

DESCRIPTION OF ELECTIVE COURSE

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| Name of the school : Haute école de gestion de Genève | Academic Year: 2022-2023 |
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| FIRST PART: DESCRIPTION OF MODULE | |
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| 1. Domain | Business and Services |
| 2. Department | International Business Management |
| 3. Course name | Trade and commodity finance |
| 4. Code | 31016 |
| 5. Type of education | <input checked="" type="checkbox"/> Bachelor <input type="checkbox"/> Master <input type="checkbox"/> MAS <input type="checkbox"/> DAS / CAS / single days |
| 6. Number of ECTS Credits | 5 |
| 7. Prerequisites | <input checked="" type="checkbox"/> Validation of the modules in semesters 1 and 2 <input checked="" type="checkbox"/> Attendance of the modules in semesters 3 and 4 for full-time students, and semesters 5 and 6 for part-time students <input type="checkbox"/> |
| 8. Teaching language | <input type="checkbox"/> French <input type="checkbox"/> German <input checked="" type="checkbox"/> English <input type="checkbox"/> Other : |
| 9. Objectives | <p>Trade and Commodity Finance (TCF) is essentially concerned with the financing of trade flows and dealing with and mitigating country, credit and counterparty risks in these markets.</p> <p>Geneva is the greatest Commodity Finance hub in the world and thus is a source of significant employment. Many HEG students are working in the TCF sector in banks as well as trading houses. The focus will be on the financing of physical commodity flows (oil, metals and agricultural products).</p> <p>This course will examine financing trade and commodities from the banking perspective as well as from the trading company perspective.</p> <p>The real understanding in Trade and Commodity Finance comes in being knowledgeable of the legal aspects underlying and supporting the instruments and documents used in financing. This knowledge will give you a competitive advantage on the job.</p> |

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| <p>10. Contents <i>(General themes and descriptions, the accurate content may change)</i></p> | <p>The course follows the various stages of financing the supply chain from production through shipment to final payment for the product. As such the student will be introduced to fundamental working capital financing:</p> <ul style="list-style-type: none"> --receivables financing --inventory financing --producer financing <p>Students will learn the following:</p> <ul style="list-style-type: none"> --key payment terms and methods used in international trade --important contracts and documents necessary to make trade flow, such as letters of credit and bills of exchange --the essentials of how banks establish a security interest in the goods they are financing <p>The course's philosophy is to be as real as practical as possible and much of the teaching is done through case studies based on real commodity financing transactions which convey to students real-life situations.</p> |
| <p>11. Evaluation</p> | <p>The grading of the module shall be based on:</p> <ul style="list-style-type: none"> • A written exam in week 15 of the semester; and/or • Mid-term assessments during weeks 1 to 14 according to the decision of the instructor. <p>(The methods & weightings are communicated by the instructor before the evaluations).</p> |
| <p>12. Remediation/repetition</p> | <p><input checked="" type="checkbox"/> Compulsory remediation if the module grade is between 3.5 and 3.9 / 6. When subject to a remediation, only the grade of the remedial exam will be taken into account (maximum grade 4.0). A repeated module cannot benefit from a remedial exam.</p> <p><input type="checkbox"/> No remediation</p> |
| <p>13. Coordinator / main instructor</p> | <p>Richard Watts</p> |

SECOND PART: LOCATION OF THE MODULE IN THE STUDY PLAN

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| 14. Level | <input type="checkbox"/> Basic module <input type="checkbox"/> Advanced module <input checked="" type="checkbox"/> Specialized module <input type="checkbox"/> Other: |
| 15. Characteristics | <input checked="" type="checkbox"/> Module is mandatory (which could lead to final dismissal from the program, cf. art.15, al.1, « Statut des étudiant-e-s bachelor ») |
| 16. Type | <input checked="" type="checkbox"/> Main module <input type="checkbox"/> Module linked to main module <input type="checkbox"/> Optional module <input type="checkbox"/> Other: |
| 17. Time organization | <input checked="" type="checkbox"/> Module over 1 semester <input type="checkbox"/> Module over 2 semesters <input type="checkbox"/> Spring semester <input checked="" type="checkbox"/> Fall semester <input type="checkbox"/> Other |