STSA Commodity Trading Fundamentals

APRIL 2021

PRESENTATION

Switzerland is an internationally recognised centre 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 the commodity trading activity, education & training have become a critical asset to succeed in today's industry.

OBJECTIVES

This programme is intended to provide the participants, in a very short period of time, with a comprehensive understanding of all steps needed to execute a transaction from start to finish. The course focuses on the importance of each phase of a trading contract and emphasises the interactions between them.

In addition, it makes understand the importance of the work done by colleagues and actively enhance inter-departmental collaboration and to familiarise the participants with business documentation and specific terminologies, immediately usable in their daily practice.

AUDIENCE

All employees new to the industry in an administrative position such as HR, Accountants and/or IT, looking to enhance their understanding of the commodity trading world.

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

PROGRAMME

HALF DAY 1   TUESDAY 20.04.21 PM

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

HALF DAY 2   THURSDAY 22.04.21 PM

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 extraction to final distribution

Half Day 3   Tuesday 27.04.21 pm

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

Half Day 4   Thursday 29.04.21 pm

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

The lectures are given by industry experts from the commodity trading industry, with inputs from guest speakers to give further depth and various perspectives.

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.

INFORMATION

Course Schedule and Location:

Due to the current public health situation, all classes will be held by distance learning. Even though we have a preference for face-to-face learning, according to testimonies of the 2020 sessions' participants, distance learning has proven to work well.

Application

Applications must include the following documents:
1) Application form duly completed;
2) Your updated resume in English;
3) 1 passport picture.

Applications and all supporting documents must be submitted **electronically via STSA's website** (https://stsa.swiss/training/education)**.**

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 STSA. 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 STSA members
CHF 900 (includes 4 half-days)

For non STSA members
CHF 1'200 (includes 4 half-days)

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 organisers receive prior notification.

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 STSA 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 STSA 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 the commodity trading activities. It is not STSA'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 STSA?

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

Can I meet STSA 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 STSA

STSA was created as GTSA in 2006 by the main actors of the Commodity Trading community in Geneva. In 2008, it extended its reach to the Lake Geneva Region. In 2014, it became STSA – a national Association for Trading and Shipping in Switzerland – overseeing the regional chapters of Zug and Lugano, and representing more than 190 members encompassing large, medium and small entities.

The Association has become renowned for its successful professional programmes such as the STSA Operator's Certificate and the Commodity Trading Fundamentals. In response to the industry's requests, STSA has recently put in place three innovative certificates: the STSA Commodity Trading Risk Analyst, the STSA Documentary Credit Specialist and the STSA Business & Human Rights Certificates.

In parallel, STSA 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 2019, STSA Learning has been awarded the eduQua Label. The first Swiss qualification providing quality assurance for continuing education and training. This certification is a mark of recognition of the high quality of STSA Learning'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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