Faculty is 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

COURSE TITLE: Monitoring Farm Commodity Marketing Plans

CATALOG DESCRIPTION: This course 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.

AUDIENCE: Farm business operators or managers or others with consent of instructor

FULFILLS MN TRANSFER CURRICULUM AREA(S) (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:
- None

LENGTH OF COURSE: One semester

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

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

1) ACADEMIC CONTENT: The academic objectives of this course are:
   a.
   b.

2) THINKING SKILLS: This course will help students improve the effectiveness of their thinking skills through:
   a.
   b.
   c.
   d.
3) COMMUNICATIONS SKILLS: This course will help students improve their oral and written communication skills through:
   a. 
   b. 

4) HUMAN DIVERSITY: This course will help students recognize, understand, and appreciate human diversity through:
   a. 
   b. 

TOPICS TO BE COVERED:

1. Marketing plans based on current market situations
   o Review selected form(s) of sale
   o Review services
   o Review charting and seasonal trend assumptions
2. Current production cost and carrying charge calculations
   o Productions costs
   o Carrying charges
   o Reconsider ability to absorb risk
3. New alternatives
   o Review commodity charts to identify fundamental and technical market signals
   o Monitor local basis movements
   o Examine relationship with broker
4. Crop insurance alternatives
5. Marketing strategies to enhance farm profit and cash flow

COURSE LEARNING OUTCOMES (GENERAL):
Analysis of marketing strategies for students actively engaged in the operation and management of a farm management.

STUDENT LEARNING OUTCOMES (SPECIFIC):
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; and
6. Design option strategies to create minimum prices.

LEARNING/TEACHING TECHNIQUES used in the course are:

- [ ] Collaborative Learning
- [ ] Problem Solving
- [ ] Student Presentations
- [ ] Interactive Lectures
- [ ] Creative Projects
- [ ] Individual Coaching
- [ ] Lecture
- [ ] Films/Videos/Slides
- [x] Lab
- [ ] Other (describe below)

Individual instruction sessions / small group seminars and classroom instruction in any combination determined by instructor and student.
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)

Student accounting system, farm business analysis, and current income tax materials.

**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 via your preferred Telecommunications Relay Service.

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Revised 10/1/16