

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. LWMP

COURSE NUMBER: 2401

NUMBER OF CREDITS: 1 **Lecture:** 0 **Lab:** 0 **OJT All Management**

Course Title:
Developing Marketing and Production Alliances

Catalog Description:
Developing marketing and production alliances will provide students the opportunity to study the reasons and purpose of forming an alliance with processors and other producers in the sheep industry. The course will emphasize the planning and development of an alliance.

Prerequisites or Necessary Entry Skills/Knowledge:
None

FULFILLS MN TRANSFER CURRICULUM AREA(S)

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

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|------------------------------------------------------------------------------|
| <ul style="list-style-type: none">• Type of alliances |
| <ul style="list-style-type: none">• Benefits and disadvantages |
| <ul style="list-style-type: none">• How to form an alliance |

Student Learning Outcomes

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|----------------------------------------------------------|
| 1. Describe advantages and disadvantages of an alliance. |
| 2. Drafting an alliance. |
| 3. Identify key steps in forming an alliance. |
| 4. Identify common types of alliances. |
| 5. Describe alliances and their purpose. |

Is this course part of a transfer pathway: Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>

Revised Date: 7/2020