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