

CATA Curricular Code Change Proposal

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Contest:	Agriculture Sales
Proposed by: (Name, School, Email)	Jennie Mullen Eureka High School mullenj@eurekacityschools.org

Issue: (Describe the reason/rationale for the proposed change.)
<p>The Individual Written Exam is very difficult for new teams to study for. There is a wide array of materials to study from and makes studying for this part of the contest very difficult for students. I believe this is a contributing reason for why there are low numbers of contestants aka new teams competing as only teams with old tests compete well. Discourages students from competing in ag sales when other contests have test banks (ex, milk quality, vet science, forestry).</p>

Please answer yes or no to ALL the questions below.

This proposal will require a contest to open out of rotation	No
The change will affect General Rules	No
The change will affect the awards needed.	No
Which JudgingCard scorecard will be used for tabulations.	No
The proposed change will affect contest forms.	No
The proposed change will affect contest hosting site. (e.g. additional facilities, new sections, additional scoring, etc.)	No

If you answered yes to any of the above questions, you need to include the following signatures: [Click here](#) for link to CDE Contest Advisor and Coordinator list.

CATA Approved Contest Advisor’s Signature	
CDE Host Site Contest Coordinator’s Signature agreeing that changes are able to be accommodated by the host site.	

If you answered yes to any of the above questions, please explain.

*It is highly recommended that you, or a representative, attend the pre-conference governing board meeting to answer any questions regarding proposed curricular code changes to contests that are requested to be opened out of rotation.

Description: (Describe what is changing.)

I would like to recommend that we add a test bank of 200 questions (or more if agreed upon) for the Individual written exam that will be created by the top 5 coaches in the state every 5 years.

Proposed CATA Code Change: (Only include the section that the proposed change pertains to – do not include the entire contest. Reference numbered section. If editing text, show new text with old text in parenthesis. For large changes, set track changes in the Word document and attach the file, with edits, to this document when submitting.)

- A. The written exam is designed to evaluate an individual's knowledge of sales skills. The listed resources (at the end of this document) will be used as a resource for the test bank exam questions.
- B. The test bank will contain 200 exam questions along with an answer key and are available for download via the California FFA Association and/or CATA Curricular Code website.
- C. The test bank will be created and approved by the "Top 5" California Agriculture Sales Coaches every five years between June 1st and December 31st of the fifth calendar year cycle for use beginning January 1st of the new five-year cycle. Yearly cycles are 2025-2029 and 2030-2035. The questions will be generated based on basic sales concepts.
- D. The test will not exceed thirty (30) questions and forty-five (45) minutes. The questions will consist of multiple choice, fill in the blank, short answer and essay format. Point values will be assigned to each question based on the skill level of the question.
- E. Team members will work individually.

Instructions for Submitting Curricular Code Change

- Make sure the form is complete.
- Download and Submit this document as a PDF
 - Click File → Download → Download as a PDF
- If your proposal requires signatures make sure to contact the contest advisor and contest host. **Tip:** Docusign, Doc Hub are great sources for digital signature requests.
 - [Click Here](#) for contest Host and Advisor List
- Email completed Curricular Change Proposal **PDF** to cata@calagteachers.org by June 1st.

Warning: Make sure you add all the topics or concerns you would like to discuss at the Curricular Code CDE meeting. If it's not posted on the CATA Curricular Code Changes website by June 1st, it **cannot** be discussed.