

**Course Code:** AGB 233

**Course Title:** Grain Marketing

**Department:** Agricultural Technologies

**Effective Date:** Summer 2026

**PCS Code:** 1.2 - Occupational/Technical Instruction

**CIP Code:** 01.0101

**Repeatability:** 0

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## Credit Hours

**Catalog Notation:** 3-0-3

**Credit Hour Distribution:**

Lecture: 3

Lab: 0

Clinical: 0

**Total: 3**

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## General Course Information

### Catalog Description

Fundamentals of mechanics of futures and options markets. Emphasis on how individuals should develop grain marketing plans and how and when to use futures and options rather than forward pricing, price-later, speculating, or other choices in management of risk.

### General Course Objectives

To develop an understanding of cash and futures price relationships. To develop an understanding of the various marketing alternatives for grain in the U.S. To develop a working knowledge of cash grain marketing, futures, and options terminology. To be able to develop a marketing plan for a grain producer.

### Minimum Placement Levels

English	Reading	Math
Placement out of ENG 098	Placement out of CCS 098	Placement into MAT 060

### Prerequisites

None

### Methods of Evaluation

The minimum methods of evaluation include: Weekly exercises and labs involving commodity trading, pricing, and charting; 3 exams; and 1 final exam.

### Instructional Materials and Additional Supplies

None.

## Course Content

### General Learning Outcomes (GLOs)

- Reasoning and Inquiry: Students will demonstrate the ability to solve problems using deductive reasoning and logic, quantitative reasoning, or the scientific method.
- Technology: Students will demonstrate the ability to evaluate, select, and appropriately use current and emerging tools.
- Global Awareness and Cultural Reasoning: Students will demonstrate their understanding of global issues, gender and sexual orientation, and multicultural perspectives.

### Course Segments and Student Learning Outcomes

Course Segment	Learning Outcomes	Lecture Hours	Lab Hours	Clinical Hours
Market Development	1. List the major factors in the development of cash grain and futures markets in the U.S.	2	0	0
Market Contracts	1. List the various cash contracts and the related storage and pricing alternatives. 2. Calculate the net price earned by using various pricing alternatives.	4	0	0
Market Prices	1. Describe how grain prices are established. 2. Explain the relationship between cash and futures prices.	3	0	0
Speculation	1. List the methods used by investors to speculate in futures and options. 2. Explain the advantages and disadvantages of their participation in grain marketing.	2	0	0
Commodity Exchanges	1. List and explain the functions and mechanics of commodity futures exchanges.	2	0	0
Mechanics of Trading	1. Describe the process of futures trading. 2. List the major trading regulations. 3. List and give examples of various common market orders. 4. Identify the costs of trading futures.	6	0	0
Fundamental Analysis	1. Explain the relationship between supply, demand, and carryout, and their influence on the price of corn and soybeans. 2. List and explain the factors that affect total supply and demand. 3. List and describe the various government programs that influence price. 4. Calculate farm payments and loans, including loan deficiency payments (LDP).	4	0	0
Technical Analysis	1. Identify the price potential of corn and soybeans based on historical prices. 2. List and explain various methods of technical analysis including: 1) Chart patterns, 2) trend following, 3) character of the market, and 4) cycles. 3. Compare the methods of analysis and select a technical system.	6	0	0
Hedging with Futures and Options	1. Explain the purpose and mechanics of using futures and options to hedge grain for both producers and commercials. 2. Define and explain carrying charges, and their relationship to prices. 3. List and explain the factors that affect basis. 4. Calculate the costs of hedging. 5. Calculate the net price of various hedging situations. 6. Identify the best futures contract month to use in a hedge situation.	8	0	0

<b>Course Segment</b>	<b>Learning Outcomes</b>	<b>Lecture Hours</b>	<b>Lab Hours</b>	<b>Clinical Hours</b>
Cash Contract Alternatives	<ol style="list-style-type: none"> <li>1. List and compare the advantages and disadvantages of various cash contracts and storage methods with those using futures or options and government programs.</li> <li>2. Identify the best choice of market pricing alternatives in any specific situation.</li> </ol>	5	0	0
Developing Farm Marketing Plans	<ol style="list-style-type: none"> <li>1. Identify the various factors that should affect the development of a grain marketing plan.</li> <li>2. Develop a marketing plan using any of the marketing alternatives available to the grain producer.</li> <li>3. Relate the marketing plan to the farmer's business plan.</li> <li>4. Evaluate the potential use of crop insurance.</li> <li>5. Evaluate the potential use of a farm marketing service.</li> </ol>	3	0	0

**Total Contact Hours**

<b>Lecture Hours</b>	<b>Lab Hours</b>	<b>Clinical Hours</b>
45	0	0