

MINNESOTA WEST COMMUNITY & TECHNICAL COLLEGE

COURSE OUTLINE

Faculty members are required to have the outline submitted to the Academic Affairs Office. The course outline is the form used for approval of new courses by the Academic Affairs and Standards Council.

DEPT. FBMT

COURSE NUMBER: 1190

NUMBER OF CREDITS: 3

Lecture: 0 Lab: 0 OJT 0

Course Title:
Evaluating Farm Commodity Marketing Tools

Catalog Description:
Evaluating farm commodity marketing tools is designed to teach students to evaluate the various farm marketing tools and to select the tool appropriate to the present marketing situation. The student will analyze marketing alternatives and apply to farm business marketing.

Prerequisites or Necessary Entry Skills/Knowledge:
None

FULFILLS MN TRANSFER CURRICULUM AREA(S) (*Leave blank if not applicable*)

Goal 1: Communication: ____ by meeting the following competencies:

Goal 2: Critical Thinking: ____ by meeting the following competencies:

Goal 3: Natural Sciences: ____ by meeting the following competencies:

Goal 4: Mathematics/Logical Reasoning: ____ by meeting the following competencies:

Goal 5: History and the Social and Behavioral Sciences: ____ by meeting the following competencies:

Goal 6: The Humanities and Fine Arts: ____ by meeting the following competencies:

Goal 7: Human Diversity: ____ by meeting the following competencies:

Goal 8: Global Perspective: ____ by meeting the following competencies:

Goal 9: Ethical and Civic Responsibility: ____ by meeting the following competencies:

Goal 10: People and the Environment: ____ by meeting the following competencies:

Topics to be Covered (General)

- Current marketing plan
- Costs as they relate to cash flow needs
- New alternatives

Student Learning Outcomes

1. Analyze various farm marketing tools
2. Calculate price risk
3. Chart commodity price movement
4. Explain call options
5. Explain put options
6. Interpret farm commodity charts to identify marketing opportunities
7. Recognize changes in government farm programs
8. Recognize changes in insurance
9. Relate current government farm programs to the farm business

Is this course part of a transfer pathway: Yes No

*If yes, please list the competencies below

Revised Date: