

DESCRIPTION OF MAJOR COURSE

Name of the school : Haute école de gestion de Genève	Academic Year: 2018-2019
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FIRST PART: DESCRIPTION OF BOTH MODULES OF THE MAJOR	
1. Domain	Business and Services
2. Department	International Business Management
3. Major name	International Commodity trading
4. Code	30912+30922
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	9 per semester for each biannual module,
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>The 'arc lémanique' today ranks as the world's premier physical commodity trading hub as well as its largest commodity finance centre.</p> <p>The course objective is to prepare the student to enter the world of commodities by giving the student technical knowledge of and the grasp of terminology surrounding the various components of commodity trading – contracts, key documents used in international trade, price risk management, operations/logistics, commodity finance, insurance – that will allow the student to be well conversant about the business on the first day of their job. The course's catchphrase is to 'think contractually'.</p> <p>At the end of the course, the student will be able to:</p> <ul style="list-style-type: none"> ▪ acquire technical knowledge of the various contracts and documents key to facilitating international trade sales contracts, bills of lading, charter parties, letters of credit, forward curves, etc and tools such as Incoterms ▪ explain succinctly what the world of physical commodities trading is all about ▪ discuss effectively the global as well as regional dynamics of several major commodities and how trade flows are changing ▪ explain and use the jargon of commodity trading ▪ identify and analyse current trends affecting the commodity trading landscape

	<ul style="list-style-type: none"> ▪ have an appreciation of the roles and perspectives of various actors including large and small trading houses, producers, consumers, financiers, inspection agents and warehousing and shipping companies ▪ have an awareness of the various risks of commodity trading and how to mitigate them
<p>10. Contents <i>(General themes and descriptions, the accurate content may change)</i></p>	<p>Autumn semester The first semester consists of 3 modules:</p> <ol style="list-style-type: none"> 1. Overview of commodities and supply and demand fundamentals 2. Introduction to sales contracts and Incoterms 3. Price risk management, forward curves, basis and spreads <p>Spring semester The second semester consists of 3 modules:</p> <ol style="list-style-type: none"> 4. International logistics/operations; shipping 5. Trade finance 6. Insurance and other relevant topics <p>The philosophy of the course is to lean more to the practical--how does the sector really work--rather than focus on the theoretical.</p> <p>Students will be required to produce commodity news bulletins, prepare assigned case studies and exercises for in-class discussion as well as on occasion make presentations. Assignments are divided between individual and group work. Students are encouraged to write their Bachelor Thesis on a commodities-related subject</p> <p>Each Friday class is divided into a morning and afternoon session. Mornings are typically devoted to commodity bulletins, lectures introducing new concepts, case study discussions and other exercises. Most afternoon sessions will have a guest presenter from the commodities sector ranging from traders to financiers to inspectors and operators.</p> <p>The class-room style is highly interactive and students are required to participate.</p>
<p>11. Evaluation</p>	<p>The grading of the modules shall be based on:</p> <ul style="list-style-type: none"> • A written exam in weeks 15 and 30 of the semester; and/or • Mid-term assessments during weeks 1 to 14 according to the decision of the instructor. • 2-3 written case analyses each semester • Newsletters and market overview • Class attendance and participation <p>(The methods and weightings are communicated by the instructor before the evaluations)</p>
<p>12. Remediation/repetition (per module)</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>

13. Coordinator / main instructor	Robert Piller
SECOND PART: LOCATION OF THE MODULES IN THE STUDY PLAN	
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"/> Both modules are 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 modules <input type="checkbox"/> Modules linked to main module <input type="checkbox"/> Optional modules <input type="checkbox"/> Other:
17. Time organization	<input checked="" type="checkbox"/> Modules over 1 semester <input type="checkbox"/> Modules over 2 semesters <input checked="" type="checkbox"/> Spring semester (module 2) <input checked="" type="checkbox"/> Fall semester (module 1) <input type="checkbox"/> Other A change of major course during the academic year is not authorized