

Agri-Foreign Language

Incorporating Agriculture into Academia

Agri-Foreign Language
<i>Landscape Human Resources</i>
<i>International Business</i>
<i>Translator</i>
<i>Agricultural Commodity Marketing Specialist</i>
<i>Animal Scientist</i>
<i>Agronomist</i>
<i>Feedlot Operator</i>
<i>Extension Agent</i>
<i>Green House Manager</i>
<i>Animal Breeder</i>
<i>Veterinarian</i>
<i>Nursery Operator</i>
<i>Animal Biologist</i>
<i>International Sales Person</i>
<i>Agricultural Tourism Host</i>
<i>Embryo Transfer Technician</i>
<i>FDA Manager</i>
<i>Livestock Inspector</i>
<i>Livestock Buyer</i>
<i>Food & Drug Inspector</i>
<i>Sire Handling Manager</i>
<i>Agricultural Business Consultant</i>

Agriculture is speaking your language!

If you have an interest in foreign languages and possible travel, then agriculture offers many opportunities for you!

This brochure showcases careers relating to using foreign language skills, introduces you to people working in different careers, highlights Wisconsin colleges and technical schools, and explores other opportunities that agriculture offers you.

It is designed to be used as a guide along with the publication "An Agricultural Career for



You" from the Wisconsin Agribusiness Council, which showcases the seven agricultural career pathways.

Agriculture is a global industry and everyday, people are using their foreign language skills in their careers.

The list is endless of how you can use your interest in foreign languages in the field of agriculture!

You can enjoy traveling, international business and trade, and working with foreign delegations, or stay close to home by offering translating services for visiting groups and tours.

The ability to develop resources and to provide training for agricultural workers who speak minimal English is in demand as well.

Your skills and knowledge in a foreign language can lead to an exciting career!

But I'm not from a farm . . .

A common misconception is that you must be from a farm in order to pursue an agricultural career!

That's not true!

Understanding agriculture will certainly help you pursue a career in agriculture.

How do you learn about agriculture if you're not from a farm?

- If your school offers agricultural education classes, take some.
- Get involved in FFA activities and programs. The FFA has international programs

for traveling abroad as well as hosting foreign students.

- Get a job working on a farm or in a related interest.

What classes should I take?

If you like foreign languages, then a combination of classes from your foreign languages department and agriculture education department will prepare you for further education.

Becoming proficient in a foreign language is essential in careers where your ability to write and converse in a language is critical to job performance, such as

sales of products to other countries.

If your school offers agriculture education, an introductory class in agriculture will help you find areas that might be of particular interest.

Many agricultural education programs offer specialized courses in areas that you might have an interest in.

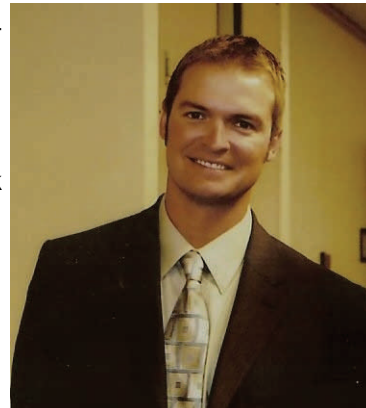
It's important to get involved in student organizations like the FFA, which offers foreign travel opportunities.

If your school's foreign language departments offer foreign travel, take advantage of the opportunity. What a great way to experience culture!

One other thing you'll need is a passport! You can find out how to get one by visiting <http://www.usps.com/passport>.

Some people to meet

Seth Nicholson, The Bruce Company



"One should really evaluate the foreign language you choose and not make it a hit or miss situation," said Nicholson. "Looking back I took German in high school and if I would have taken Spanish it would make my present position a whole lot easier."

Foreign-born Americans comprise more than 10 percent of the population, and roughly 15 percent of the labor force, and half of net labor force increases. Assuming current immigration levels continue, immigrants will account for about half of the growth in America's working age population between now and 2015.

Our company employs from 5 to 10% foreign speaking/non-English speaking employees, said Nicholson.

tax processes and with programs such as H2A and H2B programs, which are regulated by the federal government.

"Sometimes we provide housing and we have high-end insurance that includes health, dental, and life and long term disability," added Nicholson.

"Whether and how companies choose to accommodate these workers will have significant impacts on the sustainability of success," said Nicholson. "Our ability and dedication to providing them with additional human services helps everyone work through the language barrier and builds a better relationship between us as an employer and our employees."

"In order to employ such a large number of non-English speaking employees, our human resources department is a huge asset to our company," said Nicholson. "Many are fluent in one or more language. We also have our training videos in multiple languages and our staff is able to translate."

Nicholson added that staff are able to help with personal issues and state processes when relocating and



I like to

- Study foreign languages
- Meet people from other countries
- Travel abroad
- Learn about other cultures
- Experience new foods and climates



James Sarbacher, aAa Analysis



“Never in a million years did I think I would need to speak other languages,” said Sarbacher. “I didn’t take a foreign language in high school or college because I always expected that I would return to the home farm.

That didn’t happen and I have established myself on a career track

that requires that I meet the challenges of doing business on a daily basis with peoples who have a native language other than English.”

Sarbacher reflects back on which classes that he values the most in his professional and personal situations. These include public speaking through FFA, writing/communication, mathematics/money managing, typing, and leadership development through FFA, youth organizations, sports, and church activities.

For students interested in foreign languages there will continue to be a strong need for multi-lingual employees and support staff in companies throughout the world.

“Agriculture has been and will continue to be a global industry,” said

Sarbacher. “Many companies need employees who can develop new markets outside of our borders and to host visiting company personnel from other countries.”

Sarbacher added that you never know where you will end up living or working in the world today.

“That is much more likely than when I was in school; however, I graduated from high school in 1968 with no expectation of needing to speak other languages,” said Sarbacher. “Now I am one of and manage a group of 20 dairy cattle analysts from six countries who provide services to dairy farmers in 24 countries. I encounter no less than 15 distinctly different languages. Translating printed materials is my biggest challenge.”

Jen Pino-Gallagher, Wisconsin Department of Agriculture

“Nearly every day, I speak to international buyers in Latin American countries who are interested in purchasing Wisconsin agricultural products,” said Pino-Gallagher. “Whether they are looking for dairy products, replacement heifers, or food ingredients, I am able to use my language skills to understand their needs and connect them with companies who can supply the products that they are looking for.”

Pino-Gallagher also uses Spanish when she leads trade building events to Mexico and other Spanish-speaking markets and helps Wisconsin company representatives who don’t speak Spanish to communicate with potential customers.

She recalled that she was always interested in languages.

“I took several years of Spanish classes to help develop a basic understanding of the language and then I continued my language studies in college,” Pino-Gallagher said.

Students interested in languages and other cultures can use these skills to help companies export their agriculture products.

“If you want to truly be bilingual and bicultural, visit other countries and do study-abroad programs,” advises Pino-Gallagher. “This is the best way to learn another language and learn about another culture.”

Angela Kinney, Veterinarian

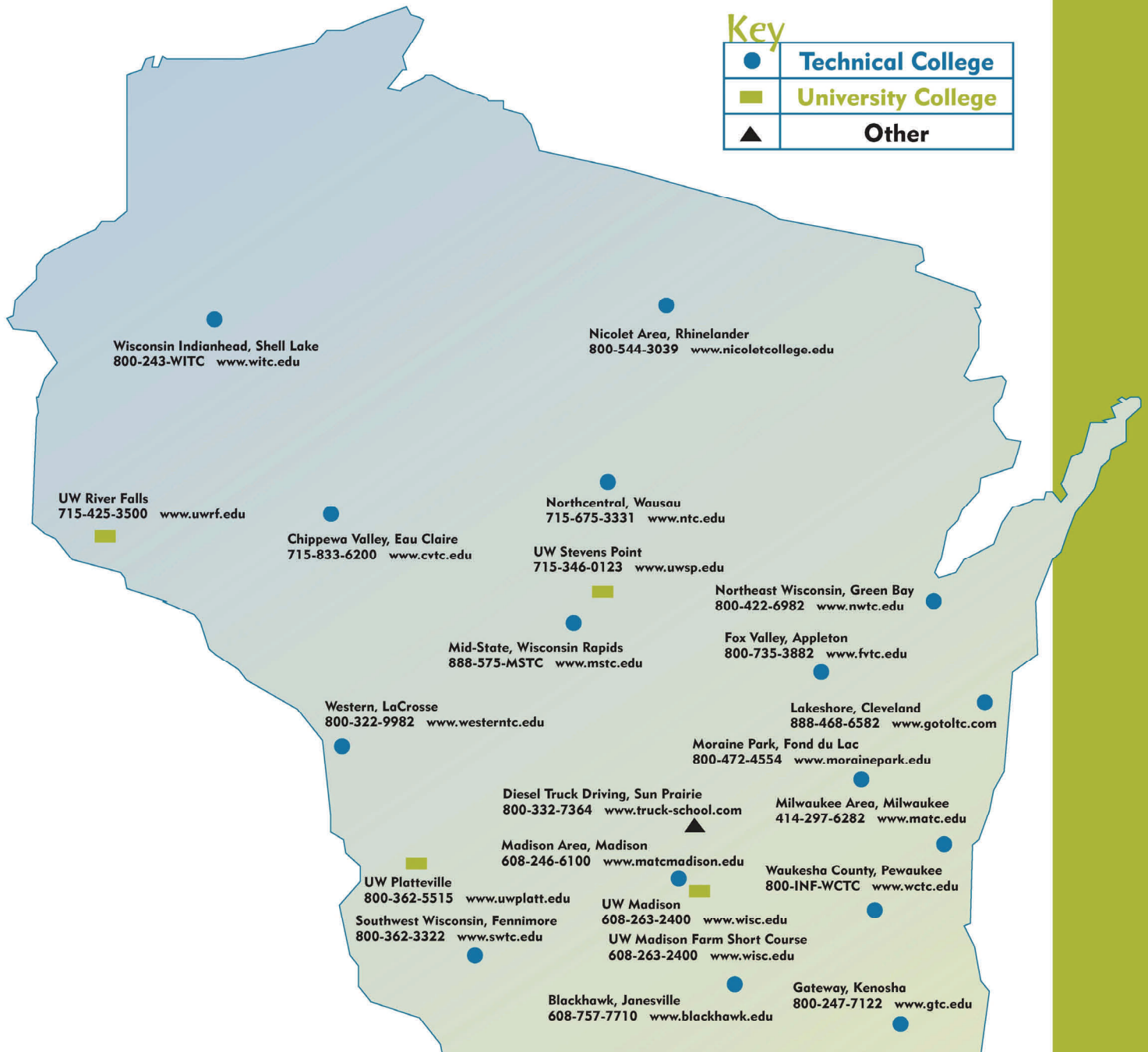
Learning English as a second language gives a new perspective.

“Coming from Brazil where the economy was deflated and to get ahead of the game, you have to differentiate from the ‘herd,’” said Kinney. “Learning a foreign language was crucial for me.”

“I work as a consultant providing training for foreign workers and I provide translation work for dairy farmers,” said Kinney. “A lot of the workers on dairy farms are foreign and the trend seems to be increasing. Many farmers don’t have the time to learn a foreign language, so there’s an enormous gap in the communication, which causes problems in the workflow. That gap has to be bridged with workers that know a second language or consultants for a farm to run smoothly.”



After You Graduate



“Incorporating Agriculture into Academia” is a project coordinated by the Wisconsin Farm Bureau– Ag in the Classroom Program and the Wisconsin Agribusiness Council. The project was funded with a USDA Ag in the Classroom Enrichment Grant. To learn more about these programs, visit their websites–



www.wisagclassroom.org



www.wisagri.com



www.agclassroom.org