

DESCRIPTION OF ELECTIVE COURSE

Name of the school : Haute école de gestion de Genève	Academic Year: 2020-2021
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FIRST PART: DESCRIPTION OF MODULE	
1. Domain	Business and Services
2. Department	Business Administration (<i>Economie d'Entreprise</i>)
3. Minor name	Introduction to trade and commodity finance
4. Code	31017
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 for <i>Economie d'Entreprise</i> students 6 for International Business Management students
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 involving Emerging Markets 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 is a counterpart to both the Emerging Markets and the Commodity Trading Majors.</p> <p>No math skills are required in this course – in fact the most complicated calculation is multiplying the number of metric tons of a commodity by its price per ton. 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>

	<p>This course is entirely based on 'hard', i.e., practical, skills and knowledge. Students will learn the tools, structures and context behind international cross-borders payment, the financing, knowledge that you will use on day one of your job.</p>
<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 hence much of the teaching is done through legal case decisions based on real commodity financing transaction which convey to students real-life situations and transaction.</p> <p>Further the use of cases aims to create a dynamic in-class environment.</p>
<p>11. Evaluation</p>	<p>The grading of the module shall be based on:</p> <ul style="list-style-type: none"> --up to 3 case study write-ups --possible end-of-term exam (option to replace it with a case write-up) <p>(The methods and weightings will be communicated by the instructor at the beginning of the semester)</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 (IBM only : 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>Robert Piller</p>

SECOND PART: LOCATION OF THE MODULE 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"/> Module is mandatory for IBM students (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"/> IBM Main module <input type="checkbox"/> Module linked to main module <input checked="" type="checkbox"/> EE 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