

DESCRIPTION OF ELECTIVE COURSE

Name of the school : Haute école de gestion de Genève	Academic Year: 2026-2027
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FIRST PART: DESCRIPTION OF MODULE	
1. Domain	Business and Services
2. Department	International Business Management
3. Course name	Commodity Trading Physical Operations I
4. Code	31012
5. Type of education	<input checked="" type="checkbox"/> Bachelor <input type="checkbox"/> Master <input type="checkbox"/> MAS <input type="checkbox"/> <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>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>

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