

DESCRIPTION OF ELECTIVE COURSE

Name of the school : Haute école de gestion de Genève	Academic Year: 2021-2022
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FIRST PART: DESCRIPTION OF MODULE	
1. Domain	Business and Services
2. Department	International Business Management
3. Course name	Commodity Trading Contracts 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>This Module's overall primary objective is to help prepare students to enter the commodities trading, finance and shipping sector based throughout the 'arc lémanique'.</p> <p>Commodity trading is built up transaction by transaction, deal by deal. Each deal is governed by a web of contracts. This course is primarily designed to be as practical as possible, conveying to students practical knowledge that they will use every day when on the job. This specifically means a focus on the contracts, documents and concepts that govern trade transactions.</p> <p>The philosophy and approach of the course is to be practical, asking above all the question: will the student be confronted by this on their job?</p>

10. Contents <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> <ol style="list-style-type: none"> 1. Commodity fundamentals, supply and demand and international commodity trade flows 2. Incoterms 3. Understanding the sales contract and its various clauses; principles of English contract law 4. Bills of lading 5. Legal frameworks: English Sales of Goods Act; Carriage of Goods by Sea Act 1924 6. Letters of credit and UCP 600
11. Evaluation	<p>There will be several grading events, including:</p> <ol style="list-style-type: none"> 1. Commodity news bulletin (group) 2. 2 or 3 individual case study assignments 3. A 2-hour final exam
12. Remediation/repetition	<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	<p>Robert Piller</p>
SECOND PART: LOCATION OF THE MODULE IN THE STUDY PLAN	
14. Level	<p><input type="checkbox"/> Basic module <input type="checkbox"/> Advanced module <input checked="" type="checkbox"/> Specialized module <input type="checkbox"/> Other:</p>
15. Characteristics	<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>
16. Type	<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>
17. Time organization	<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>