Curriculum Development Form — New Course

Course Designator, Number, Title and Number of Credits (i.e. ACCT 1800, Business Law, 3 cr)
FBMT 1170, 1173, 1180, 1183, 1190, 1193, 2170, 2173, 2180, 2183

Date of Proposal: 11/29/2017 Author: Statewide FBM Curriculum Committee

Course Contact: Brent Roiger Grading Method: ☐ Grade ☐ Pass/Fail
Scheduling: ☐ Fall ☐ Spring ☐ Summer ☐ Alternate Years ☐ Variable ☐ On Demand
Is this proposed course a Liberal Arts and Sciences course? ☐ Yes ☐ No
If yes, which MnTC area(s) will it fulfill (http://mntransfer.org)?
☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ 6 ☐ 7 ☐ 8 ☐ 9 ☐ 10
Is this course a requirement/elective for a specific program or programs? ☐ Yes ☐ No
If yes, which program(s)? Farm Business Management
— DARS search
What impact will this new course have on other program(s)? None

Describe the rationale for Converting current FBMM courses to FBMT to align with Statewide FBM Curriculum, offering this new course:

As Faculty Developer, by signing this New Course form, the Curriculum Committee is assured of the following (check marks required):
Prior to Preparing Documentation
☐ Initiation — idea was submitted to Department Chair(s) and Academic Dean/Director for discussion and support
☐ Explored existing course offerings to identify potential duplication
☐ Completed Online Intention Form
Continue the Curriculum Development Process
☐ Used online WIDS to create Common Course Outline (CCO)
☐ Identified:
  • concise 2-3 sentence course description
  • course name
  • lecture/lab credits and hour breakdown
  • course prefix and number
  • prerequisites
  • MnTC goal area — LAS courses
☐ Completed MnTC Goal Area Cross-walk within WIDS (for LAS MnTC courses only)
☐ Created measurable course competencies and learning objectives
☐ Considered potential opportunities and impacts of the change on other programs/departments — DARS Search
☐ Proofread documentation for correct content on CCOs based on SCC example
☐ Proofread documentation for grammatical and typographical errors
Class Maximum Request Form completed (upload signed form in WIDS)

Faculty Developer Signature Date 11/29/2017

As Primary Department Chair, by signing this New Course form, the Curriculum Committee is assured of the following (check marks required):
☐ Documentation through email and department meetings made available for other faculty and programs to provide feedback, includes MnTC Goal Area Cross-walk Template(s)
☐ Proofread documentation for correct content and proper structure on CCOs based on SCC example
☐ Proofread documentation for grammatical and typographical errors
☐ I support this course ☐ I do not support this course — please provide reason(s):

Primary Department Chair Signature Date 11-30-17

New Course Form — 9/27/16 — Page 1
For LAS (MnTC courses) — As a LAS Department Chair, by signing this New Course form, the Curriculum Committee is assured of the following (check marks required):

☐ LAS course (specifically MnTC courses), documentation through email and department meetings made available for other faculty and programs to provide feedback, includes MnTC Goal Area Cross-walk Template(s)

☐ I support this course ☐ I do not support this course — please provide reason(s):

_________________________________________________________

LAS Department Chair Signature                                      Date

☐ I support this course ☐ I do not support this course — please provide reason(s):

_________________________________________________________

LAS Department Chair Signature                                      Date

☐ I support this course ☐ I do not support this course — please provide reason(s):

_________________________________________________________

LAS Department Chair Signature                                      Date

If all 4 LAS Department Chairs do not support the new course proposal, faculty developer can elevate the proposal to AASC for resolution.

As Academic Dean/Director, by signing this New Course form, the Curriculum Committee is assured of the following (check marks required):

☑ Identified potential opportunities and impacts of the change on other programs/departments — DARS search

☐ Reviewed MnTC Goal Area Cross-walk Template (for LAS MnTC courses only)

☐ MnTC Goal Area is appropriate based on MnSCU guidelines — Transfer Specialist consulted

☑ Verified credentials for faculty teaching the course

Class Maximum Request Form completed (upload signed form in WIDS)

☐ I support this course ☐ I do not support this course — please provide reason(s):

_________________________________________________________

Academic Dean/Director Signature                                      Date: 12/1/17

If Academic Dean/Director does not support the new course proposal, faculty developer can elevate proposal to AASC for resolution.

Upload this signed form as a PDF to WIDS Shared Document folder — Curriculum Committee.

Following Curriculum Committee support, this form is completed with final signatures.

_________________________________________________________

Curriculum Committee Chair Signature                                      Date: 12/1/2017

_________________________________________________________

Vice President of Student and Academic Affairs Signature              Date: 12-1-2017
South Central College

FBMT 1170 Intro to Farm Commodity Marketing (Copy)

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 3.00
Total Hours 12.00

Types of Instruction

Instruction Type Credit/Hours
Individualized 3/12

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. [Effective September 1, 2017]

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.
South Central College

FBMT 1173 Directed Study-Intro to Farm Commodity Marketing (Copy)

Course Outcome Summary

Course Information

Description
This course provides the student with the opportunity to use the various marketing methods and tools. The students will use various types of marketing contracts and cash markets as well as recognizing the roles of brokers and market advisors. (Prerequisite: None)

Total Credits 2.00
Total Hours 8.00

Types of Instruction

Instruction Type
Individualized

Credits/Hours 2/8

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. [Effective September 1, 2017]

Course Competencies

1. Calculate a cost of production.
2. Define price basis for commodity marketing.
3. Describe contract specifications.
4. Explain cash markets.
5. Explain forward contracts.
6. Explain the basis and recognize its importance on futures markets.

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.
South Central College

FBMT 1180 Applying Commodity Marketing Fundamentals

Course Outcome Summary

Course Information

Description
This course is designed to teach students the various methods and tools to market farm commodities. Students will utilize various marketing tools to enhance their farm business operations. (Prerequisite: None)

Total Credits 3.00
Total Hours 12.00

Types of Instruction

Instruction Type
Individualized

Credits/Hours
3/12

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. [Effective September 1, 2017]

Course Competencies

1. Compute storage costs.
2. Analyze production and storage costs as related to cash flow needs.
3. Explain hedging contracts.
4. Explain the roles of brokers and marketing advisors.
5. Explain what market positions are subject to margin calls.
6. Identify seasonal marketing trends.
7. Name primary commodity marketing reports.
8. Record data to calculate production and storage costs.
9. Use basis history to enhance commodity selling price.
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.
South Central College

FBMT 1183  Directed Study - Applying Commodity Marketing Fundamentals

Course Outcome Summary

Course Information

Description  This course is designed to teach students to apply the various methods and tools to market farm commodities. The students will develop various marketing tools to enhance their farm business operations. (Prerequisite: None)

Total Credits  2.00
Total Hours  8.00

Types of Instruction

Instruction Type  Credits/Hours
Individualized  2/8

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. [Effective September 1, 2017]

Course Competencies

1. Apply selected marketing tools to the farm business.
2. Examine current marketing plans.
3. Examine relationship with broker and/or marketing advisors.
4. Identify record keeping processes.
5. Interview a commodity broker.
6. Summarize local basis movements.

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.
South Central College

FBMT 1190  Evaluating Farm Commodity Marketing Tools

Course Outcome Summary

Course Information

Description  This course is designed to justify 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. (Prerequisite: None)

Total Credits  3.00
Total Hours  12.00

Types of Instruction

Instruction Type  Credits/Hours
Individualized  3/12

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. [Effective September 1, 2017]

Course Competencies

1. Describe the importance of insurance in marketing.
2. Sketch world production areas for crop production.
3. Calculate returns to option fencing.
4. Calculate synthetic prices.
5. Demonstrate margin call calculation.
6. Distinguish between speculators and hedgers.
7. Explain technical indicators.
8. Explain the purpose of price limits for future prices.
9. Interpret tax laws relating to marketing plans.
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.
South Central College

FBMT 1193 Directed Study - Evaluating Farm Commodity Marketing Tools

Course Outcome Summary

Course Information

Description: This course is designed to teach students to implement the various farm marketing tools and to select the tool appropriate to the present marketing situation. The student will utilize marketing alternatives and apply to farm business marketing. (Prerequisite: None)

Total Credits: 2.00
Total Hours: 8.00

Types of Instruction

Instruction Type: Individualized

Credits/Hours: 2/8

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. [Effective September 1, 2017]

Course Competencies

1. Use future and/or option markets as a marketing tool.
2. Utilize cash markets as marketing tool.
3. Design marketing plans based on current market situations.
4. Compare local basis history to other marketing strategies.
5. Evaluate a risk management plan.
6. Prioritize marketing strategies to enhance farm profit.

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.
South Central College

FBMT 2170  Monitoring Farm Commodity Marketing Plans

Course Outcome Summary

Course Information

Description  This course is designed to help students revise current farm commodity plans. Emphasis will be placed on current market conditions and pricing opportunities. The student will prioritize and evaluate marketing opportunities and risk. (Prerequisite: None)

Total Credits  3.00
Total Hours   12.00

Types of Instruction

Instruction Type  Credits/Hours
Individualized    3/12

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. [Effective September 1, 2017]

Course Competencies

1. Formulate returns to marketing plans with crop insurance.
2. Assemble discount tables from local cash buyers.
3. Investigate fees and expenses for prices contracts.
4. Construct marketing plans based on seasonal price trends.
5. Weigh the risks of advanced cash sales methods.
6. Design option strategies to create minimum prices.

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

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.
South Central College

FBMT 2173  Directed Study--Monitoring Farm Commodity Marketing Plans

Course Outcome Summary

Course Information

<table>
<thead>
<tr>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>This course is designed to justify current farm commodity marketing plans. Emphasis will be placed on current conditions and pricing opportunities. The student will prioritize and evaluate marketing opportunities and risk. (Prerequisites: None)</td>
</tr>
<tr>
<td>Total Credits</td>
</tr>
<tr>
<td>Total Hours</td>
</tr>
</tbody>
</table>

Types of Instruction

Instruction Type | Credits/Hours
--- | ---
Individualized | 2/8

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. [Effective September 1, 2017]

Course Competencies

1. Describe the importance of insurance in marketing.
2. Sketch world population areas for crop production.
3. Calculate returns to option fencing.
4. Calculate synthetic pricing.
5. Demonstrate margin call calculations.
6. Distinguish between speculators and hedgers.
7. Explain the technical indicators.
8. Explain the purpose of price limits for futures prices.
9. Interpret tax laws relating to marketing plans.

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.
South Central College

FBMT 2180 Strategies in Farm Commodity Marketing

Course Outcome Summary

Course Information

Description
This course is designed to plan marketing strategies necessary to achieve farm business. The student will create a year round marketing plan utilizing a variety of marketing strategies to maximize farm income return. (Prerequisites: None)

Total Credits 3.00
Total Hours 12.00

Types of Instruction

Instruction Type
Individualized

Credits/Hours 3/12

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. [Effective September 1, 2017]

Course Competencies

1. Analyze specialty crop and livestock contracts.
2. Evaluate the financial return to marketing investment.
3. Evaluate various sources of marketing information.
4. Interpret commodity charts to identify fundamental market signals.
5. Interpret commodity charts to identify technical market signals.
6. Measure intermarket spreads.
7. Measure intramarket spreads.
8. Interpret technical indicators to develop marketing strategies.
9. Propose changes to marketing tool usage.
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.
South Central College

FBMT 2183 Directed Study--Strategies in Farm Commodity Marketing

Course Outcome Summary

Course Information

<table>
<thead>
<tr>
<th>Description</th>
<th>This course is designed to plan marketing strategies necessary to achieve farm business. The student will implement a year round marketing plan utilizing a variety of marketing strategies to maximize farm income return. (Prerequisite: None)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Credits</td>
<td>2.00</td>
</tr>
<tr>
<td>Total Hours</td>
<td>8.00</td>
</tr>
</tbody>
</table>

Types of Instruction

<table>
<thead>
<tr>
<th>Instruction Type</th>
<th>Credits/Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individualized</td>
<td>2/8</td>
</tr>
</tbody>
</table>

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. [Effective September 1, 2017]

Course Competencies

1. Plan orders with advanced futures stops.
2. Assess marketing plan in relation to farm business goals.
3. Assess marketing plans as related to cash flow needs.
4. Create a detailed year round marketing plan.
5. Design a farm business plan with improved marketing strategies.
6. Re-evaluate a risk management plan.
7. Revise current production cost and carrying charge calculations.

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.