South Central College

FBMT 1170 Intro to Farm Commodity Marketing

Course Outcome Summary

Course Information

Description
This course is designed to introduce the various methods and tools to market farm commodities. The students will study types of marketing contracts, cash markets, the role of brokers and market advisors, and the importance of insurance.
(Prerequisites: None)

Total Credits 3
Total Hours 12

Types of Instruction

<table>
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<tr>
<th>Instruction Type</th>
<th>Credits/Hours</th>
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<tr>
<td>Individualized</td>
<td>3/12</td>
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Pre/Corequisites

None

Institutional Core Competencies

Critical and Creative Thinking - Students will be able to demonstrate purposeful thinking with the goal of using a creative process for developing and building upon ideas and/or the goal of using a critical process for the analyzing and evaluating of ideas.

Course Competencies

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.
9. List your alternative sales tools.
SCC Accessibility Statement
South Central College strives to make all learning experiences as accessible as possible. If you have a disability and need accommodations for access to this class, contact the Academic Support Center to request and discuss accommodations. North Mankato: Room B-132, (507) 389-7222; Faribault: Room A-116, (507) 332-7222.

Additional information and forms can be found at: www.southcentral.edu/disability

This material can be made available in alternative formats by contacting the Academic Support Center at 507-389-7222.