

**SOUTHEAST COMMUNITY COLLEGE**  
**COURSE SYLLABUS**  
**TRAN-WELDING-AG**  
**Agriculture Management & Production Program**  
**Revision Date: August 2020**

**I. CATALOG DESCRIPTION**

**Course Number:** AGRI 2267  
**Course Title** Agriculture Commodity Marketing  
**Prerequisite(s):**

**Catalog Description:** Study and application of option contracts in a market plan in conjunction with other marker alternatives. Use of indicators through fundamental and technical analysis for pricing and timing to market ag commodities.

**Credit Hours:** 3.0  
**Class Hours:** 45  
**Lab Hours:** 0  
**Total Contact Hours:** Total of Class + Lab Hours 45

**II. COURSE OBJECTIVES:** *Course will:*

1. Review use of hedging contracts
2. Introduce option contracts
3. Expand application of analysis information
4. Identify use of technical indicators to interpret market trends
5. Discuss commodity market decision making skills
6. Explain advanced marketing methods
7. Identify the appropriate use of marketing options
8. Explain the difference between futures and cash prices
9. Construct and evaluate various marketing plans by utilizing break-even analysis

**III. STUDENT LEARNING OUTCOMES AND GENERAL EDUCATION LEARNING OUTCOMES:**

**A. STUDENT LEARNING OUTCOMES:** *Student will be able to:*

- Demonstrate the ability to use hedging of futures contracts
- Identify appropriate times to use options contracts
- Trade hedges and options and keep records of those trades
- Apply fundamental analysis of commodity marketing
- Assess and apply technical indicators in commodity marketing situations
- Use basis in determining marketing trends

## **B. GENERAL EDUCATION LEARNING OUTCOMES**

### **GELO #3: Critical Thinking & Problem Solving**

Critical thinkers have the ability to evaluate a problem or assumption and determine an appropriate course of action. They use reason and evidence to make judgments and decisions. Critical thinking and problem-solving skills rank highly among employer expectations.

#### **Outcomes:**

- 1) Collect, identify, interpret and analyze data.

## **IV. CONTENT/TOPICAL OUTLINE (*course outline may provide more detailed information*)**

- A. Review Marketing Methods
- B. Fundamental Analysis Data
- C. Technical Indicators
- D. Advanced Marketing Methods
- E. Evaluating Market Applications

## **V. INSTRUCTIONAL MATERIALS**

**A. Required Text(s):** CME Commodity Trading Manual” Printed class supplement.

**B. Other Resources:**

Grain trading basics from on-line sources, calculator, three-ring notebook, readings as assigned

## **VI. METHODS OF PRESENTATION/INSTRUCTION**

Methods of presentation typically include a combination of the following:

- A. Presentation methods will include but not be limited to lecture, demonstrations, practice activities, and over-the-shoulder supervision.
- B. Lab assignments and projects designed to develop advanced marketing skills.

## **VII. METHODS OF EVALUATION**

- A. Methods of evaluation typically include a combination of the following:
- B. Quizzes, tests, and exams
- C. Skills tasks
- D. Attendance
- E. Daily participation (No wearing of hats; no use of tobacco; no use of electronic communication devices)
- F. Record keeping involving commodity trades
- G. Project

## **SCC STANDARD GRADING SCALE POLICY:**

<b>A+ 95-100</b>	<b>C+ 75-79</b>
<b>A 90-94</b>	<b>C 70-74</b>
<b>B+ 85-89</b>	<b>D+ 65-69</b>
<b>B 80-84</b>	<b>D 60-64</b>
	<b>F Below 60</b>

**III. SPECIFIC COURSE REQUIREMENTS:**

- A. Successful completion of all quizzes, exams, projects and assignments
- B. Successful completion of daily work projects designed to develop specific advanced marketing skills