**FBMT 1170** **Introduction to Farm Commodities Marketing** - This course is designed to introduce students to the various methods and tools to market farm commodities. The students will study types of marketing contracts, cash markets, the roles of brokers and market advisors, and the importance of insurance. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

**FBMT 1173** **Introduction to Farm Commodities Marketing** - This course provides the student with the opportunity to use the various marketing methods and tools. The students will analyze various types of marketing contracts and cash markets. The student will recognize the roles of brokers and market advisors. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

**FBMT 1180 Applying Commodity Marketing Fundamentals** - This course is designed to teach students to apply the various methods and tools to market farm commodities. The students will utilize various marketing tools to enhance their farm business operations.

**FBMT 1183** **Directed Study – Applying Commodity Marketing Fundamentals** - This course is designed to teach students to apply the various methods and tools to market farm commodities. The students will develop various marketing tools to enhance their farm business operations. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

**FBMT 1190 Evaluating Farm Commodity Marketing Tools** -This course is designed to teach students to evaluate the various farm marketing tools and to select the tool appropriate to the present marketing situation. The student will analyze marketing alternatives and apply to farm business marketing. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

**FBMT 1193** **Evaluating Farm Commodity Marketing Tools** - This course is designed to teach students to implement the various farm marketing tools and to select the tool appropriate to the present marketing situation. The student will utilize marketing alternatives and apply to farm business marketing. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

**FBMT 1213 Managing a Farm System in a Global Economy** - This course assists the students in achieving awareness of development in agricultural policies and practices throughout the world and assessing the impact of these policies and practices on the profitability and viability of their farm business.

**FBMT 2170** **Monitoring Farm Commodity Marketing Plans**

- This course is designed to revise current farm commodity marketing plans. Emphasis will be placed on current market conditions and pricing opportunities. The student will prioritize and evaluate marketing opportunities and risk. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

**FBMT 2173** **Monitoring Farm Commodity Marketing Plans** - This course is designed to justify current farm commodity marketing plans. Emphasis will be placed on current market conditions and pricing opportunities. The student will prioritize and evaluate marketing opportunities and risk. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

**FBMT 2180** **Strategies in Farm Commodity Marketing** - This course is designed to plan marketing strategies necessary to achieve farm business. The student will create a year-round marketing plan utilizing a variety of marketing strategies to maximize farm income return. (Prerequisite: None) (3 Cr, 0 lect, 0 lab, 3 mgt)

**FBMT 2183 Strategies in Farm Commodity Marketing** - This course is designed to plan marketing strategies necessary to achieve farm business. The student will implement a year-round marketing plan utilizing a variety of marketing strategies to maximize farm income return. (Prerequisite: None) (2 Cr, 0 lect, 0 lab, 2 mgt)

**FBMT 2243** **Using Financial Instruments in Farm System Management** - This course integrates the application of various financial instruments used in acquiring capital for use in the business and investigates the way in which both earnings and financial progress can be measured.

**FBMT 2263 Evaluating Farm System Programs** - This course develops the student’s awareness of individuals and agencies, both public and private, which have expertise available to assist the farm operator to solve farm systems problems. It enables study and application of farm business evaluation concepts, and exploration of possible implications. Exact subject matter and time spent per topic will vary depending on student need, location, and time.