

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: 2170

NUMBER OF CREDITS: 3

Lecture: 0 Lab: 0 OJT 0

Course Title:
Monitoring Farm Commodity Marketing Plans

Catalog Description:
Monitoring farm commodity marketing plans is designed to revise 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.

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)

- Marketing plans based on current market situations
- Current production cost and carrying charge calculations
- New alternatives
- Crop insurance alternatives
- Marketing strategies to enhance farm profit and cash flow

Student Learning Outcomes

1. Formulate returns to marketing plans with crop insurance
2. Assemble discount tables from local cash buyers
3. Investigate fees and expenses for pricing contracts
4. Construct marketing plans based on seasonal price trends
5. Weigh the risks of advanced cash sales methods
6. Design option strategies to create minimum prices

Is this course part of a transfer pathway: Yes No

**If yes, please list the competencies below*

Revised Date: