



When Can I Start?

Opening Dates for 2017 Grain Merchant Certification Courses

Courses	Schedule	Completion*	Prerequisites
Core Skills of Basis Trading	Open	7 Modules / Self Paced	None
Basis Trading Administration	Open	6 Modules / Self Paced	Core Skills of Basis Trading
The Selling Side of Basis Trading	Open	8 Modules / Self Paced	Core Skills of Basis Trading Basis Trading Administration
Mark-to-Market Grain Accounting	Open	4 Modules / Self Paced	None
Grain Elevator Financing	Open	4 Modules / Self Paced	None
Risk Management Practices for All Futures & Options Markets	Open	4 Modules / Self Paced	None
Farm Marketing Essentials	Opening April 2017	4 Modules / Self Paced	None
Direct Ship Merchandising	Open	4 Modules / On Line Submission of weekly projects followed by Spring Live Event	None
Spread Management	Opening May 2017	6 Modules / Self Paced	Core Skills of Basis Trading Basis Trading Administration
Farm Marketing Contract Studies	Opening June 2017	4 Modules / Self Paced	None
Farm Marketing Communications	Opening May 2017	4 Modules / On Line On-line 1:00 - 3:00 pm CT Submission of weekly projects	Farm Marketing Essentials Farm Marketing Contract Studies

(continued on back)

Courses	Schedule	Completion*	Pre-Requisites
Skills of the Master Merchant	Open	4 Modules / On Line On-line 2:00 - 3:00 pm CT Submission of weekly projects	Core Skills of Basis Trading Basis Trading Administration The Selling Side of Basis Trading Spread Management
Strategic Planning	Opening April 2017 Classes Upon Request	4 Modules / On Line Submission of weekly projects 1 hour weekly conference calls	None
The Buying Side of Basis Trading	Opening June 2017	6 Modules / Self Paced	Core Skills of Basis Trading Basis Trading Administration
Identifying & Managing Currency Exposure	Opening June 2017	4 Modules / Self Paced	None
GMC Summit Live Event	July 18-20, 2017	WCC Training Center Kansas City, MO	Final Course in Grain Merchant Path Final Course in Grain Accounting Path Elective for Other Career Paths

* Courses are continuously updated which may result in occasional changes to length and schedule.



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