



Farm Skills Assessment

This worksheet will help you determine what farm skills you have and what skills you need to develop before you start your farm business.

Remember, you don't have to do everything yourself—you can hire people or ask family members to take on certain tasks—but each task listed below is critical for a successful farm business and there must be someone on your team who can perform each task.

STEP 1. Identify your skill strengths

Take a look at the skills listed below in the areas of Production, Business and Marketing. Ask yourself the following questions:

Have I ever used this skill?

AND

Do I feel confident in using this skill for my farm business?

If the answer is “yes”, check the box. If the answer is “no”, leave it empty. Go through the rest of the skills on all three pages in the same way.

STEP 2. Prioritize your skill needs

When you are finished, review your Production, Business and Marketing skills and use the space below to list 3-5 skills in each of the following categories:

Skills I can bring to the farm: (list 3-5)

1. _____
2. _____
3. _____
4. _____
5. _____

Skills I would like to develop: (list 3-5)

1. _____
2. _____
3. _____
4. _____
5. _____

Skills I may need to rely on other people for: (list 3-5)

1. _____
2. _____
3. _____
4. _____
5. _____

PRODUCTION

Have you ever...

Practical Skills

repaired and maintained tools?

repaired and maintained machinery or engines?

built barns, fences or greenhouses?

fertilized the soil?

plowed and prepared the soil?

irrigated crops?

fed and watered animals?

planted seeds and transplants?

weeded crops by hand or by tractor?

harvested crops?

milked or slaughtered animals?

packaged products for sale?

harvested other animal products?

sprayed or applied pesticides/herbicides?

managed manure?

operated a tractor?

Management Skills

responded to weather emergencies?

performed a soil or water test?

set up an irrigation system?

managed soil fertility?

managed pests and diseases?

managed health of farm animals?

chosen animals for purchase?

bred animals?

managed pasture for farm animals?

kept harvested crops fresh for market?

implemented a conservation plan?

assessed and evaluated available resources?

Planning Skills

created a crop plan?

created a soil fertility plan?

created a pest management plan?

created a post harvest handling plan?

designed value-added products?

created a rotational grazing system?

researched ag laws and regulations?

MARKETING

Have you ever...

Practical Skills

sold retail?

sold at a farmers market?

set up a product display?

driven a truck?

made an invoice?

delivered products to customers?

interacted with customers?

attracted customers to store or stand?

created promotional materials?

created a mailing or email list?

written a recipe?

negotiated product price?

Management Skills

set product prices?

kept sales records?

obtained sales supplies?

contacted buyers?

monitored product quality?

Planning Skills

done market research?

created a marketing strategy?

designed a product display?

developed new products?

BUSINESS

Have you ever...

Practical Skills

kept financial records?

opened a business bank account?

paid bills?

collected payments?

prepared taxes for a business?

applied for a loan?

applied for a grant?

negotiated a rental agreement?

Management Skills

managed a business?

recruited and hired workers?

supervised workers?

set up a payroll?

purchased necessary insurance?

contacted seed or equipment vendors?

set and assigned tasks?

trained workers?

filled out labor forms?

obtained necessary licenses and permits?

managed cash flow?

Planning Skills

created a business plan?

created a financial record keeping system?

made a budget?

evaluated profitability?

researched business regulations and laws?

researched labor laws?