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 introduce students to the various methods and tools to market farm commodities. The students will study types of marketing contracts, cash markets, the roles of brokers and market advisors, and the importance of insurance.

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

C. OUTLINE OF MAJOR CONTENT AREAS

   1. Describe the history of commodity markets
   2. Identify market symbols
   3. Identify the influences of supply and demand on prices
   4. Identify the law of demand
   5. Identify the law of supply
   6. List USGIS specifications for commodities
   7. List commodities that are traded
   8. List commodity trading exchange
   9. List your alternative sales tools

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