

DESCRIPTION OF ELECTIVE COURSE

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| Name of the school : Haute école de gestion de Genève | Academic Year: 2026-2027 |
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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 | Commodity Trading Physical Operations II |
| 4. Code | 31014 |
| 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>This program will build on the previous semester and Commodity Trading Physical Operations I.</p> <p>Topics will be covered in more detail with the opportunity to investigate real life problems and go through step-by-step examples.</p> <p>More examples of operational risks will be explored to provide the students with the knowledge to be able to solve practical problems faced on the job,</p> |

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| <p>10. Contents <i>(General themes and descriptions, the accurate content may change)</i></p> | <p>This course will in more detail the following:</p> <ul style="list-style-type: none"> ➤ Key international trade flows and how these are changing ➤ Current and future changes in Commodity Trading ➤ Changing structure of companies & New actors ➤ Sustainability & Renewable focus ➤ The impact of traceability & decarbonization on physical trading operations ➤ A detailed walkthrough of a deal from extraction to final distribution ➤ Documentation i.e., Bills of Lading (BL), Letters of Credit (L/C) ➤ Incoterms part II ➤ Chartering & Shipping Operations part II ➤ Laytime & Demurrage Insurance the calculations ➤ How trading houses finance deals ➤ Compliance for operations ➤ Additional Operational Risks, the types, market players and structures and day to day handling |
| <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.</p> <p><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 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 checked="" type="checkbox"/> Spring semester <input type="checkbox"/> Fall semester <input type="checkbox"/> Other</p> |