



# Commodity Trading Fundamentals

2-day intensive training (4 half days)

This course is inspired by a bespoke training encountering such a success that STSA decided to regularly propose it to an extended audience.

## Objectives

To provide the participants, 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 emphasises the interactions between them.

To make understand the importance of the work done by colleagues and actively enhance inter-departmental collaboration.

To familiarise the participants with business documentation and specific terminologies immediately usable in their daily practice.

## Who should attend?

All employees new to the industry in an administrative position such as HR, Accountants and/or IT, looking to enhance their understanding of the commodity trading world.

Anyone who is seeking to fully grasp all angles of a complex sector.

## Teaching format

The course will be given by an experienced trainer, working in the industry for many years and who will adapt its curriculum to the level of the class. We will welcome a maximum of 20 participants.

Price: CHF 900 for STSA members and CHF 1'200 for non STSA members.

**4 HALF DAYS**

**18 / 19 & 25 / 26**

**March 2019**

**from 9:00 AM to 1:00 PM**

**SAVE YOUR PLACE NOW!!!**

## Module 1 Trading

- Broad Overview
- Trade Patterns of specific commodities

## Module 2 Documentation

- Look at examples of principle documents used within a trading company:
- Contracts, CPs, BLs, LC Docs, Shipping docs, Financial docs

## Module 3 Terms used in Trading Companies

- Ensuring that all participants understand the terminology being used

## Module 4 Trading Contracts

- Basics of Contracts
- INCOTERMS

## Module 5 Trading Operations

- Role of an operator
- Typical operational walkthrough

## Module 6 Shipping

- Chartering (Process, CPs and voyage estimations)
- Vessel operations (voyage & time CP)
- Laytime & Demurrage

## Module 7 Finance

- Overview of Trade Finance
- Payment terms
- Letters of Credit etc.

## Module 8 Legal

- From an operational point of view
- Choosing law, arbitration and lawyers
- How to avoid claims

## Module 9 Insurance

- Overview of types and uses of insurance

## Module 10 Counterparty Relations

- Too often overlooked at all levels

To register, please contact:

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