

Agricultural Commodities Marketing

Certificate (C141)

Required Courses

Required Discipline Courses

FBMT 1170 Intro to Farm Commodity Marketing.....	3 cr
FBMT 1173 Directed Study – Intro to Farm Commodity Marketing.....	2 cr
FBMT 1180 Applying Commodity Marketing Fundamentals.....	3 cr
FBMT 1183 Directed Study – Applying Commodity Marketing Fundamentals.....	2 cr
FBMT 1190 Evaluating Farm Commodity Marketing Tools.....	3 cr
FBMT 1193 Directed Study - Evaluating Farm Commodity Marketing Tools.....	2 cr
FBMT 1223 Using System Analysis in Total Farm Planning.....	2 cr
FBMT 2170 Monitoring Farm Commodity Marketing Plans.....	3 cr
FBMT 2173 Directed Study - Monitoring Farm Commodity Marketing Plans.....	2 cr
FBMT 2180 Strategies in Farm Commodity Marketing.....	3 cr
FBMT 2183 Directed Study- Strategies in Farm Commodity Marketing.....	2 cr

Student must choose an additional 3 credits from the following courses:

FBMT 1213 Managing a Farm System in a Global Economy.....	2 cr
FBMT 2201 Special Topics-General Farm Management .	1 cr
FBMT 2202 Special Topics-General Farm Management .	1 cr
FBMT 2205 Special Topics-General Farm Management .	2 cr
FBMT 2206 Special Topics-General Farm Management .	2 cr
FBMT 2207 Special Topics-General Farm Management .	2 cr
FBMT 2208 Special Topics-General Farm Management .	2 cr
FBMT 2209 Special Topics-General Farm Management .	2 cr
FBMT 2212 Special Topics- Marketing	1 cr
FBMT 2213 Special Topics- Marketing	1 cr
FBMT 2214 Special Topics- Marketing	1 cr
FBMT 2239 Special Topics – Livestock	2 cr
FBMT 2243 Using Financial Instruments in Farm System Management	2 cr
FBMT 2263 Evaluating Farm System Programs	2 cr

GRADUATION REQUIREMENT - 30 CREDITS

Description

The primary emphasis of the Farm Business Management Program is to assist farm families in meeting their business and personal goals through quality farm records and sound business decisions. This program is primarily taught at the student’s place of business, but classroom and group instruction are also very important. Individualized instruction is used to the fullest extent. Students are enrolled in the program on a continuous, part-time basis. Normal credit load is 10 credits per year, for the equivalent of 1/3 of a full-time college student. The instructor visits the farm on a regular basis and understands the strengths and weaknesses of each student’s business.

Developing a set of sound farm records is the basis for the program. Primarily, computerized accounting is used to handle the complex records, which must be kept in an efficient farm business. At the close of the calendar year, these records are summarized by the instructor and a computerized business analysis is prepared for each student to show how well his/her business did financially during the year. Each student also receives an area Farm Business Analysis Summary, which allows them to compare their information with averages of other Farm Business Management students (farmers) in their local area and around the state.

The Farm Business Management Program offering consists of five certificate programs. Each certificate program is 30 credits in length. These programs include Essentials of Farm Business Management, Applications in Farm Business Management, Advanced Farm Business Management, Current Issues, and Agricultural Commodities Marketing Certificate.

Outcomes

By completing this program, students will achieve the following learning outcomes:

- Develop a commodity marketing plan;
- Implement the commodity marketing plan;
- Evaluate the commodity marketing plan; and
- Revise the commodity marketing plan.

Pre-Program Requirements

The Farm Business Management Program is primarily offered as individualized instruction at the business. Classroom instruction is also offered on a limited basis. Normal credit load is 10 credits per year, for the equivalent of 1/3 of a full-time college student.

Some courses may require students to meet College Placement Levels in reading, writing, and/or math. See an advisor for more information.

Graduation Requirements

In addition to the program requirements, students must meet the following conditions in order to graduate:

- College Cumulative GPA Requirement: cumulative grade point average (GPA) of credits attempted and completed at CLC must be at least 2.0;
- College Technical Core GPA Requirement: cumulative GPA of credits attempted and completed towards the technical core of the diploma or degree must be at least 2.0;
- Residency Requirement: students must complete 25% of their credits at Central Lakes College.

Academic Plan

Individual semester plans are determined between instructor/advisor and student to best meet the needs of the student.