A. COURSE DESCRIPTION
   Credits: 2
   Lecture Hours/Week: *.*
   Lab Hours/Week: *.*
   OJT Hours/Week: *.*
   Prerequisites: None
   Corequisites: None
   MnTC Goals: None
   This course provides the student with the opportunity to use the various marketing methods and tools. The students will use various types of marketing contracts and cash markets. The student will recognize the roles of brokers and market advisors.

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

C. OUTLINE OF MAJOR CONTENT AREAS
   1. Calculate a cost of production
   2. Define price basis for commodity marketing
   3. Describe contract specifications
   4. Explain cash markets
   5. Explain forward contracts
   6. Explain the basis and recognize its importance on futures markets

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