A. COURSE DESCRIPTION
   Credits: 3
   Lecture Hours/Week: *.*
   Lab Hours/Week: *.*
   OJT Hours/Week: *.*
   Prerequisites: None
   Corequisites: None
   MnTC Goals: None
   This course is designed to revise current farm commodity marketing plans. Emphasis will be placed on current market conditions and pricing opportunities. The student will prioritize and evaluate marketing opportunities and risk.

B. COURSE EFFECTIVE DATES:  08/21/2017 - Present

C. OUTLINE OF MAJOR CONTENT AREAS
   1. Calculate returns to option fencing
   2. Calculate synthetic prices
   3. Demonstrate margin call calculations
   4. Describe the importance of insurance in marketing
   5. Distinguish between speculators and hedgers
   6. Explain technical indicators
   7. Explain the purpose of price limits for futures prices
   8. Interpret tax laws relating to marketing plans
   9. Sketch world production areas for crop production

D. LEARNING OUTCOMES (General)
   None

E. Minnesota Transfer Curriculum Goal Area(s) and Competencies
   None

F. LEARNER OUTCOMES ASSESSMENT
   As noted on course syllabus

G. SPECIAL INFORMATION
   None noted