Faculty 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 Collegewide Curriculum Committee.

DEPT.  Lamb and Wool  COURSE NO. LWMP2401

NUMBER OF CREDITS:  1

COURSE TITLE:  Developing Marketing and Production Alliances

CATALOG DESCRIPTION:  This course 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.

AUDIENCE:  Sheep Producers

FULFILLS MN TRANSFER CURRICULUM AREA(S) *(Leave blank if not applicable)*
Area : by meeting the following competencies:
Area : by meeting the following competencies:
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PREREQUISITES OR NECESSARY ENTRY SKILLS/KNOWLEDGE:

LENGTH OF COURSE:  Individual Instruction scheduled throughout the semester.

THIS COURSE IS USUALLY OFFERED:
Every other year ☐  fall ☐  spring X☐  summer ☐  undetermined X☐

Four goals are emphasized in course at Minnesota West Community & Technical College:

1)  ACADEMIC CONTENT: The student will learn how to develop a marketing and production alliance.
2)  THINKING SKILLS: The student will develop the ability to evaluate the benefits of and disadvantage of entering a marketing alliance.
3)  COMMUNICATIONS SKILLS: The student will demonstrate appropriate communication skills with marketing agents and processors.
4)  HUMAN DIVERSITY: The student will gain awareness of their feelings toward people of different cultures, value systems and socioeconomic status.
TOPICS TO BE COVERED: Type of alliances; benefits and disadvantages; how to form an alliance.

LIST OF EXPECTED COURSE OUTCOMES:
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.

LEARNING/TEACHING TECHNIQUES used in the course are:
- Collaborative Learning
- Problem Solving
- Student Presentations
- Interactive Lectures
- Creative Projects
- Individual Coaching
- Lecture
- Films/Videos/Slides
- Demonstrations
- Other (describe below)

ASSIGNMENTS AND ASSESSMENTS FOR THIS CLASS INCLUDE:
- Reading
- Tests
- Individual Projects
- Oral Presentations
- Worksheets
- Collaborative Projects
- Textbook Problems
- Papers
- Portfolio
- Group Problems
- Term Paper
- Other (describe below)

EXPECTED STUDENT LEARNING OUTCOMES:
1. Students understand purpose and steps of developing an alliance.
2. Students know the advantages and disadvantages of an alliance.

The information in this course outline is subject to revision.

To receive reasonable accommodations for a documented disability, please contact the campus Student Services Advisor or campus Disability Coordinator as arrangements must be made in advance. In addition, students are encouraged to notify their instructor.

Veteran Services: Minnesota West is dedicated to assisting veterans and eligible family members in achieving their educational goals efficiently. Active duty and reserve/guard military members should advise their instructor of all regularly scheduled military appointments and duties that conflict with scheduled course requirements. Instructors will make every effort to work with the student to identify adjusted timelines. If you are a veteran, please contact the Minnesota West Veterans Service Office.

This document is available in alternative formats to individuals with disabilities by contacting the Student Services Advisor or by calling 800-658-2330 or Minnesota Relay Service at 800-627-3529 or by using your preferred relay service.

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