

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: 1180

NUMBER OF CREDITS: 3

Lecture: 0 Lab: 0 OJT 0

Course Title:
Applying Commodity Marketing Fundamentals

Catalog Description:
Applying commodity marketing fundamentals is designed to teach students to apply the various methods and tools to market farm commodities. The students will utilize various marketing tools to enhance their farm business operations.

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)

- Cost calculation
- Preparing for trading
- Plan for basic marketing
- Options for using marketing tools

Student Learning Outcomes

1. Compute storage costs
2. Analyze production and storage costs as related to cash flow needs
3. Explain hedging contracts
4. Explain the roles of brokers and marketing advisors
5. Explain what market positions are subject to margin calls
6. Identify seasonal marketing trends
7. Name primary commodity marketing reports
8. Record data to calculate production and storage costs
9. Use basis history to enhance commodity selling price

Is this course part of a transfer pathway: Yes No

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

Revised Date: