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:
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.

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
- Type of alliances
- Benefits and disadvantages
- How to form an alliance

### Student Learning 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.

| Is this course part of a transfer pathway: | Yes [ ] No ☒ |

Revised Date: 7/2020