SUISSENÉGOCE ACADEMY



7

Commodity Trading Fundamentals

Year 2027

EDUQUA

1. PRESENTATION

Switzerland hosts one of the world's leading commodity trading ecosystems, with more than 550 companies active across the trading, shipping, trade finance and services sectors. Together, they contribute over 35,000 direct jobs and play a critical role in global supply chains.

In this vibrant and professional environment, specialised training has become a key success factor for professionals seeking to build a career in commodity trading. Trained professionals responsible for logistics and operations are key contributors to the industry's success, especially in the context of increased international competition and challenges faced by the commodity trading activity.

For twenty years, SUISSENÉGOCE Academy has played a leading role in commodity trading education in Switzerland, helping professionals develop the practical skills and industry knowledge required to succeed in this highly specialised sector, equipping industry professionals with the cutting-edge expertise and practical skills to tackle the challenges and thrive in this dynamic environment.

With courses designed and taught by industry experts, a constant commitment to link theory with real-world applications, and a network of more than 500 alumni working successfully in the commodity trading sector, we have built a reputation for excellence.

> ***"Education contributes to raising awareness about all the processes and operations involved in commodities trading and provide participants with an in-depth understanding of the challenges faced in daily activities."***
>
> Florence Schüch, Secretary General, SUISSENÉGOCE

2. 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.

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, specific training to improve their employees' understanding and knowledge;

- Accelerating the understanding of the business of newcomers in administrative positions;
- Anyone who is seeking to fully grasp all angles of a complex sector.

This course is available in two delivery formats to accommodate different learning preferences and operational constraints:

- **In-person format**: 2 days, with 8 hours of instruction per day;
- **Online format**: 4 sessions, each consisting of 4 hours of live instruction.

The in-person format maximises interaction between participants and the teacher while creating valuable networking opportunities. The online format offers greater flexibility while maintaining the same learning objectives and programme content.

3. LEARNING OUTCOMES

This programme provides participants with a practical, end-to-end understanding of how physical commodities trading works. Over two days, participants follow real trading decisions from the initial commercial opportunity through pricing, negotiation, contracts, financing, operations, shipping, documentation, payment and risk management to final P&L and claims.

Two recurring model trades — a bulk oil-products trade and a rice trade, are used to connect the different functions and show how the same commercial principles apply across different commodities and logistics models.

The course emphasizes how commercial, operational, shipping, finance, risk, compliance and legal decisions interact. Participants work with practical scenarios, industry documents and live decision exercises, developing not only technical understanding but also the judgement required to assess whether a trade is profitable, workable and worth the risk.

4. PROGRAMME

DAY 1 — BUILD THE TRADE

- The physical trade and who is who
- Why traders exist — Move / Wait / Change
- Model trades and Incoterms fundamentals
- Pricing, benchmarks and trade attractiveness
- Incoterms and negotiation
- Recaps, contracts and General Terms & Conditions
- Financing and capital
- Trading operations

DAY 2 — MANAGE THE TRADE

- Shipping, freight and vessel choice
- Ports, laytime and demurrage
- Documentary chain and Bills of Lading
- Payment and payment security
- Hedging and insurance
- Compliance and trade acceptability
- When things go wrong — claims, evidence and commercial decisions
- Final trade review — expected versus actual P&L
- The people behind the trade — technical knowledge and relationships

5. TEACHING FORMAT

The course is highly interactive and practical. Participants work through recurring model trades, analyse real industry documents, make commercial decisions through live Slido exercises and complete short SurveyMonkey knowledge checks. Where useful, live industry tools and current market examples are incorporated into the teaching.

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.

This programme can be delivered either in person or online, depending on your preferences and operational requirements.

For in-person delivery, we schedule the programme over two days, with 8 hours of teaching per day, 9am to 6pm, with a one-hour lunch break. This format maximizes interaction between participants and the teacher, encourages active discussions, and provides valuable networking opportunities among participants.

For online delivery, we divide the programme into four sessions over two weeks, each consisting of two 2-hour modules; 11 am – 01pm and 02pm – 4pm. This format offers greater flexibility for participants while maintaining a high level of engagement and facilitating the assimilation of key concepts between sessions.

6. EVALUATION

There is no formal examination. Short knowledge checks and live decision exercises are used throughout the course to reinforce understanding and stimulate discussion. Participants who complete the full programme receive a Certificate of Participation.

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

7. LECTURER

SUISSENÉGOCE Academy ensures that all course lecturers have the necessary professional experience in their field to teach in the modules for which they are being considered. All course lecturers are recommended to SUISSENÉGOCE Academy by experts able to attest to their professional competencies and teaching capabilities.

The lecturer for SUISSENÉGOCE Commodity Trading Fundamentals course is Mr. Richard Watts. Richard has over 20 years' experience in shipping, trading, insurance, finance, and legal matters relating to physical commodities.

Richard started his trading career in 2000 working for two of the leading independent rice trading companies. During this time Richard worked in various sectors of the business including contract execution, legal, insurance and shipping.

In 2008 Richard created HR Maritime, based in Geneva, to provide bespoke professional services to the trading and shipping community. HR Maritime presently offers consulting, outsourcing and training to the industry.

Richard works tirelessly to improve the industry through technological advances, efficiency enhancement and error reduction.

8. ADMISSION CRITERIA

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

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.

Applications must be submitted **electronically via SUISSENÉGOCE's website**
Commodity Trading Fundamentals • SUISSENÉGOCE (suissenegoce.ch)

9. INFORMATION

TUITION FEES

For SUISSENÉGOCE members	For non SUISSENÉGOCE members
CHF 1'000.00	CHF 1'300.00

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

Discover upcoming sessions, dates, locations and course timings on the programme page, and secure your place in one of our next intakes.

https://suissenegoce.ch/programs/commodity-trading-fundamentals/

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 SUISSENÉGOCE 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. SUISSENÉGOCE 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.

10. QUALITY LABEL - EDUQUA

As the first Swiss qualification providing quality assurance for continuing education and training, this is a landmark for STSA Learning. The certification 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.

This certification is a mark of recognition of the high quality of SUISSENÉGOCE Academy's education and training programme.

eduQua was founded by the Swiss departments of economy as well as professional education and the Swiss Federation for Adult Learning (SVEB). It is now owned and operated by the Swiss Federation for Adult Learning (SVEB). The eduQua label certifies that an adult education institution follows the minimum prescribed quality standard eduQua:2021.

FAQ

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

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

Can you help me acquire a work permit?

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

Do I need a laptop to follow the class?

Presentations and documents will be uploaded on the SUISSENÉGOCE Learning Platform, and you will need an electronic device (laptop or tablet) to view them.

Will you help me find a job?

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?

Admission requirements vary from one programme to another and are based on a combination of academic and professional criteria. Holding this certificate does not automatically grant admission to any other SUISSENÉGOCE programme.

Each application is reviewed individually according to the specific admission requirements of the programme concerned.

Can I meet SUISSENÉGOCE representatives before the course?

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 SUISSENÉGOCE

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 210 member companies and institutions, as well as around 100 experts involved in the association's various working groups.

Today, our association is known as SUISSENÉGOCE 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, SUISSENÉGOCE has recently put in place three innovative certificates: SUISSENÉGOCE the Commodity Trading Risk Analyst, the Documentary Credit Officer and the Commodities Sustainability Fundamentals (ESG) Certificate.

In parallel, SUISSENÉGOCE 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 2025, SUISSENÉGOCE Academy has been awarded the eduQua Label for the third 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 SUISSENÉGOCE 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.

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