management of Personnel Resources
- Negotiation
- Persuasion
- Service Orientation
- Social Perceptiveness
- Time Management

Additional skills for this occupation may be found at <http://www.iowaworkforcedevelopment.gov/career-exploration-resources>

Source: <https://secure.ihaveaplaniowa.gov/>

ESTIMATED & PROJECTED EMPLOYMENT

Occupational Title	2012 Estimated Employment	2022 Projected Employment	2012-22 Employment Change	Annual Growth Rate (%)	Total Annual Openings
Total, All Occupations	1,758,205	1,955,480	197,275	1.1	61,665
Management Occupations	161,915	160,970	-945	-0.1	3,775
Farmers, Ranchers, & Other Agricultural Managers	89,100	80,180	-8,920	-1.0	1,440

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0>

2015 WAGE & SALARY (\$)

Occupational Title	Average Wage	Average Salary	Entry Wage	Entry Salary	Experienced Wage	Experienced Salary
Total, All Occupations	19.77	41,122	9.55	19,858	24.88	51,755
Management Occupations	42.10	87,578	20.05	41,706	53.13	110,513
Farmers, Ranchers, & Other Agricultural Managers	35.45	73,745	22.75	47,329	41.80	86,953

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0>

EDUCATION & TRAINING

Education	Work Experience	Job Training
High School Diploma	More than 5 years	None

Most farmers, ranchers, and other agricultural managers have a high school diploma. Completing a degree at a college of agriculture is becoming important for workers who want to make a living from this occupation. All state university systems have at least one land-grant college or university with a school of agriculture. Common programs of study include business with a concentration in agriculture, farm management, agronomy, dairy science, and agricultural economics. At an agricultural college, students learn about crops, growing conditions, and plant diseases. Prospective ranchers and dairy farmers, on the other hand, learn basics of veterinary science, including how pesticides can affect livestock. Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0> and <https://secure.ihaveaplaniowa.gov/>

NATIONAL CAREER READINESS CERTIFICATE (NCRC)

Skill	Median Skill Level
Applied Mathematics	4
Locating Information	n.a.
Reading for Information	n.a.

This ACT-developed credential demonstrates achievement and a certain level of workplace employability skills. The greater the score, the greater the skill level (Bronze = 3, Silver = 4, Gold = 5, Platinum = 6).

Source: <http://www.act.org/workkeys/analysis/occup.html>

ADDITIONAL SOURCES:

This workforce product was funded by a grant by the U.S. Department of Labor's Employment and Training Administration. The product was created by the recipient and does not necessarily reflect the official position of the U.S. Department of Labor. The Department of Labor makes no guarantees, warranties, or assurances of any kind, express or implied, with respect to such information, including, but not limited to, accuracy of the information or its completeness, timeliness, usefulness, adequacy, continued availability, or ownership. This product is copyrighted by the institution that created it. Internal use by an organization and/or personal use by an individual for non-commercial purposes is permissible. All other uses require the prior authorization of the copyright owner. This publication was produced by the Labor Market and Workforce Information Division of Iowa Workforce Development. Revisions and/or corrections made when necessary. Inquiries may be directed to Brent Paulson at 515.281.3439 or Brent.Paulson@iwd.iowa.gov. Visit www.iowalmi.gov to obtain the latest workforce data and trends including this document. Published 12/2015.

PRIMARY INDUSTRY SECTORS

(Where are Farmers Employed?)
 Animal Production
 Crop Production
 Support Activities for Agriculture
 Merchant Wholesalers, Nondurable Goods

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0>