

# COMMODITY MARKETING II KEYS TO PRICING AND RISK MANAGEMENT SUCCESS

## ABM 425

### Commodity Marketing II

3 Credits

Fall Semester

Prerequisites: ABM 225, and (STT 200 or STT 201 or  
STT 315 or ANS 314 or CSS 350 or concurrently)

**LEARN** about pricing and risk management tools used in the Agriculture and Food Industries.

- Review commodity futures and options
- Increase knowledge and uses of futures and options
- Learn other risk management tools
- Four food industry case examples
- Pick one case study and practice hands on using “real time” prices and tools
  - Agricultural input supplier
  - Farmer (grain and/or livestock)
  - Grain or livestock merchandiser
  - Food processor/wholesaler/retailer  
(Optimize promotion and pricing activities)

**LEARN** market analysis and forecasting using tools of the trade in the Food and Agriculture Industries.

- Technical analysis and charting
- Supply and demand analysis
- Develop seasonal commodity market trends and economic forecasts
- Utilize the computer to develop the above

**BECOME** an analytical, technologically-skilled risk manager in today’s volatile food sector.

For more information contact:

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