



South Central College

FBMT 1173 Directed Study-Intro to Farm Commodity Marketing

Common Course Outline

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
Total Hours	8

Types of Instruction

Instruction Type	Credits/Hours
Individualized	2/8

Pre/Corequisites

Prerequisite 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. 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.