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.: AGRI                        COURSE NO.: 1152

NUMBER OF CREDITS: 3

COURSE TITLE: Agriculture Marketing and Prices

CATALOG DESCRIPTION:
Explores the economics of agricultural marketing, organization of markets and marketing enterprises, marketing policy, and price trends of agricultural commodities.

AUDIENCE: Agriculture students – transfer and technical

FULFILLS MN TRANSFER CURRICULUM AREA(S) \textit{(Leave blank if not applicable)}
Area : by meeting the following competencies:
Area : by meeting the following competencies:
Area : by meeting the following competencies:

PREREQUISITES OR NECESSARY ENTRY SKILLS/KNOWLEDGE:

LENGTH OF COURSE: 1 semester

THIS COURSE IS USUALLY OFFERED:
Every other year \checkmark fall \underline{spring} \underline{summer} undetermined

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

1) ACADEMIC CONTENT:
1. To develop an awareness of the problems, opportunities, and scope of agricultural marketing.
2. To enable the student to understand the effect supply and demand have upon prices and marketing of agricultural products.
3. To enable the student to understand the purposes, aims, and restrictions of the government Freedom to Farm Legislation.
4. To enable the student to become acquainted with the opportunities, problems, and challenges of food processing, food wholesale, and food retaining.
5. To give the student the knowledge needed to understand the concept of cooperatives and marketing orders in agricultural marketing.
6. To develop the student's understanding of the commodities market and its role in agricultural marketing and price structure.

2) THINKING SKILLS:
1. Understanding how the commodity market works.
2. To learn to analyze the role that supply and demand has on commodity prices.
3. Evaluating the profitability of different marketing strategies on agricultural commodities.
3) COMMUNICATIONS SKILLS:
   1. Written tests
   2. Group work
   3. Class discussion

4) HUMAN DIVERSITY:
   1. The role that marketing plays in the supply and demand of food throughout the world.

TOPICS TO BE COVERED:
   1. Agricultural market and prices
   2. Agricultural markets and marketing systems
   3. Consumption and demand
   4. Agricultural production and supply
   5. Market prices
   6. Marketing margins
   7. Markets over time (commodity market)
   8. Quality differences and grades for farm products
   9. Marketing and pricing institutions
   10. Market and price policy

LIST OF EXPECTED COURSE OUTCOMES: See above goals

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)
☐ Lab

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: As Attached

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.

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.

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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