

OHIO CAREER DEVELOPMENT EVENT  
GRAIN MERCHANDISING

Effective August 1, 2005

Purpose

To stimulate interest in the area of grain merchandising and to make students aware of the complex decision-making process associated with merchandising agricultural products.

Date

District/State: Set annually by the Agricultural Education Service.

Location

District/State: listed on current registration sheet

CDE Rules

1. Each school may enter an unlimited number of dues paid FFA members as participants, the top 4 scores will be considered the "team" and the top 3 scores will be the team score of record.

2. The top 10 individuals will be interviewed at the posted site and time at the written exams scansheet table.

CDE Format

The district and state CDEs will consist of each student completing the following:

1. A written test based upon classroom and laboratory instruction from the grain merchandising lesson plans and manuals. The top individual in the district will be the district winner and will represent the district at the state interview CDE.

2. The state CDE will consist of a 10-15 minute personal interview dealing with the student's marketing knowledge. Consult the scorecard for the scoring plan of the interview. For details regarding the personal interview scoring.

Scoring Guide

The scoring guide for both the district and state CDE will be as follows:

1. District

Written Test 100 points

Top 3 scores x 100 = 300 total points possible for the district team score. (This will be a 3 member team- the

other (up to 5 more) members will not be considered in the make up of the team. (The first place winning non team members will be eligible to participate again if they are not a member of the National Marketing Team)(Only 3 team members will cross the stage at the State Convention to receive their award)

2. State

Written Test 100 points (this score will be from the district test)

Interview 200 points

Total Possible 300 points

References

The following references are available from the Ohio Agricultural Education Curriculum Materials Service:

1. Grain Marketing - Student Manual, 1987.

2. Grain Marketing - Teacher Supplement, 1978.

3. Introduction to Hedging - Available from the Chicago Board of Trade along with other outstanding reference materials that may be used.

4. Grain Marketing - Student Manual, 1978, Ohio Agricultural Education Curriculum Materials

Grain Merchandising CDE  
INTERVIEW SCORECARD

1. Applicant's knowledge of fundamental grain marketing 75 \_\_\_\_\_

and merchandising; principles, concepts, and procedures

- Supply and Demand
- Delayed Price
- Hedging
- Forward Contracting
- Board of Trades
- Puts and Options

2. Applicant's knowledge of current market prices, 50 \_\_\_\_\_

transportation options, pricing, exporting, world situations, etc.

3. Applicant's ability to explain the role of government 50 \_\_\_\_\_

programs as an option in grain merchandising and the ways in which these options may be used to increase profits.

4. Applicant's ability to articulate responses, their 25 \_\_\_\_\_

appearance, and poise.

TOTAL POINTS POSSIBLE (INTERVIEW) 200

TOTAL POINTS POSSIBLE (TEST) 100

TOTAL SCORE POSSIBLE 300 \_\_\_\_\_

Service.

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