

## AGRICULTURAL COMMODITIES MARKETING, CERTIFICATE

### Agricultural Commodities Marketing, Certificate

#### Overview

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 four certificate programs. The first three certificate programs are 30 credits in length. These three programs include Essentials of Farm Business Management, Applications in Farm Business Management, and Advanced Farm Business Management. The fourth certificate option is the Marketing Certificate, consisting of 25 credits.

#### Locations

Canby, Granite Falls, Jackson, Pipestone, Worthington

Course Number	Course Title	Credits
Fall - Year 1		
FBMT 1170	Introduction to Farm Commodities Marketing	3
FBMT 1173	Directed Study - Introduction to Farm Commodity Marketing	2
FBMT 1180	Applying Commodity Marketing Fundamentals	3
FBMT 1183	Directed Study - Applying Commodity Marketing	2
FBMT 1190	Evaluating Farm Commodity Marketing Tools	3
FBMT 1193	Directed Study - Evaluating Farm Commodity Marketing Tools	2
FBMT 2170	Monitoring Farm Commodity Marketing Plans	3
FBMT 2173	Directed Study - Monitoring Farm Commodity Marketing Plans	2
FBMT 2180	Strategies in Farm Commodity Marketing	3
FBMT 2183	Directed Study - Strategies in Farm Commodity Marketing	2
	<b>TOTAL CREDITS</b>	<b>25</b>