Applied Livestock Marketing
Econ 338B 1 credit
Spring 2006 January 12 – March 2
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Class web site: http://www.econ.iastate.edu/classes/econ338B/lawrence/index.htm

Overview of livestock markets, marketing practices, and economics of marketing decisions. A mix of lecture and student participation. Students will experience livestock marketing decisions in real time by participating in a market simulation. They will evaluate and use economic principles in business decisions and participation in spot market transactions, contract negotiation, and futures markets. Work in teams to maximize returns for team.

Grades based on: %
    Attendance*  25
    Homework & Quiz  40
    Team Participation**  10
    Team paper  25
*Attendance means attendance  **Team participation. Teammates decide how to divide team points

Points can be deducted for rule violation

Homework due in class on assigned date; 10% per day late penalty

Class Rules
No blatant collusion in class
Teams cannot leave room without permission
Trading week times and travel time are strictly enforced.
No transactions between trading weeks in class