INSTRUCTOR  
Dr. Jason Franken  
Office: 313 Knoblauch  
Office Phone: 309/298-1179  
Office Fax: 309/2980-2280  
E-mail: JR-Franken@wiu.edu

CLASS TIMES AND LOCATIONS  
AGEC 457 will meet on M, W, F in Knoblauch 308 from 12:00 a.m. – 12:50 p.m.

EMAILS  
Please be sure to include the course in which you are enrolled in any emails.

COURSE DESCRIPTION AND PREREQUISITES  
AGEC 457 is an advanced course in the study of fundamental & technical analysis of futures & options markets, concerned with electronic trading platforms/tools & simulated trading. Prerequisite: AGEC 447.

TEXTS  
- No text required. Supplemental readings as assigned:
  - http://www.trading-naked.com/MarketProfile1.htm  

COURSE OBJECTIVES  
AGEC 457 is an advanced course in the study of agricultural marketing with the following objectives:  
1. Review terminology and institutional structure of futures and options markets.  
2. To become familiar with electronic trading platforms and tools.  
3. Provide practical trading experience through simulations.

EXPECTATIONS OF STUDENTS  
Participation: Students are expected to regularly attend class and to actively participate in discussions.  
Academic Integrity: The rules and regulations outlined in the University's policy on academic integrity are applied to this course. See http://www.wiu.edu/policies/acintegrity.php.  
Student Rights and Responsibilities: Detailed information regarding student rights and responsibilities can be found at http://www.wiu.edu/provost/student/. It is your responsibility to be familiar with the posted information.  
Special Accommodations: If you need special accommodations, please feel free to stop by and discuss your needs or contact Disability Resource Center at 298-2512.

USE OF CELLULAR PHONES  
As a courtesy to other students and to the instructor, all cell phones should be turned off prior to class. Continued disregard of this policy may result in ejection from the course. If, due to medical or public safety concerns, a student needs an exception to this policy he/she should inform the instructor prior to class. Cell phones are not be used under any circumstances on exams. Texting is not allowed during class and repeated violations may lead to dismal from the course with an assigned grade of F.

TOBACCO POLICY  
Tobacco use of any kind will not be tolerated in class. This includes chewing tobacco.
IMPORTANT DATES
Jan 21 - Martin Luther King Holiday - No Classes/University Closed
Jan 28 - Last day to drop without being assessed tuition or receiving a "W" grade
Feb 12 - Lincoln's Birthday - No Classes/University Closed
Mar 31 - Last day to drop with a “W”
May 6 - Comprehensive Final Exam: 10:00 am – 11:50 am

GRADING POLICY
The course grade will be based on the following factors, with weightings as indicated:
- Quizzes/Homework: 20%
  - A = 93% or above
  - C- = 70-72.99%
- Trade Proposals: 40%
  - A- = 90-92.99%
  - D+ = 67-69.99%
- Trading Records/Journal: 40%
  - B+ = 87-89.99%
  - D = 63-66.99%
- Total: 100%
  - B = 83-86.99%
  - D- = 60-62.99%
  - B- = 80-82.99%
  - F = <60%
  - C+ = 77-79.99%
  - C = 73-76.99%

Grade breaking points may be lowered, but in no case will they be raised. These breaking points will be evaluated only after final numerical grades have been calculated.

Attention Education Majors: The changes within the state certification requirements, which go into effect immediately for all of those students who graduate in the spring 2012 and after, you are required to receive a grade of a “C” or better in this course in order to meet these new requirements. With the new university +/- grading system, receiving a “C-” or below will require you to retake this course or find a substitute course to meet School of Agriculture graduation requirements.

QUizzes
The instructor reserves the right to use both announced and unannounced quizzes. Only excused absences will be allowed to make up quizzes. Unless it is an emergency, only absences approved in advance will be excused. It is at the discretion of the instructor as to whether an absence is excused or unexcused.

HomeWorks & Project
Each student will be required to participate in development and presentation of trade proposals and keep a journal and records of simulated trade placements (and potentially considered but forgone trade opportunities). More detail will be provided in class. Other supplemental individual assignments will be tasks assessing comprehension of key concepts. Assignments are due at the beginning of class. Assignments will not be accepted after answers have been discussed in class.

Exams
No tests, due to the experiential learning process and the time-intensive nature of proposing, simulating, and monitoring trades. The class will meet to review simulated trade outcomes during the finals period.

If a student disagrees with the instructor’s assessment of the student’s performance, it is the student’s responsibility to provide a logical reason in writing as to the reason for their disagreement. This does not apply to scoring errors. All instructors are human and occasional errors in grading will occur. Please bring any such errors to the instructor’s attention immediately.
## COURSE OUTLINE

<table>
<thead>
<tr>
<th>Week</th>
<th>Start of Week</th>
<th>Topic/Material</th>
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<tbody>
<tr>
<td>Week 1</td>
<td>1/14/2012</td>
<td><strong>Classes Begin Monday Jan 14</strong></td>
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<td></td>
<td>Course Introduction</td>
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<td>Review of futures and options markets terminology and institutions</td>
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<td>Week 2</td>
<td>1/21/2012</td>
<td><strong>Martin Luther King Holiday, Jan 21 - No Classes/University Closed</strong></td>
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<td>Familiarizing students with electronic trading platforms/tools</td>
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<td>Week 3</td>
<td>1/28/2012</td>
<td>Overview, Introduction and basics</td>
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<td>Assign trading schedule, tasks, roles</td>
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<td>Week 4</td>
<td>2/4/2012</td>
<td>Review trade process</td>
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<td>Review, example trade recommendation</td>
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<td>Week 5</td>
<td>2/11/2012</td>
<td><strong>Lincoln's Birthday, Feb 13 - No Classes/University Closed</strong></td>
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<td>Review &amp; Exam 1</td>
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<td>Week 6</td>
<td>2/18/2012</td>
<td>Trades</td>
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<td>Week 7</td>
<td>2/25/2012</td>
<td>Trades</td>
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<td>Week 8</td>
<td>3/4/2012</td>
<td>Trades</td>
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<td>3/11/2012</td>
<td><strong>Spring Break, Mar 11-15 - No Class/University closed</strong></td>
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<td>Week 9</td>
<td>3/18/2012</td>
<td>Trades</td>
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<td>Mid-semester reflection of lessons learned</td>
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<td>Week 10</td>
<td>3/25/2012</td>
<td>Trades</td>
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<td>Week 11</td>
<td>4/1/2012</td>
<td>Trades</td>
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<td>Week 12</td>
<td>4/8/2012</td>
<td>Trades</td>
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<td>Week 13</td>
<td>4/15/2012</td>
<td>Trades</td>
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<td>Week 14</td>
<td>4/22/2012</td>
<td>Trades</td>
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<td>Week 15</td>
<td>4/29/2012</td>
<td>Trades</td>
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<tr>
<td>Week 16</td>
<td>5/6/2012</td>
<td><strong>Final Exam Period 1:00 pm Monday, May 6 – Review Trades</strong></td>
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### ACCREDITATION
The School of Agriculture is housed in the College of Business and Technology which is accredited by AACSB-International.

### NOTICES
Please be advised that this syllabus is tentative. All classes are different and we may or may not be able to address all of the content areas or stick with the anticipated number of exams. Any deviations from the syllabus will be announced as soon as possible.