



Course Syllabus



Global Dairy Markets
& Fundamentals

Empowering the Dairy Industry since 2012



Course Overview

This course is built for professionals who want to understand dairy beyond the US market — how milk is produced, priced, and traded around the world. Through practical explanations and real-world examples, you will travel the world's top exporting regions, from European policy rooms to New Zealand pastures to the Pampas, then cross to the demand centers that shape global trade: China, Southeast Asia, and the Middle East. You will learn how the Global Dairy Trade auction sets world prices, how trade flows respond to policy and currencies, and how analysts read — and question — international market data. Whether you're working in procurement, sales, or risk strategy — or building on our US Dairy Markets & Fundamentals course — this course will give you the full global picture.



The Latest Reviews



“The course was excellent and really helped me get up to speed on the dairy market and its fundamentals. The content struck the right balance between complexity and simplicity, making it easy to digest while still being insightful.

I plan to revisit the course and its modules periodically as I gain more experience, since I believe the material will resonate even more once I layer in real-world context.”

Category Manager, Procurement



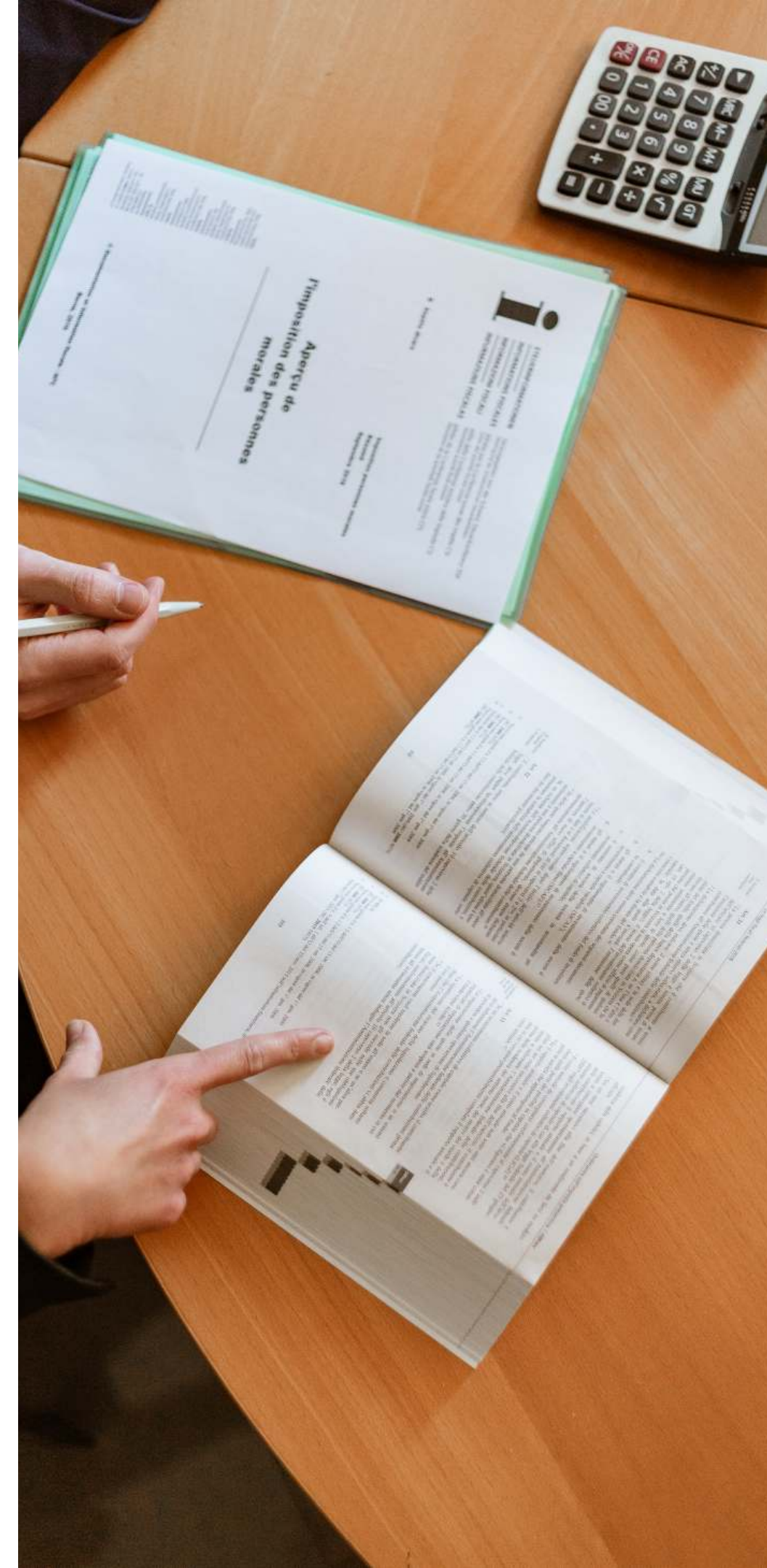
“I highly recommend the HighGround Dairy course to purchasing and supply chain professionals looking to strengthen their understanding of US Dairy Markets & Fundamentals. The course material and presentation were very informative, clearly delivered, and immediately applicable to my role in the dairy industry.”

Dairy Purchasing Support Coordinator



“I found it to be a rich tapestry of information covering several key topics across the U.S. dairy industry. For a long time, the North American dairy sector was somewhat of an enigma to me, and this course provided the perfect foundation to build context, understanding, and a genuine appreciation for the complexity of the U.S. dairy environment. The material is presented in plain language, making it very easy to follow and absorb.”

International Dairy Sales Director



Learning Objectives

- Understand how milk is produced across the world's major exporting regions and what constrains supply in each
- Differentiate the world's key exporters — the EU, New Zealand, Australia, and Argentina — and the products each supplies to global markets
- Explain how the Global Dairy Trade auction works and how its results flow into prices, futures settlements, and farmgate returns
- Recognize the different types of import demand — from developed value markets to state tender systems — and what drives each
- Interpret international trade data with confidence, including mirror data, supplier shares, and the limitations of official statistics
- Apply global market knowledge to anticipate how supply shocks, currencies, and policy shifts move dairy prices
-

Intro

Module I, Lesson I: The Big Five — The Northern Hemisphere

Module I, Lesson II: The Big Five — The Southern Hemisphere

Module II, Lesson I: The EU — Policy & History

Module II, Lesson II: The EU — How It Produces Milk

Module II, Lesson III: The EU — Where the Products Are Made

Module II, Lesson IV: The EU — Demand & Trade

Module III, Lesson I: New Zealand — How It Produces Milk

Module III, Lesson II: New Zealand — Industry Structure & the Milk Price

Module III, Lesson III: New Zealand — The GDT Auction

Module III, Lesson IV: New Zealand — Where the Products Go

Module IV, Lesson I: Australia — How It Produces Milk

Module IV, Lesson II: Australia — Where the Products Go

Module V, Lesson I: Argentina — How It Produces Milk

Module V, Lesson II: Argentina — Where the Products Go

Module VI, Lesson I: China — Production & Consumption

Module VI, Lesson II: China — The Import Market

Module VII, Lesson I: East & Southeast Asia — Two Kinds of Demand

Module VII, Lesson II: East & Southeast Asia — The Import Markets

Module VIII, Lesson I: MENA — North Africa & the Tender Markets

Module VIII, Lesson II: MENA — The Gulf



The HighGround Dairy Academy offers flexible, on-demand training that saves time and builds true market fluency across teams. It streamlines onboarding, teaches employees which data really matters, and helps them think like analysts. With interactive learning and a focus on US dairy fundamentals, it boosts confidence and clarity in a complex industry - laying the foundation for even deeper education on global markets and risk management to come.



Knowledge at Your Fingertips



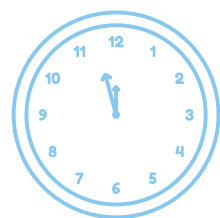
Focuses on What Matters



Interactive Learning



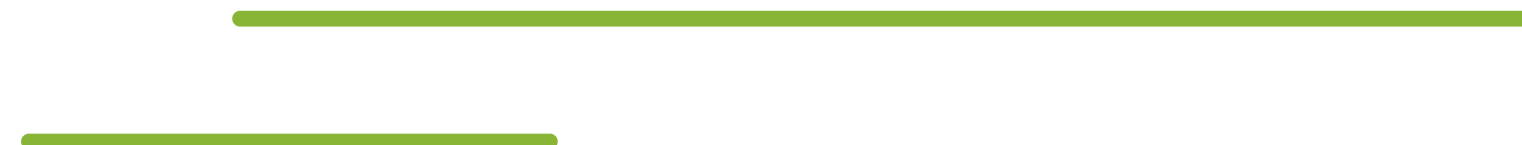
Builds Market Fluency



Saves You Time



Guides Strategic Thinking





Mission Statement

To utilize our team's dairy industry experience to deliver unparalleled global market intelligence, opinion, strategy and execution in a relentless pursuit of customer success.



Integrity

we shoot it straight and do what we say



Entrepreneurship

we succeed through quickness, creativity and adaptability



Relationships

we have never traded our own personal funds in the dairy markets, keeping 100% of our focus on customer goals & objectives



Passion

we are driven to be the best in our industry



Confidentiality

we never share customer information with anyone



Respect

we foster an environment that appreciates one another's beliefs and contributions with 100% focus on customer goals & objectives





Contact Me

Alyssa Badger

Vice President, Global Operations & Insights

Phone Number

806-407-4417

Email Address

alyssa.badger@highgrounddairy.com

