

DESCRIPTION OF ELECTIVE COURSE

Name of the school : Haute école de gestion de Genève	Academic Year: 2025-2026
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FIRST PART: DESCRIPTION OF MODULE	
1. Domain	Business and Services
2. Department	International Business Management
3. Course name	Trade & Commodity Finance
4. Code	31016
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>Trade and Commodity Finance (TCF) is essentially concerned with the financing of trade flows and dealing with and mitigating country, credit and counterparty risks in these markets.</p> <p>The course will outline how the traditional trade finance for commodities using banks and letters of credit has evolved and how many trading companies seek other sources and methods of financing.</p> <p>The course examines financing trade and commodities from different perspectives. These perspectives include the view from the bank, the trading company and the third-party financing options such as funds, private equity and other investors.</p> <p>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. Credit and financial analysis of company balance sheets are also essential skills obtained on this course as these inputs are important when determining credit facilities.</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>Other key topics covered by the course include digitalisation of trade finance and the importance of sustainability related finance.</p>
<p>11. Evaluation</p>	<p>The grading of the module shall be based on:</p> <ul style="list-style-type: none"> • A written exam in week 15 of the semester; and/or • Mid-term assessments during weeks 1 to 14 according to the decision of the instructor. <p>(The methods & weightings are communicated by the instructor before the evaluations).</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 (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>Olivier Thyssen</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 (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 module <input type="checkbox"/> Module linked to main module <input type="checkbox"/> 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 checked="" type="checkbox"/> Spring semester <input type="checkbox"/> Fall semester <input type="checkbox"/> Other