

Welcome session

Master of Science in Commodity Trading

Wednesday 11 September 2024



Programme presentation

Eliane Palivoda Herren

Executive Director

Master of Science in Commodity Trading

Executive Diploma & Certificate in Commodity Trading
at GSEM University of Geneva

Welcome message

Prof. Jean-Paul Vulliéty

Academic Director of all programs in Commodity
Trading & Law Professor at GSEM University of Geneva

Commodity trading team



Chantal Godel
Administrative Support



Mayween Henchoz Support coordinator



Sun Vittet **Program Manager**

University of Geneva

SCHOOL GENERAL

- **Type** Public University
- Creation 1559
- Rector Prof. Audrey Leuba (since 2024)
- Students 18'262 38% international students 62% women (2022)
- Faculties / Schools: Sciences, Medicine, Humanities, Social Sciences, Geneva School of Economics and Management (GSEM), Law, Theology, Psychology & Educational Sciences, Translation and Interpreting, Centre and Institutes
- 58th on Shanghai Ranking Academic Ranking of World Universities
- 3rd Swiss University



Geneva School of Economics and Management (GSEM)

Dean Prof. Markus Menz

• Students 1'442 45% International students 45% of women (2023)

• **Fields** Economics, Management, Finance, Statistics and Information Systems, Wealth Management, Business Analytics

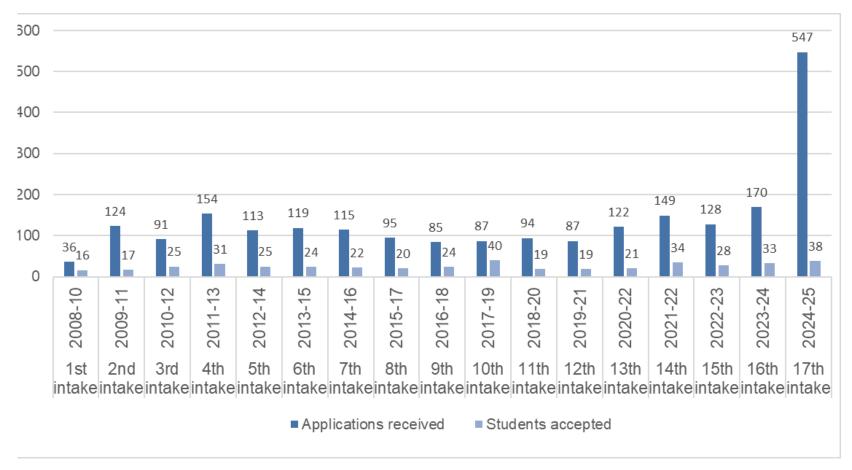


Our Objectives

- Success rate of 100%
- Constantly update the content of the program
- Keep the high standard of the master
- Meet the commodity trading industry requirement
- Full time employee at the end of the program

Master of Science in Commodity Trading

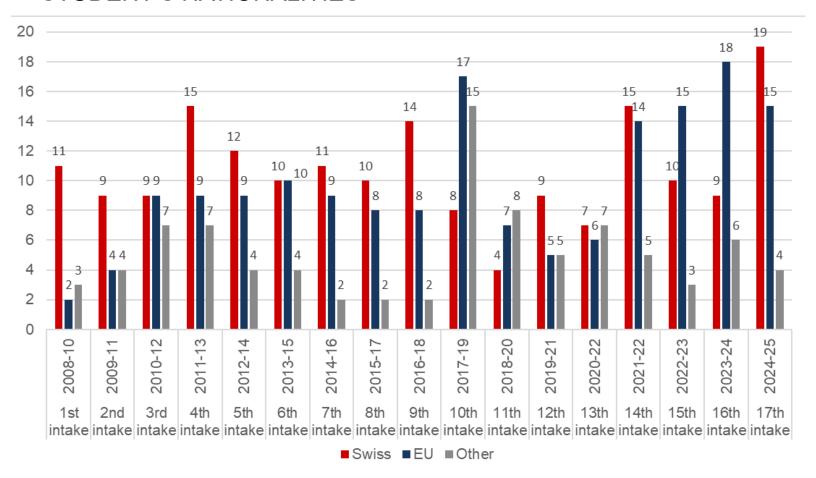
APPLICATION RECEIVED VS STUDENTS ACCEPTED





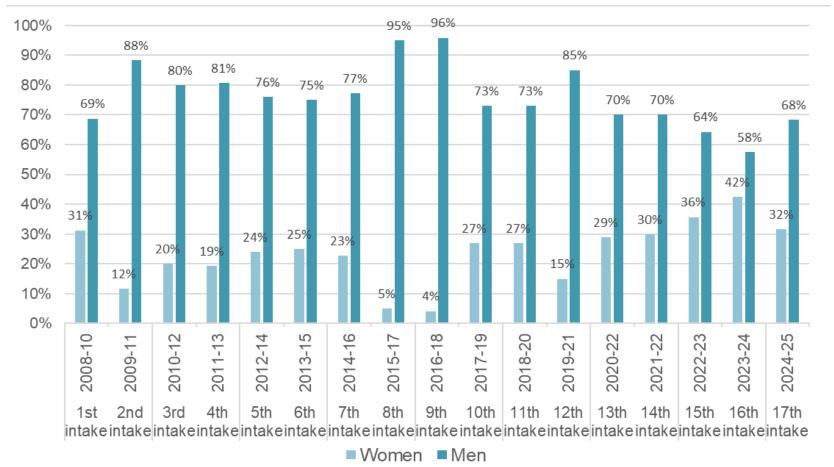
Master of Science in Commodity Trading

STUDENT'S NATIONALITIES



Master of Science in Commodity Trading

STUDENT'S GENDER





Master of Science in Commodity Trading – 1st semester

$\overline{}$															
September 2024 October 2024						November 2024				December 2024					
Sun	1			Tue	1			Fri	1	Dr Jacopo Piana	M2170	Sun	1		
Mon	2			Wed	2			Sat	2	S417030	M2170	Mon	2		
Tue	3			Thu	3			Sun	3			Tue	3		
Wed	4			Fri	4	Information Technologies \$417053	M2170	Mon	4			Wed	4		
Thu	5			Sat	5	Paula Freire	M2170	Tue	5			Thu	5		
Fri	6			Sun	6			Wed	6			Fri	6	Natural Resources Economics & Sustainability S417056	M2170
Sat	7			Mon	7			Thu	7			Sat	7	Prof. Salvatore Di Falco	M2170
	8			Tue	8			Fri	8	Data Science & Fundamental Analysis, S417030		Sun	8		
Мо	7			Wed	9			Sat	9	Dr Peter Larkin	M2170	Mon	9		
Tue	4			Thu	10			Sun	10			Tue	10		
Wed	11	Opening Session 17h-19h	M2170	Fri	11	Shipping S417054	M2170	Mon	11			Wed	11		
Thu	12	09h15 - 18h30 Thu 12 & Fri 13 International Communics & Trade \$417022	M1170	54	12	Prof. Amir Alizadeh	M2170	Tue	12			Thu	12		
Fri	13	Dr. Emmanuel Milet	MR040	Sun	13			Wed	13			Fri	13	Natural Resources Economics & Sustainability S417056	M2170
Sat	14			Mon	14			Thu	14			Sat	14	Dr Lilach Trabelsi	M2170
Sun	15			Tue	15			Fri	15	Legal Aspects & Regulations S417041	M2170	Sun	15		
Mon	16			Wed	16			Sat	16	Me Caroline Clemetson	M2170	Mon	16		
Tue	17			Thu	17			Sun	17			Tue	17		
Wed	18			Fri	18	Financial Statements Analysis S417052	M2170	Mon	18			Wed	18		
Thu	19	International Economics & Trade	M5383	Sa	19	Prof. Franck Missonier-Piera	M2170	Tue	19			Thu	19		
Fri	20	Olle Ostensson	M2170	Sur	20			Wed	20			Fri	20		
Sat	21	S417022	M2170	Mon	21			Thu	21			Sat	21		
Sun	22			Tue	22			Fri	22	Legal Aspects & Regulations S417041	M2170	Sun	22		
Mon	23			Wed	23			Sat	23	Dr Regina Asariotis	M2170	Mon	23		
Tue	24			Thu	24			Sun	24			Tue	24		
Wed	25			Fri	25			Mon	25			Wed	25		
Thu	26			Sat	26			Tue	26			Thu	26		
Fri	27	Shipping S417054	M2170	Sun	27			Wed	27			Fri	27		
Sat	28	Prof. Amir Alizadeh	M2170	Mon	28			Thu	28			Sat	28		
Sun	29			Tue	29			Fri	29	Legal Aspects & Regulations S417041	M2170	Sun	29		
Mon	30			Wed	30			Sat	30	Sarah Hunt	M2170	Mon	30		
				Thu	31	Data Science & Fundamental Analysis	M5383					Tue	31		

		January 2025				February 2025				March 2025			April 2025				May 2025		
Wed	1			Sat	1	Dr Gault & Prof. Luciani	MR040	Sat	1	Alessandro Mauro	MR030	Tue	1			Thu	1		
Thu	2			Sun	2			Sun	2			Wed	2			Fri	2	Insurance Seminar Simeon Lachev	M2170 / MR030
Fri	3			Mon	3			Mon	3			Thu	3	Commodity Price Mechanism	M5383	Sat	3	Eddicy	
Sat	4			Tue	4			Tue	4			Fri	4	Prof. Craig Pirrong	MR030	Sun	4		
Sun	5			Wed	5			Wed	5			Sat	5	\$417034	MR030	Mon	5		
Mon	6			Thu	6			Thu	6			Sun	6			Tue	6		
Tue	7			Fri	7	Energy II \$417158*	MR030	Fri	7	Hedging Tools \$417009	MR030	Mon	7			Wed	7		
Wed	8			Sat	8	Dr Gault & Prof. Luciani	MR030	Sat	8	Alessandro Mauro	MR030	Tue	8			Thu	8		
Thu	9			Sun	9			Sun	9			Wed	9			Fri	9	Types of Financing \$417031	MR030
Fri	10	Metals S417005	MR040	Mon	10			Mon	10			Thu	10			Sat	10	Guillaume De La Ville	MR030
Sat	11	Prof. Michael Tamvakis	MR030	Tue	11			Tue	11			Fri	11			Sun	11		
Sun	12			Wed	12			Wed	12			Sat	12			Mon	12		
Mon	13			Thu	13			Thu	13			Sun	13			Tue	13		
Tue	14			Fri	14	Energy II \$417158**	MR030	Fri	14	Trade Finance \$417057	MR030	Mon	14			Wed	14		
Wed	15			Sat	15	Dr Gault & Prof. Luciani	MR030	Sat	15	Jérôme Glauser	MR030	Tue	15			Thu	15		
Thu	16			Sun	16			Sun	16			Wed	16			Fri	16	Types of Financing \$417031	MR030
Fri	17	Metals \$417005	MR040	Mon	17			Mon	17			Thu	17			Sat	17	Guillaume De La Ville	MR030
Sat	18	Prof. Michael Tamvakis	MR040	Tue	18			Tue	18			Fri	18	Good Friday		Sun	18		
Sun	19			Wed	19			Wed	19			Sat	19			Mon	19		
Mon	20			Thu	20			Thu	20			Sun	20			Tue	20		
Tue	21			Fri	21			Fri	21	Options S417060	MR030	Mon	21	Easter Monday		Wed	21		
Wed	22			Sat	22			Sat	22	Alessandro Mauro	MR030	Tue	22			Thu	22		
Thu	23			Sun	23			Sun	23			Wed	23			Fri	23		
Fri	24	Writing & Oral skills Seminar	MR040	Mon	24			Mon	24			Thu	24						
		Energy I S417003*	MR040		Ш								Ш			Sat	24		
Sat	25	Dr Gault & Prof. Luciani	MR040	Tue	25			Tue	25			Fri	25			Sun	25		
Sun	26			Wed	26			Wed	26			Sat	26			Mon	26		
Mon	27			Thu	27			Thu	27	Agri Commodities	M5383	Sun	27			Tue	27		
Tue	28			Fri	28	Hedging Tools \$417009	MR030	Fri	28	Ivo Sarjanovic	MR030	Mon	28			Wed	28		
Wed	29				Ш			Sat	29	\$417055	MR030	Tue	29			Thu	29	Ascencion	
Thu	30				Ш			Sun	30			Wed	30			Fri	30		
Fri	31	Energy I S417003*	MR040					Mon	31							Sat	31		

Public holidays 2025

Thursday 09h15 -18h | Friday 14h15 - 20h | Saturday 09h15 - 13h

^{*}Energy | & || courses Saturday starts at 8:30am

^{**} Energy Friday 14.02 09h15 - 12h & 14h15 - 20h

Student services - SAE

If you have any issues with:

- Registration to courses/exams
- Grades transcription
- Report du service militaire
- Different forms
- Medical certificate to be submitted online & original two days after exam (mail box)

3rd floor Room 3287 A service-etudiants-gsem@unige.ch Monday & Friday **9h30 to 12h00** Tuesday & Thursday **14h30 to 16h30**



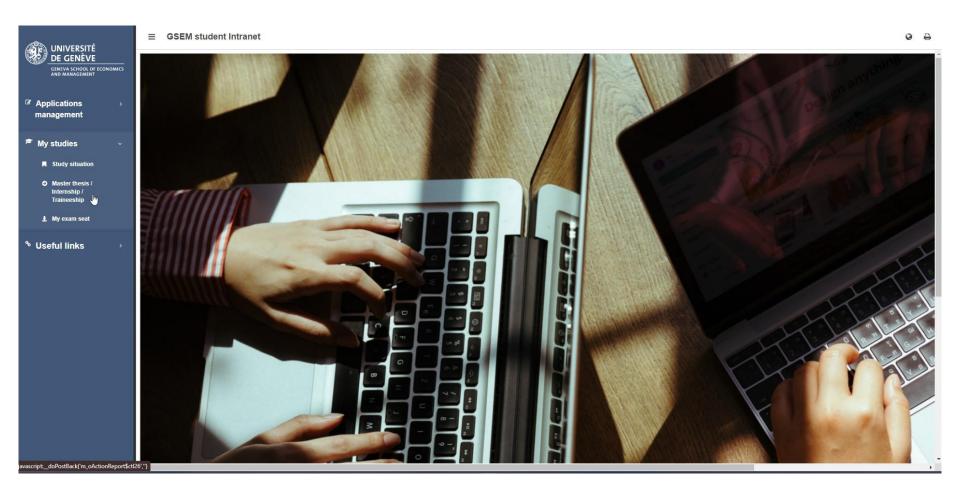
Student Intranet



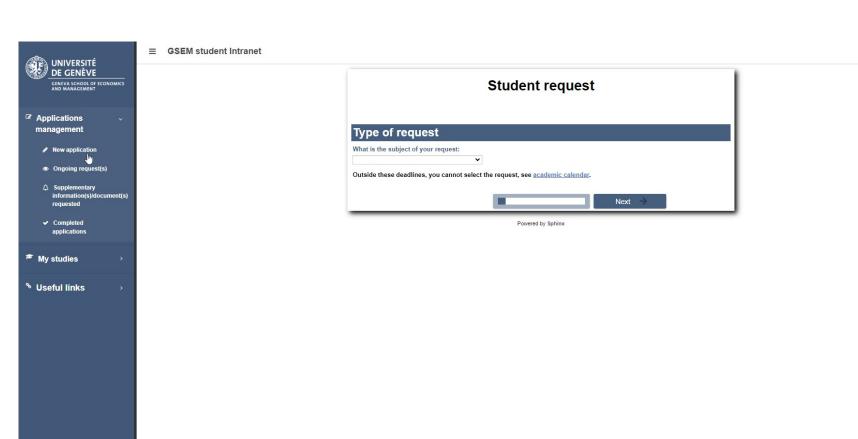




Student Intranet

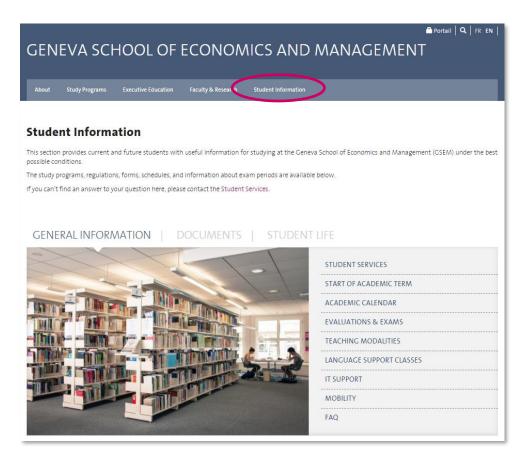


Student Intranet



Where to find the information?

GSEM student Services website



- ✓ Schedules
- Study plans
- √ Study regulations
- ✓ Forms
- ✓ FAQ
- **√** ...

Rules and regulations

- Attendance participation grade/ Punctuality/ Presence sheet
- ADEVEN Feedback on each module mandatory
- Exams (Sit-in & Take Home & Deadline)
- Grades + Thesis + Traineeship Report
- Cheating / Plagiarism

Cheating & Plagiarism

Academic dishonesty will be dealt with severity and can lead to expulsion and can take the following form:

Plagiarism and/or attempt at plagiarism is defined as:

- inclusion of copied material (whether word by word or close paraphrasing) from published documents without the use of quotation marks to signal such passages or an acknowledgment of their source;
- presenting conceptual ideas or models as one's own when they are in fact someone else's work;
- using arguments taken from published sources without citing them in the text or including the references in the bibliography (including web searches!).

Cheating and/or attempt to cheat in an exam violates the same principle as plagiarism and may include the following:

- copying the work of other participants in the exam room, or outside it in the case of individual assignments to be completed outside of class;
- · communication between participants during the exam, unless this is explicitly authorized; and
- bringing unauthorized materials inside the exam room, unless this is explicitly authorized, even if the material in question is not used.



Al

Participants can use generative AI tools for developing their group presentation and/or individual assignment.

UNIGE provides students with access to Microsoft Copilot (via their University login, details will be provided in class). Students also have free access to a free version of ChatGPT and Google Gemini (and possibly other tools such as Claude).

When using AI for your work, please add a maximum half-page declaration with the following information:

- (1) Identify the AI tool(s) you used for your work
- (2) Describe how you used these tools by disclosing the parts of your work that were developed in collaboration with AI and identifying AI's contribution to these parts
- (3) Explain your unique contribution above and beyond outputs provided by AI.

University of Geneva statement on artificial intelligence



Rules and conditions of success

- 51 ECTS spread over the 2 semesters courses
- Thesis 15 ECTS = 3rd semester
- Traineeship report 24 ECTS = 2nd semester
- A total of 90 ECTS is required to complete this Master

Master must be completed in maximum of 5 semesters

Maximum deadline to submit thesis: December 2026



Rules and conditions of success

- Mandatory courses: 2 chances maximum
- UNIGE grading scale is based on 6.00 (0.00 to 6.00)
- Minimal grade to obtain credits is 4.00/6.00
- Grades are given at 1/4 of point for example: 3.75, 4.00, 4.25, 4.50, ...
- You can validate/keep grades between 3.00 and 4.00 for a maximum of 9 credits
- Use the validation form «Conservation de note» via Intranet
- Every grade validated/kept is definitively acquired and it is not possible to change your mind



Important point

Respect deadlines: Registration course

Confirmation grades/ retake

Submission thesis

- University taxes CHF 500 have to be paid by the student within deadline
- Change of address need to be amended through your portal my.unige.ch
- Class materials by email or on Moodle
- Individual Grades on your portal at the end of the semester

Official online registration for courses

Registration: 7-11 October 2024

- You will receive an e-mail when the platform is open all your official communications will be send to the official address @etu.unige.ch
- You need to register to the courses following the deadline indicated in the academic calendar
- No exception will be made for any delay and the consequences can be important for your studies
- You have to register through the «formulaire en ligne» on your portail.unige.ch
 (do not forget to SUBMIT your form and keep the PDF as a proof)
- This registration does not concern Moodle (Learning platform) or Media Server (recordings of the course)



Master thesis

You do not have to register online for the Master thesis

- 1) Chose your topic and professor by 1st May
- 2) Keep your thesis supervisor informed of all changes (topics, submission date)
- 3) Submit your final version only once via Intranet

https://www.unige.ch/gsem/en/students/

When your grade is communicated to the Service aux étudiants, it will be registered on your grades transcript

Deadline: Your thesis can be submittted between the 2nd and 5th semester

You must have min 4.00



Traineeship report

Traineeship report in two phases

- 1) Annoucement & identify 5 objectives in October with your manager
- 2) Semester 2 June or August evaluation by your manager

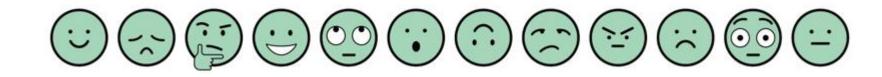
through the GSEM Intranet

https://www.unige.ch/gsem/en/students/



Teaching evaluation surveys by Adeven

- Email received after the end of each courses
- Goal : improve quality of the course
- Mandatory to complete
- Anonymous



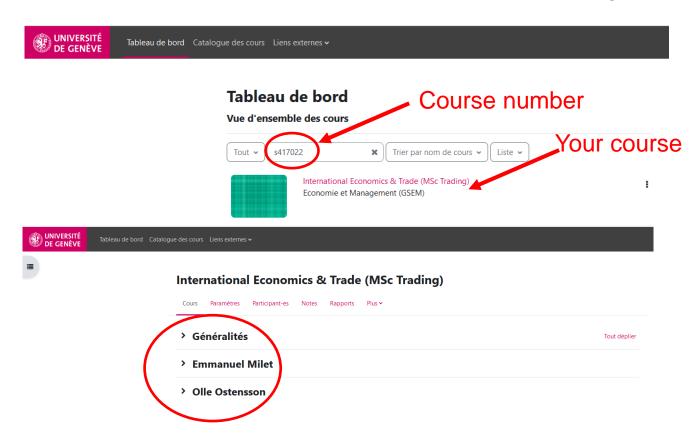
#SmartComments





Moodle

Course materials available on Moodle. Password: trading





Unige multi-purpose card

Participants enrolled in the GSEM Master program are entitled to a multi-purpose card (Student Card).

The card must first be created and issued to its holder, who is responsible for validating it every semester at a validation terminal (available at Uni Mail and at UniDufour).

The card has a barcode and can be used as a library card. It can also be used to print photocopies through the Unige system, providing the account has enough credit.





GSEM Library, UNIMAIL

- Aisle: 9 Economie, Finance & Management. Commodity Trading Market: 332.631
- Legal Aspects & Regulations books are with the Law books
- To find a book go to <u>Swisscovery UNIGE</u>
- Possibility to have a presentation by a librarian
- Opening-hours of the University of Geneva Student Library located at Uni-Mail:

Monday-Friday	8 am - 10 pm
Saturday & Sunday	9 am - 6 pm



STIC – Computer station for students

- Office & scientific softwares
- Access computer room
- Finance softwares
 - Eikon, Datastream, Bloomberg



Follow us on social media ...







Facebook page

«Geneva School of Economics and Management - UNIGE» @GSEM.UNIGE

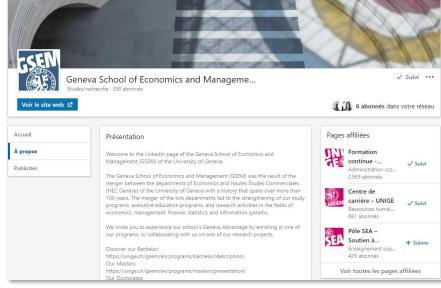




LinkedIn page

«Geneva School of Economics and Management – UNIGE»





Emergency IT contacts

GSEM IT Office Uni Mail 3265 | +41 22 379 89 20 40 bd du Pont d'Arve | CH - 1211 Genève 4

- If any issue with the classroom (closed), please contact *333 Securitas with the phone of the welcome desk on the ground floor.
- Hand-free mikes are at the reception and students can get them (with your student card)







Maison des Langues at Unige

- French lessons (general, theme-based, specialized)
- https://mdl.unige.ch/en/coursdelangues/francais/

Class representative

- The class representative handles **communications** and takes the questions emerging from students to the Executive Director of the program.
- The class representatives will also assist professors during the class (IT, etc.). Information will be provided.
- The class is in charge of naming a or two representative(s) of the 17th Intake by 20 September 2024
- Field Trip Spring 2025

Thank you for your attention

Any question, please contact us by email

gsem-commodity-trading@unige.ch



SUISSENEGOCE

Serge Claus

Education & Training Manager SUISSENEGOCE





Switzerland Hub for Commodity Trading and Shipping

Master in Commodity Trading

Serge Claus 11th September 2024

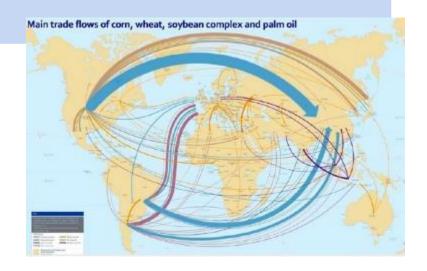


What is Commodity Trading?

Commodities are **spread unequally** around the globe

→ competitive advantage & international trade

Key reliable partners within the Supply Chain







Purpose of Commodity Trading?

Commodity traders are merchants, who bring added value to the product by organizing the value chain and managing risks through their knowledge of commodity markets





















Why Switzerland?



A long tradition of international commodity trading

A unique concentration of talents

A high density of expertise along the entire commodity value chain

A stable haven in the heart of Europe

A neutral country

A strong financial centre with first-class banks specialised in trade finance

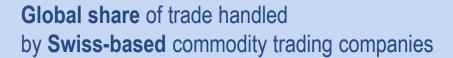
An ideal time zone for global business activities





A Snapshot of the Industry





38% Cocoa

55% Coffee 60% Grains

60% Metals

40%

65%

Cotton



22%

of the world's **maritime trade movements** and more than **3'700 ships** operate from Switzerland +35,000

Direct (approx. 10'000) & indirect jobs in the commodity trading industry

+550

Companies active in the sector

~4.8%

Of Switzerland's GDP





ASSULACE: SWEET FEBRUARY STATISTICAL OFFICE'S STATISTICS ON COMMODITY TRACKING, REFORMAL YEAR MODI





Major Commodity Trading houses

- **Archer Daniels Midland ADM**
- Bunge
- Cargill
- Cofco
- Glencore
- Gunvor
- **Koch Industries**
- Louis Dreyfus Company
- Mabanaft
- Mercuria



Noble Group

Olam



- **Trafigura**

Wilmar International



Vitol









What are today's industry challenges?

Developing common standards to the Commodity trading activity

Technology evolutions to remain competitive

Preserving attractive business conditions in Switzerland

High volatility & Landscape in mutation





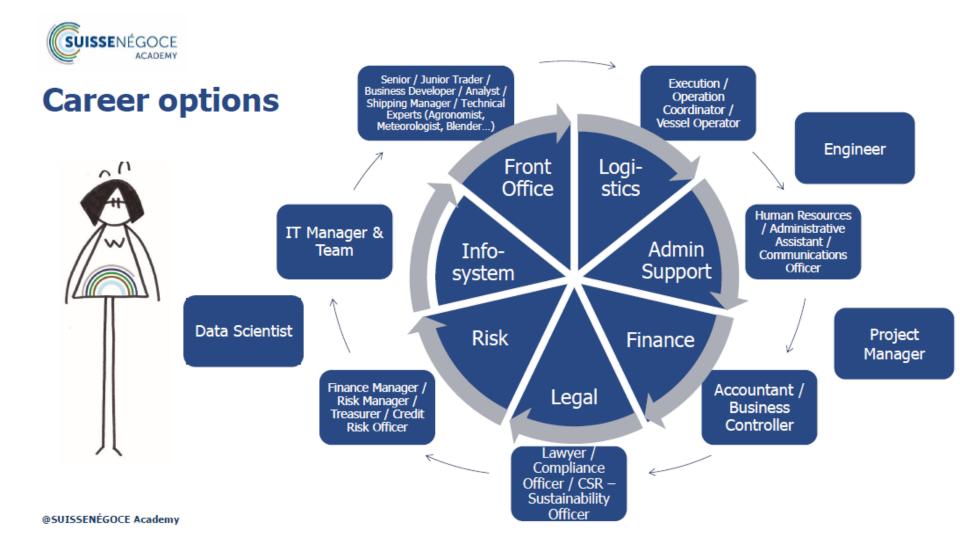
What are today's industry challenges?

Sustainability: integrating Environment, Social and Governance

Transparency

Political pressure on the industry
Swiss public initiatives & International sanctions



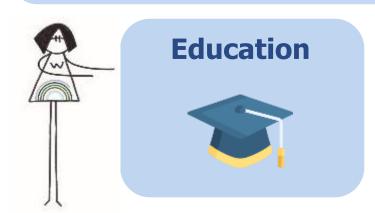




SUISSENÉGOCE

Our priorities

- Defending the commodity trading industry at local and national levels
- Increase public understanding of our sector
- Develop and maintain a highly skilled workforce.









Education & Training

Academic Programs

Master

CAS

DAS

Continuous Education

Operator Certificate
Market Risk Analyst Certificate
Documentary Credit Officer
Trading Fundamentals
ESG Fundamentals



Education & Training at the heart of SUISSENÉGOCE Academy's mission

Serge CLAUS

serge.claus@suissenegoce.ch 022 715 29 90



www.suissenegoce.ch





Supported by:





Introduction

Founded in 2012, the Commodity Trading Association is an international Network of +1'300 graduated from the MAS, CAS & DAS since 2008.

Mission:

- 1. Promote academic programs in the trading and shipping worldwide.
- 2. Facilitate networking between members and industry professionals.
- 3. Represent its members in the trading and shipping industry.

12 Events / Year 1'300 Alumni

Since **2012**





Executive Board



Philippe Nasr President of CTA ING Bank NV



Ganna Lysenko
Vice-President of CTA
Ernst & Young



Cyrus Goharian Treasurer of CTA DS Energy



Matthis Pasche
Secretary General of CTA
Glander International



Ari Stojanovski Co-Community Manager BRS Shipbrokers



Marc Tarragona Co-Community Manager Ex Nuproxa Group

3 Academic Programs

Master

DAS

CAS



3 Entities

Suisse Négoce UNIGE CTA Association

3 Types of Events

Afterworks Conferences

Sport Events

3 Chapters

CTA Geneva CTA Zug-Zurich

CTA International

We are the **Commodity Trading Alumni (CTA)**, a unique community of **1'300+ talented professionals.**



Afterworks / Networking Events

As networking is key in the commodity trading and shipping industry, we organize **Afterwork drinks** to give our Alumni the opportunity to meet professionals from commodity trading houses, shipping companies, shipbrokers, banks, etc. in fancy bars in town.



Attendance: 80-100 professionals



Locations: Geneva, Zug and Zurich



NTU Afterwork

18th of October – Alhambar, Geneva





Conferences

We organize top-quality conferences for our Alumni network and for professionals in commodity trading with top-level speakers exchanging knowledge and perspectives about the commodity trading industry.



Attendance: 100-160 professionals



Locations: Geneva and Zug



12th CTA Annual Conference

31st of October at Mandarin Oriental Hotel Geneva





Sport Events

Sport events are part of the CTA identity. We offer our Alumni network some unique networking experiences by sharing monthly cycling tours or playing an 18-hole Tournament at the Golf & Country Club of Bonmont.



Attendance:

Cycling tours: 5-10 Alumni / tour

• CTA Golf Trophy: 80 players

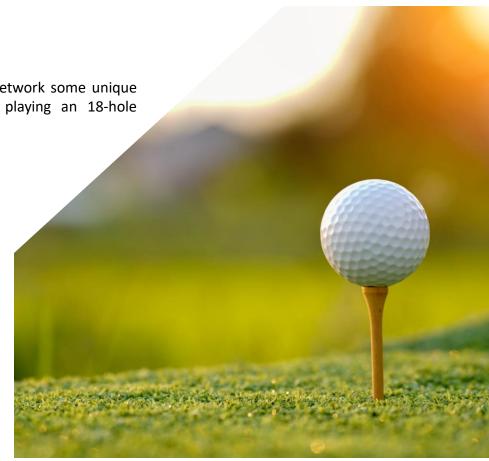


Locations: Geneva and Golf of Bonmont



CTA Golf Trophy 2024

 20^{th} of September - Golf & Country Club of Bonmont





Partners in 2024

Annual Partners



Events Partners







PANERAI

Media / Guests of Honor

AGEFI









Contact



Rue du Mont-Blanc 11, 1201 Genève



info@cta-association.com

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