MINNESOTA WEST COMMUNITY & TECHNICAL COLLEGE
COURSE OUTLINE

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: ____ FBMT 1170 ____

NUMBER OF CREDITS: 3

COURSE TITLE: Introduction to Farm Commodities Marketing

CATALOG DESCRIPTION:
This course is designed to introduce students to the various methods and tools to market farm commodities. The students will study types of marketing contracts, cash markets, the roles of brokers and market advisors, and the importance of insurance. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

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:
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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. Cost identification
   o Collect data to calculate production costs
   o Collect data to calculate storage costs
2. Basic concepts in futures marketing
   o Introduction to basis and emphasize its importance
   o Introduce farm commodity charting
   o Exploring seasonal trends
3. Marketing alternatives and form of sales
   o Introduction to hedging contracts
   o Introduction to option contracts
   o Introduction to forward contracts
   o Introduction to cash markets
4. Evaluating marketing services
   o Understand the importance of crop insurance in marketing
   o Introduction to brokers
   o Introduction to market advisor.

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

STUDENT LEARNING OUTCOMES (SPECIFIC):

1. Describe the history of commodity markets;
2. Identify the influences of supply and demand on prices;
3. Identify the law of demand;
4. Identify the law of supply;
5. List commodities that are traded;
6. Identify market symbols;
7. List commodity trading exchange;
8. List USGIS specifications for commodities; and
9. List your alternative sales tools.
LEARNING/TEACHING TECHNIQUES used in the course are:

- Collaborative Learning
- Student Presentations
- Creative Projects
- Lecture
- Demonstrations
- Lab
- Problem Solving
- Interactive Lectures
- Individual Coaching
- Films/Videos/Slides
- 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
- Oral Presentations
- Textbook Problems
- Group Problems
- Other (describe below)
- Tests
- Worksheets
- Papers
- Term Paper
- Individual Projects
- Collaborative Projects
- Portfolio

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