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 teach students to apply the various methods and tools to market farm commodities. The students will utilize various marketing tools to enhance their farm business operations.

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

C. OUTLINE OF MAJOR CONTENT AREAS
   1. Analyze production and storage costs as related to cash flow needs
   2. Compute storage costs
   3. Explain hedging contracts
   4. Explain the roles of brokers and marketing advisors
   5. Explain what market positions are subject to margin calls
   6. Identify seasonal marketing trends
   7. Name primary commodity marketing reports
   8. Record data to calculate production and storage costs
   9. Use basis history to enhance commodity selling price

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