# Course Outline

**Department:** FBMT  
**Course Number:** 1180  
**Number of Credits:** 3  
**Lecture:** 3  
**Lab:** 0  
**OJT:** 0

## Course Title:
Applying Commodity Marketing Fundamentals

## Catalog Description:
Applying Commodity Marketing Fundamentals teaches the student to apply the various methods and tools to market farm commodities. The students will utilize various marketing tools to enhance their farm business operations.

## Prerequisites or Necessary Entry Skills/Knowledge:

**FULFILLS MN TRANSFER CURRICULUM AREA(S) (Leave blank if not applicable)**

- ☐ 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 (General)

<table>
<thead>
<tr>
<th>Topic</th>
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<tbody>
<tr>
<td>Cost calculation</td>
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<tr>
<td>Preparing for trading</td>
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<tr>
<td>Plan for basic marketing</td>
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<td>Options for using marketing tools</td>
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### Student Learning Outcomes

- Compute storage costs
- Analyze production and storage costs as related to cash flow needs
- Explain hedging contracts
- Explain the roles of brokers and marketing advisors
- Explain what market positions are subject to margin calls
- Identify seasonal marketing trends
- Name primary commodity marketing reports
- Record data to calculate production and storage costs
- Use basis history to enhance commodity selling price

**Is this course part of a transfer pathway:** Yes ☐ No ☒

*If yes, please list the competencies below*

Revised Date: 11/1/2023