Econ 339X Agricultural Marketing
Spring 2010
Class meets Tuesday and Thursday 9:30-10:20 in Agronomy 2050
Lab meets Tuesday 2:10-4:00 to be announced in class and on class website
Class website: http://www.econ.iastate.edu/classes/econ339/hart-lawrence/

Professors
Chad Hart, 468 Heady Hall, chart@iastate.edu, 294-9911
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Office hours by appointment

Guidelines and rules:
- No cell phones or texting in class or lab
- Lab attendance is required and is very difficult to reschedule
- Class attendance is recommended

Course objectives:
- Review of commodity value chain and market functions
- Understand spot market transactions for grain and livestock, dairy marketing and market orders and the role and functioning of forward and futures markets.
- Use futures, options, basis, insurance products and new generation marketing contracts in marketing and risk management decisions
- Design an integrated production and marketing plan for farms and agribusiness

Course reading and resource materials will be available on-line. A $30/student course fee is required for participation in the market simulation project.

Grading:
- One mid-term and a final exam 40%
- Futures and options trading simulation 10%
- Marketing Plan due Dead week 10%
- Four quizzes announced in class 20%
- Home work assigned in Lab 20%