



South Central College

# FBMT 1170 Intro to Farm Commodity Marketing

## Common Course Outline

### Course Information

<b>Description</b>	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)
<b>Total Credits</b>	3
<b>Total Hours</b>	12

### 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.

### 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.