



South Central College

FBMT 1180 Applying Commodity Marketing Fundamentals

Common Course Outline

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
Total Hours	12

Types of Instruction

Instruction Type	Credits/Hours
Individualized	3/12

Pre/Corequisites

Prerequisite	None
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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. **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.**