

# 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:** 2173

**NUMBER OF CREDITS:** 2

**Lecture:** 0 **Lab:** 0 **OJT** 0

<b>Course Title:</b>
Directed Study – Monitoring Farm Commodity Marketing Plans

<b>Catalog Description:</b>
Directed study – monitoring farm commodity marketing plans is designed to justify current farm commodity marketing plans. Emphasis will be placed on current market conditions and pricing opportunities. The student will prioritize and evaluate marketing opportunities and risk.

<b>Prerequisites or Necessary Entry Skills/Knowledge:</b>
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)

- Marketing plan
- Marketing situation
- Brokerage and advisor accounts
- Marketing strategies to enhance farm profit

### Student Learning Outcomes

1. Describe the importance of insurance in marketing
2. Sketch world production areas for crop production
3. Calculate returns to option fencing
4. Calculate synthetic prices
5. Demonstrate margin call calculations
6. Distinguish between speculators and hedgers
7. Explain technical indicators
8. Explain the purpose of price limits for futures prices
9. Interpret tax laws relating to marketing plans

**Is this course part of a transfer pathway: Yes**  **No**

*\*If yes, please list the competencies below*

Revised Date: