

## DESCRIPTION OF ELECTIVE COURSE

<b>Name of the school :</b> Haute école de gestion de Genève	<b>Academic Year:</b> 2025-2026
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FIRST PART: DESCRIPTION OF MODULE	
<b>1. Domain</b>	Business and Services
<b>2. Department</b>	International Business Management
<b>3. Course name</b>	<b>Commodity Trading Physical Operations I</b>
<b>4. Code</b>	31012
<b>5. Type of education</b>	<input checked="" type="checkbox"/> Bachelor <input type="checkbox"/> Master <input type="checkbox"/> MAS <input type="checkbox"/> <input type="checkbox"/> DAS / CAS / single days
<b>6. Number of ECTS Credits</b>	5
<b>7. Prerequisites</b>	<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"/> .....
<b>8. Teaching language</b>	<input type="checkbox"/> French <input type="checkbox"/> German <input checked="" type="checkbox"/> English <input type="checkbox"/> Other: .....
<b>9. Objectives</b>	<p>Commodity trading is built up transaction by transaction, deal by deal.</p> <p>This program is intended to provide the students, 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 emphasizes the interactions between them. In addition, it enables the students to familiarize with business documentation and specific terminologies, to enable a running start to any entry level role in the industry.</p>

<b>10. Contents</b> <i>(General themes and descriptions, the accurate content may change)</i>	<p>This course will cover essential contracts and documents that underly every deal and which are essential for anyone in the commodities sector to know, including:</p> <ul style="list-style-type: none"> <li>➤ What is Commodity trading and its importance to the global economy</li> <li>➤ History of trading Commodities, Trading Companies &amp; International trade flows</li> <li>➤ How does a Commodity Trade actually work?</li> <li>➤ Ensuring that all participants understand the terminology being used</li> <li>➤ Importance of contracts and their role in trading</li> <li>➤ Walkthrough a deal from extraction to final distribution</li> <li>➤ Documentation i.e., Bills of Lading (BL), Letters of Credit (L/C)</li> <li>➤ Incoterms</li> <li>➤ Overview of ship types and sizes</li> <li>➤ Chartering &amp; Shipping Operations</li> <li>➤ Laytime &amp; Demurrage Insurance</li> <li>➤ Options for financing trade &amp; Payment methods in use</li> <li>➤ Legal dispute avoidance, resolution &amp; how to avoid claims</li> <li>➤ Choosing law, arbitration, and lawyers</li> </ul>
<b>11. Evaluation</b>	<p>The grading of the module shall be based on:</p> <ol style="list-style-type: none"> <li>1. A written exam in week 15 of the semester; <b>and/or</b></li> <li>2. Mid-term assessments during weeks 1 to 14 according to the decision of the instructor.</li> </ol>
<b>12. Remediation/repetition</b>	<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.  <input type="checkbox"/> No remediation</p>
<b>13. Coordinator / main instructor</b>	<p>Richard Watts</p>
<b>SECOND PART: LOCATION OF THE MODULE IN THE STUDY PLAN</b>	
<b>14. Level</b>	<p> <input type="checkbox"/> Basic module  <input type="checkbox"/> Advanced module  <input checked="" type="checkbox"/> Specialized module  <input type="checkbox"/> Other: .....         </p>
<b>15. Characteristics</b>	<p><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 »)</p>
<b>16. Type</b>	<p> <input checked="" type="checkbox"/> Main module  <input type="checkbox"/> Module linked to main module  <input type="checkbox"/> Optional module  <input type="checkbox"/> Other: .....         </p>
<b>17. Time organization</b>	<p> <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         </p>