



Commodity Trading Fundamentals

Year 2025

SUISSENÉGOCE Academy

Switzerland is an internationally recognized center of expertise for commodity trading. The 500+ companies based in Switzerland, located in a unique trading hub, account for over 10'000 direct jobs.

In this vibrant and professional environment, training is becoming all the more a prerequisite. Experts responsible for logistics and operations are key players in the industry's success. With increased international competition and challenges faced by commodity trading activity, education & training have become a critical asset to succeed in today's industry.

COURSE OBJECTIVES

This programme is intended to provide the participants, in a very short period of time, with a comprehensive understanding of the world of Commodity Trading, Shipping and Trade Finance. The course explores the history, current situation and future of the industry before covering the fundamental aspects of the day-to-day business itself. The course focuses on the importance of each phase of a trading contract and emphasizes the interactions between them.

In addition, it focuses on the importance of understanding the work done by colleagues and actively enhancing inter-departmental collaboration. The participants will be exposed to business documentation and specific terminologies, immediately usable in their daily practice.

AUDIENCE

The course is aimed at a wide audience ranging from individuals currently working within the industry looking to improve their overall understanding and actions of colleagues, individuals working for companies providing services to the industry and looking to better understand their customers, individuals reporting on or regulating the industry and those outside the industry looking to better understand how it works.

Anyone who is seeking to fully grasp all angles of a complex sector.

OBJECTIVES

This programme aims to provide a solid, fundamental understanding of the industry and the day-to-day business, in particular by:

- Offering commodity trading companies, trade finance banks or funds or any service company, a specific training to improve their employees' understanding and knowledge.
- Accelerating the understanding of the business of newcomers in administrative positions

The course is broken down into

- 4 sessions over 2 days in presential (February and October 2025)
- 4 sessions over 4 days remotely/online course (June 2025).

PROGRAMME

Introduction to Commodity Trading

- What is trading and its importance to the global economy
- History of trading

Commodities and Trading Companies

- Overview of various commodities
- Trading companies and actors in commodity Trading
- Services essential to commodity trading
- Market associations

Documentation and Terminology overview

- Ensuring that all participants understand the terminology being used

Current and future changes in Commodity Trading

- Changing structure of companies
- New actors

Sustainability

- Renewable focus
- Traceability
- Decarbonization – emission reduction

Operational Overview

- Importance of contracts and their role in trading
- How does a Commodity Trade actually work?
- Walkthrough a deal from purchase to sale

Shipping

- Overview of ship types and sizes
- Chartering
- Shipping Operations
- Laytime & Demurrage

Insurance

- Types, market players and structures and day to day handling

Compliance

- General overview of importance in the sector

Financing Commodity Trading

- Options for financing trade
- Payment methods in use
- Letters of Credit etc.

Price and risk management

- Importance of global exchanges
- Price in different commodities and markets
- Payment terms
- Hedging

Legal dispute avoidance and resolution

- Choosing law, arbitration and lawyers
- How to avoid claims

Counterparty Relations

- Too often overlooked at all levels

TEACHING FORMAT

The course is given by an experienced trainer, working in the industry for over 20 years and who will adapt its curriculum to the level of the class. We will welcome a maximum of 20 participants.

The programme is split in two days of eight hours each. To optimize the level of concentration, the 8-hours class will be organized in two sessions of four hours:

The programme is run three times per year, in Spring, Summer and Winter.

The Spring 2025 dates are the following (held exclusively IN PERSON):

- Tuesday March 25th, from 9am to 1pm and from 2pm to 6pm
- Wednesday March 26th, from 9am to 1pm and from 2pm to 6pm

The Summer 2025 dates are the following (held exclusively ONLINE):

- Tuesday June 03rd, from 11am to 4pm with 1 hour break
- Thursday June 05th, from 11am to 4pm with 1 hour break
- Tuesday June 10th, from 11am to 4pm with 1 hour break
- Thursday June 12th, from 11am to 4pm with 1 hour break

The Fall 2025 dates are the following (held exclusively IN PERSON):

- Tuesday October 8th, from 9am to 1pm and from 2pm to 6pm
- Wednesday October 9th, from 9am to 1pm and from 2pm to 6pm

Evaluation

There is no evaluation for this programme but after completion of the course, the participants will receive a Certificate of Participation, if they have followed the whole programme.

Throughout the course there will be continual informal evaluation to ensure full understanding of the concepts being covered.

INFORMATION

Course Schedule and Location for presential courses:

8 hours per day on Tuesday and Thursday from 9am to 6pm, with one hour for lunch break.
In presence at : **SUISSENÉGOCE Academy**, 11 rue de Chantepoulet, 1201 Geneva

Application

Applications must be submitted **electronically via SUISSENÉGOCE's website**
([Commodity Trading Fundamentals • SUISSENÉGOCE \(suissengoce.ch\)](https://www.suissengoce.ch))

Admission criteria:

Good command of spoken and written English is necessary as the programme is taught in English.

Acceptance or refusal of applications are at the sole discretion of SUISSENÉGOCE Academy.
Late applications may be considered depending on available slots.

You will be notified via e-mail if you have been accepted to attend the course. A maximum of 20 participants will be accepted per intake.

Tuition Fees

For SUISSENÉGOCE members
CHF 1'000.00

For non SUISSENÉGOCE members
CHF 1'300.00

The course must be paid at least 10 days before start.

Multi booking

A discount of 10% will be applied for 3 or more bookings from the same company in the same intake.

Cancellation and substitution policy

No refund whatsoever will be made for cancellations received 10 days or less before the course's start date. Participants can however be substituted by an acceptable candidate if the organizers receive prior notification.

Force Majeure

In case a force majeure (pandemic and/or forced confinement imposed by any governmental authority) would prevent SUISSÉNÉGOCE Academy to conduct in-person teaching in the classroom, the following situations may occur:

- In the event that the programme has not started, it may be postponed to a later date. In this case, the course participant will be offered the possibility to maintain his registration and attend the course at the later date or to be reimbursed for the amount(s) paid. SUISSÉNÉGOCE Academy shall notify the course participant in writing thereof.
- In the event that the programme has started, the remaining modules will be maintained but may be conducted via an online platform. This solution only applies if there is no other possibility to follow the course in situ. In this case, the participant shall not be entitled to any reimbursement of any kind.

FAQ

Can I be accepted even if I do not have any particular certification?

No certification as such is requested but a strong motivation and a good command of the English language are necessary.

Can you help me acquire a work permit?

Unfortunately not. This is an educational programme and SUISSENÉGOCE does not provide this kind of service.

Do I need a laptop to follow the class?

Yes, as the whole programme will take place online. Presentations and documents will be uploaded on the SUISSENÉGOCE Learning Platform, and you will need an electronic device to view them.

Will you help me find a job?

No. The purpose of this training is for the participants to grow professionally and attain a good understanding of commodity trading activities. It is not SUISSENÉGOCE's purpose or objective to assist the participants in finding a job.

After the training, will I be accepted to pursue the Master in Commodity Trading, or the Diploma in Commodity Trading also set up by SUISSENÉGOCE?

No, acceptance for the Master or Diploma is subject to a specific set of rules set by the University of Geneva.

Can I meet SUISSENÉGOCE representatives before the courses?

Yes if necessary, but it would be preferable to schedule any such meeting in advance.

What happens if I cannot attend one course?

Unfortunately, unattended classes cannot be replaced. Under no circumstances can courses be recorded.

ABOUT SUISSÉNÉGOCE

GTSA, the Geneva-based maritime trade and chartering association, was founded in 2006. In 2014, GTSA became national and took the name STSA to offer a greater representation of the industry on a national level. STSA encompasses the three regional associations (GTSA, ZCA in Zug and LCTA in Ticino) and consists of more than 190 member companies and institutions, as well as around 100 experts involved in the association's various working groups.

Today, our association is known as SUISSÉNÉGOCE and has a new logo. A new image that highlights the transformation of the industry as a whole: the commodity trading industry will be communicating with Swiss citizens and engaging in public debate. The different colours of our logo represent the different commodities: green and brown for agricultural products, grey and dark blue for energy, metals & minerals, and light blue for maritime transport, which is of prime importance for all commodities.

The Association has become renowned for its successful professional programmes such as the Operator's Certificate and the Commodity Trading Fundamentals. To respond to the industry's request, SUISSÉNÉGOCE has recently put in place three innovative certificates: SUISSÉNÉGOCE the Commodity Trading Risk Analyst, the Documentary Credit Officer and the Commodities Sustainability Fundamentals (ESG) Certificate.

In parallel, SUISSÉNÉGOCE also organises educational programmes such as the Master of Science in Commodity Trading, and the Diploma in Advanced Studies in Commodity Trading. Both programmes have been created in partnership with the University of Geneva and have been running since 2008 with an increasing level of recognition.

In 2022, SUISSÉNÉGOCE Academy has been awarded the eduQua Label for the second time. The first Swiss federal qualification providing quality assurance for continuing education and training. This certification is a mark of recognition of the high quality of SUISSÉNÉGOCE Academy's education and training programmes. It was obtained after an in-depth evaluation process and an in-house audit, to ensure that our methods are fully transparent and in accordance with its standards.

SUISSÉNÉGOCE Academy

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