



Derivatives & Hedging: From principles to practice

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 ever-changing professional environment, tailor-made education & training is becoming even more a prerequisite.

For over a decade, SUISSENÉGOCE Academy has been the undisputed leader in commodity trading education in Switzerland, 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.

PRESENTATION

In this course, we will explore the critical role of hedging and derivatives in managing risk and enhancing profitability within the dynamic world of commodity trading. You will learn how traders, producers, and consumers use financial instruments like futures, options, and swaps to protect against price volatility and secure predictable outcomes in an otherwise unpredictable market. We will cover key concepts such as risk management strategies, market structures, pricing mechanisms, and the regulatory environment governing derivatives and hedging of commodities.

This intensive 9-hour course (3 sessions of 3 hours each) is led by industry experts, combining theory, practical case studies and immediately applicable tools.

We place strong emphasis on practical cases and hedging scenarios across the three main commodities (energy, agri, metals), aiming to simulate real market conditions.

Let's dive into the world of hedging and derivatives and take your knowledge of commodity trading to the next level!

COURSE OBJECTIVES

This course is designed to give you an in-depth understanding of commodity hedging. You will learn how to manage price risks, use financial tools and implement effective hedging strategies.

By the end of this course, you will:

- Understand the fundamentals of Commodity Hedging
- Acquire practical skills needed to implement appropriate hedging strategies
- Master the tools and insights needed for effective risk management.

AUDIENCE

The course is aimed at individuals currently working within the commodity trading industry and targets in particular:

- ✓ Commodity traders
- ✓ Risk managers
- ✓ Anyone involved in price risk management.

This course is unsuitable for beginners or professionals without relevant commodity trading experience: to enroll in this course, participants are expected to have at least an understanding of pricing and financial derivatives.

PROGRAM

3 evening sessions of 3 hours each, over 3 weeks of in-class teaching, **with no possibility** of remote/ online participation.

Session 1: Introduction to hedging

- The fundamentals of hedging: objectives and principles.
- The different instruments: forwards, futures, options, swaps, OTC, etc.
- Stakeholders in hedging.
- Advantages and limitations of hedging strategies.
- Integrating of hedging into a trading company's risk management strategy.
- Hedging in the context of ESG concerns (e.g. speculative trading in agri, Big Data asymmetry, ethical use of derivatives).

Teacher: Pierre-Edouard Dolhen

Session 2: Case studies

- Analysis of real commodities trading scenarios (agri / energy / metals).
- Exercises on implementing hedging strategies.
- Simulation of a market environment.

Teacher: Matthew Heap

Session 3.1: Tools and templates for hedging

- Introduction to Excel templates for modelling your strategies.
- Customization and interpretation of results.
- Best practices for optimal monitoring.

Teacher: Pierre-Edouard Dolhen

Session 3.2: Course review and practical case studies

- Course review.
- Resolution of additional practical cases.
- Advice on how to incorporate strategies into your day-to-day activity.

Teacher: Pierre-Edouard Dolhen

EVALUATION

There is no (graded) evaluation for this programme.

Throughout the course, participants will undergo informal evaluation, through individual and group assignments, to ensure their full understanding of the concepts covered.

CERTIFICATE AWARDED

After completion of the course, the participants will receive a Certificate of Participation, if they have followed the whole programme.

PROGRAM DIRECTOR

M. Pierre-Edouard Dolhen

INFORMATION

Course Schedule and Location

3 sessions, from 6pm till 9pm

The dates are published on our website.

SUISSENÉGOCE Academy, 11 rue de Chantepoulet, 1201 Geneva

Application

Applications must include the following documents:

- 1) Application form duly completed.
- 2) Your resume in English.

Applications and all supporting documents must be submitted **electronically via SUISSENÉGOCE's website**

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 700.-

For non SUISSENÉGOCE members

CHF 950.-

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 start date. Participants can however be substituted by an acceptable candidate if the organizers receive prior notification.

FAQ

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

No, while formal certification is not required, the course is not suitable for beginners or professionals without relevant commodity trading experience. Participants are expected to have at least a fundamental understanding of pricing and financial derivatives.
A good command of English is required.

Can you assist with obtaining a work permit?

Unfortunately, no. This is an educational programme and SUISSÉNÉGOCE does not provide such services.

Do I need to bring a laptop to class?

Yes, since part of the programme includes exercises and practical cases using Excel, you will need a PC (or a tablet with keyboard) with Excel™ installed.

Will you help me find a job?

No. The purpose of this training is for the participants to develop professionally and improve their hedging knowledge and skills. SUISSÉNÉGOCE's role does not include assisting the participants in finding a job.

After completing the training, will I automatically be accepted into the Master's or Diploma programme in trading offered by the University of Geneva in partnership with SUISSÉNÉGOCE?

No, admission to the Master's or Diploma programme is subject to specific requirements set by the University of Geneva.

However, many SUISSÉNÉGOCE programme participants have continued their professional development through additional SUISSÉNÉGOCE courses or academic programmes offered by the University of Geneva (CAS / DAS in Commodity Trading or Master of Science in Commodity Trading).

Can I meet with SUISSÉNÉGOCE representatives before the courses begin?

Yes if necessary, but schedule any meetings in advance.

What if I miss a class?

It will be your responsibility to obtain the presentations and class notes from another student. Missed classes cannot be made up.
Please note that recording of courses is strictly prohibited.

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 215 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 programs 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: the Commodity Trading Risk Analyst, the Documentary Credit Officer and the Commodities Sustainability Fundamentals (ESG) certificate.

In parallel, SUISSÉNÉGOCE also organizes educational programs such as the Master of Science in Commodity Trading, and the Diploma in Advanced Studies in Commodity Trading. Both programs 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 programs. 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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