

HEG-Genève

Filière International Business Management

Options pour EE, 18.03.2025



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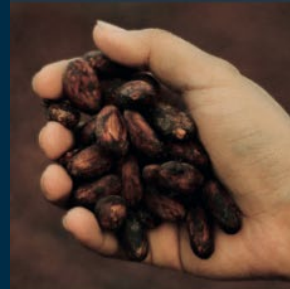
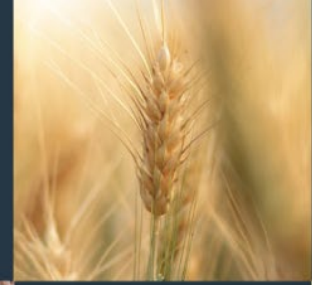
Haute école de gestion
Genève

Hes·SO GENÈVE
Haute Ecole Spécialisée
de Suisse occidentale

Options principales



Option principale: Commodity Trading



What is Commodity Trading?

Commodities are present in everyday life, from the items we own & use to the food we eat.

- Agricultural & Softs
- Energy
- Metals

Commodity Trading is solving problems in global supply and demand imbalances by managing commodities.

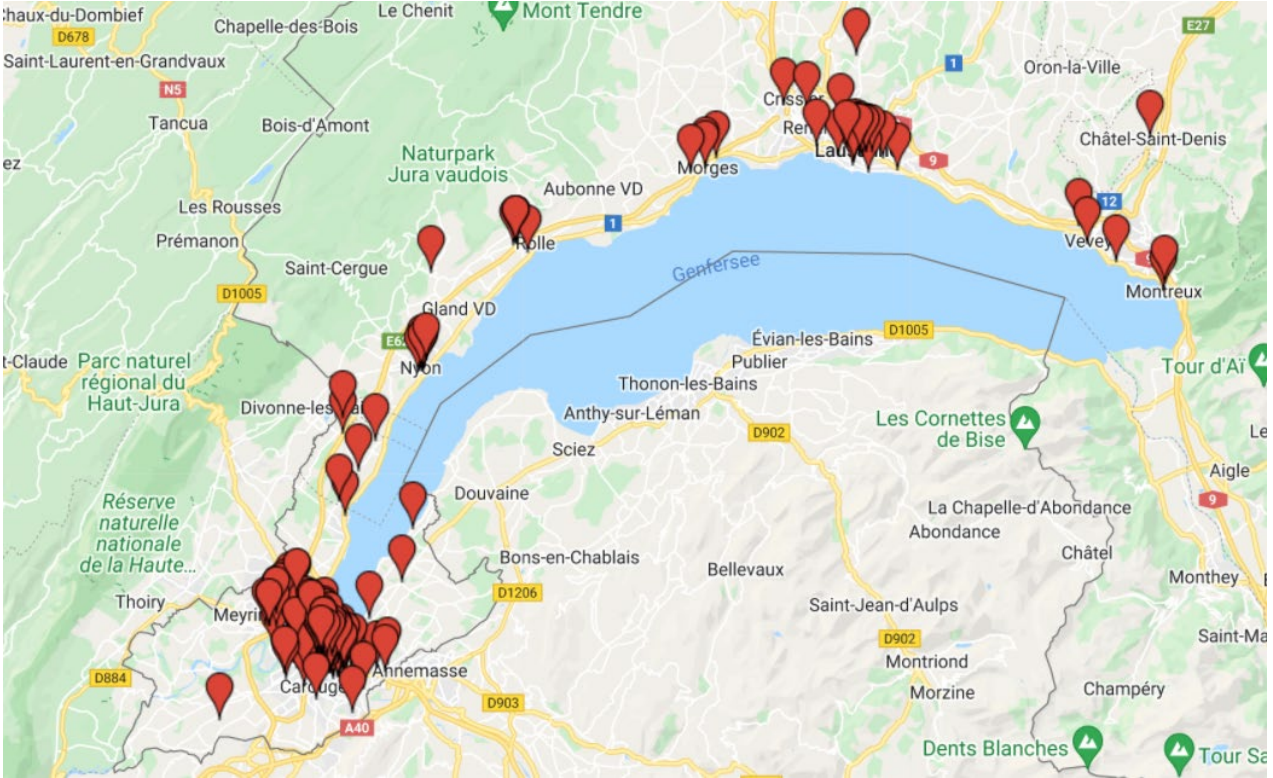
- **Form** – processing, refining and blending
- **Space** – moving from location A to B
- **Time** – market price structure & storage



Why in Geneva?

Geneva is arguably the principal hub for Commodity Trading and a global leader in many Commodities.

Commodity Trading has been present in Switzerland (Geneva) since the Middle Ages, thanks to its advantageous geographical position at the crossroads of European commercial routes.

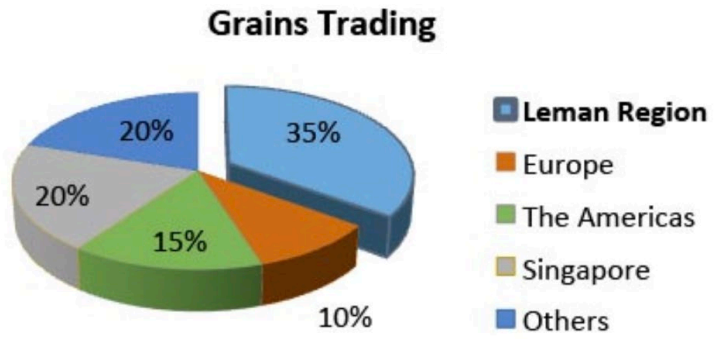
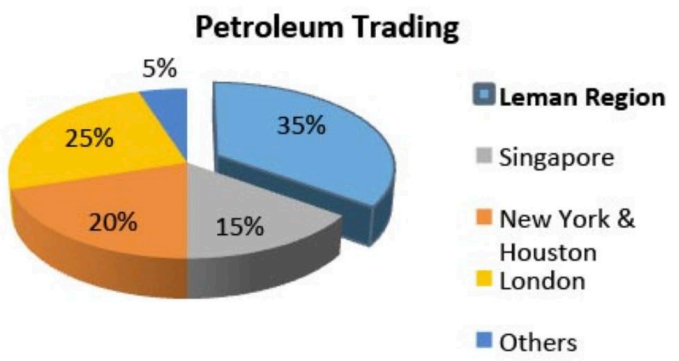


Lac Lemman Region
270 Trading Companies
28 Shipping Companies
34 Service Companies

Switzerland
502 Trading Companies
39 Shipping Companies
34 + Service Companies

Global leader in multiple commodities

- Global leader in volume traded for Oil (Crude and Products)
- Global leader for Grains and Oilseeds
- European leader for Sugar
- Global leader for Coffee
- Global leader in Commodity Trade Financing
- Global leader in Inspection and Certification
- Handles 22% of all commodity global movement



The changing role of Commodity Trading companies

- Sustainable Agriculture: climate risk & food supply;
- The Energy Transition: decarbonisation of energy sources;
- Globalisation → Regionalisation: Security of Supply for Food & Energy;
- Shifting Trade Flows: recent events have disrupted traditional flow of commodities;
- Environmental, Social & Governance (ESG): financing and investment bottlenecks.



Courses – Option principale

Front Office – How do trading companies make money? Time, Form and Location all present commodity trading arbitrage opportunities. The basics of commodity trading commercial activities including forward curves, hedging tools, market instruments and how to manage price risk.

Physical Trading Operations I – How does a trade transform from a promise written on paper to a delivered and paid for cargo? Covering the key commodity trade flows and market players, this course introduces the foundation of physical commodity trading, including INCOTERMS, contracts, operations and management of the associate risks.

Middle Office – How commodity trading exposure is managed. Introducing the key concepts of product control, position management, Mark-to-Market reporting and Profit & Loss attribution. The increasing role of compliance, regulations and sanctions is also covered in this module.

Physical Trading Operations II – Building on the concepts covered in part I, this course adds more detail. Providing more practical applications and real-life examples of physical trading and the operational risks involved.

Competencies acquired through practical & real-life experiences



The only Bachelor program recognized by «SuisseNégoce» Association



Association

Policies

Education

News & Events

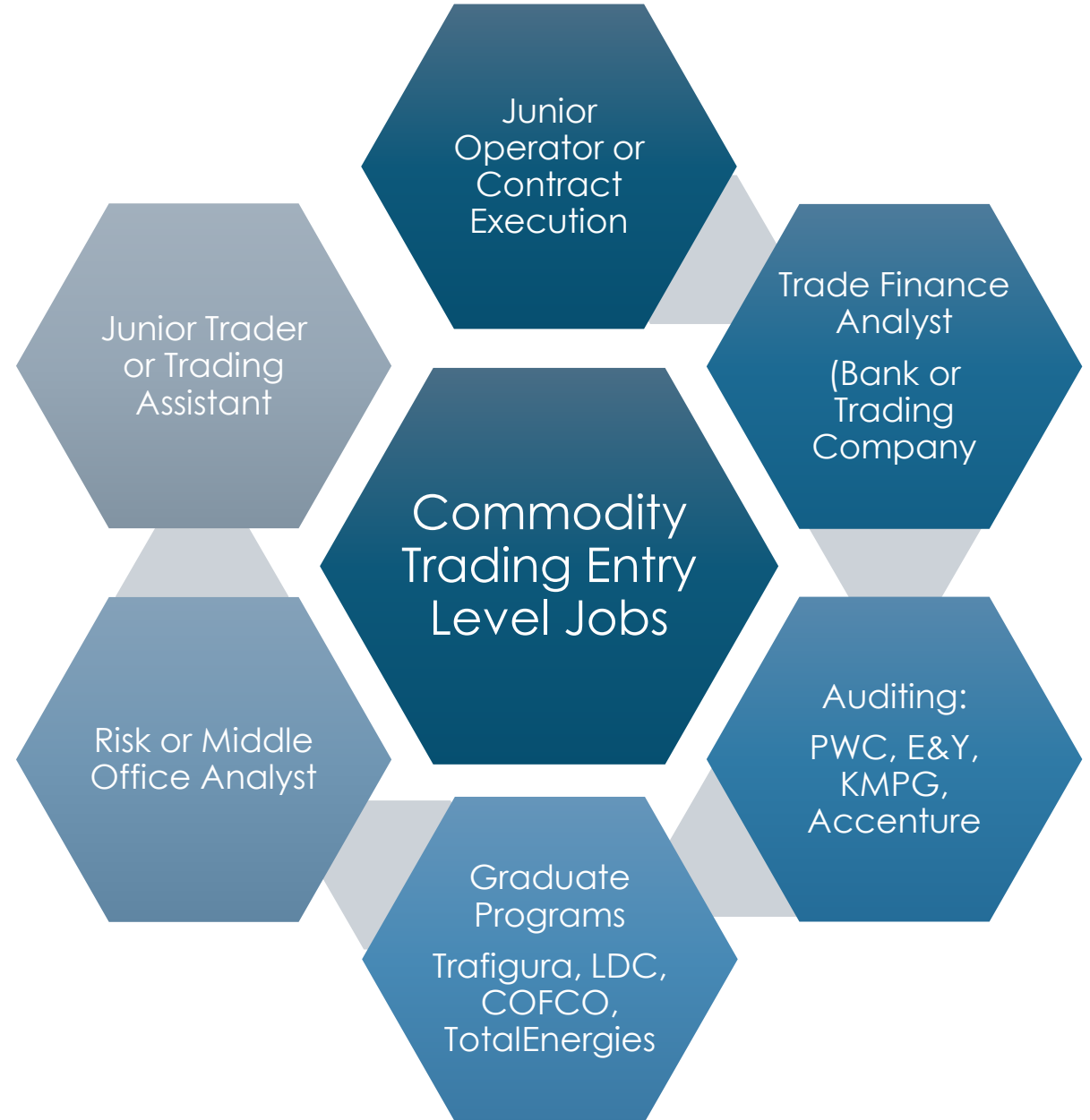
Contact

We represent companies active in commodity trading and shipping activities, trade finance and related services.

Bachelor of Science –
Minor Commodity Trading

Unique Bachelor program with a minor
in Commodity Trading

Destination jobs



HEG Commodity Trading Alumni Employers



Our team



Julie Noller,
Carbon Trader at
Socar Trading,
Minor coordinator



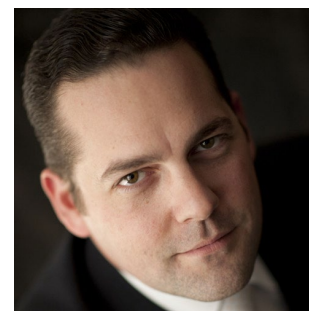
Richard Watts,
Director at HR Maritime
Expert in Shipping,
Trade, Insurance &
Demurrage



Romain Afelt
Headhunter,
Business Developer
Shipping and
Trading Network



Michael Hamilton
Commodities, Risk,
Decarbonisation



Olivier Thyssen
Head of Credit &
Project
Management,
Global Commodity
Finance, BCGE



Tristan Hamon
Freight Trader at
Louis Dreyfus
Company



Abdelhalim Elkorde
TCF Group Lead -
CMC Metal, ING

Option principale:

**International Economics &
Emerging Markets**

Emerging markets: a major disruption in 21st century economics

Global market rise of emerging economies in Asia, Latin America and ... even Africa !

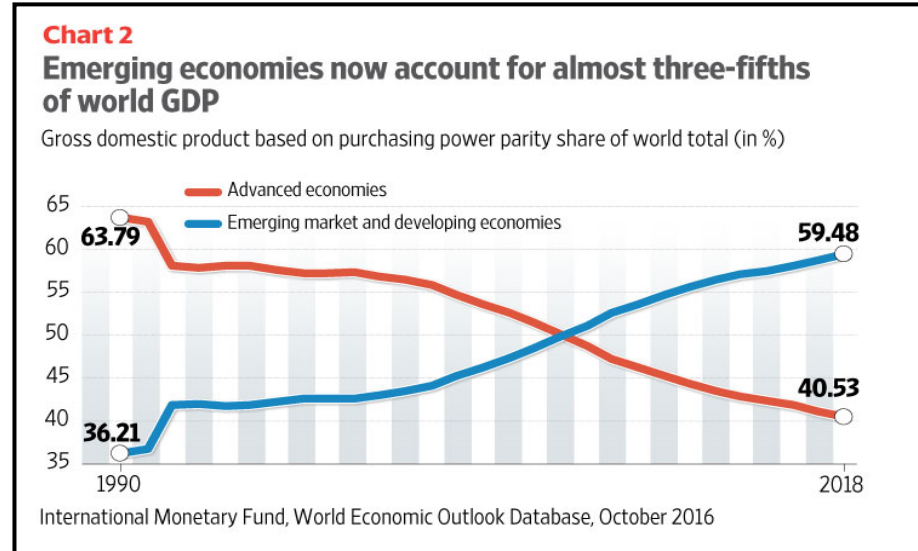
In 20 years, 2 million jobs per month will need to be created in Africa

China will be #1 world economy by 2030 surpassing USA

- In 2023, Switzerland exported 45 billion US\$ to China, and only 20 billion US\$ to France

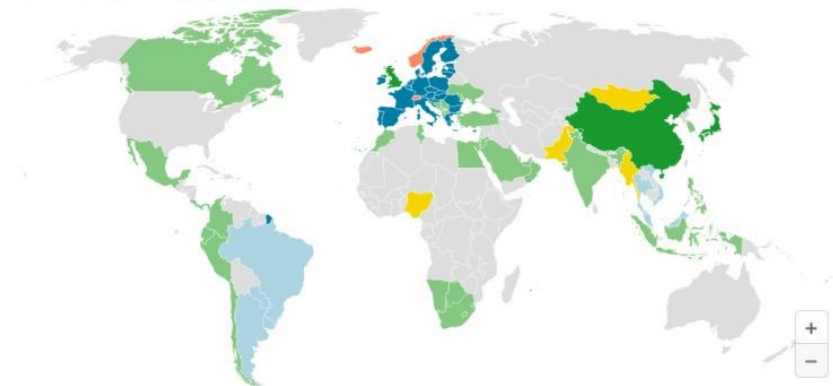
India World 3rd Economy by 2030?

- In March 2024, Switzerland signed free trade agreement with India



Switzerland has signed various bilateral free trade agreements in recent years

Legend: EFTA member states (orange), Free trade agreement (EFTA) (green), Free trade agreement (bilateral) (dark green), Free trade agreement with the EU (blue), Joint declaration on co-operation (yellow), Ongoing FTA negotiations (light blue)



Map: ptur • Source: [State Secretariat for Economic Affairs \(SECO\)](#) • [Get the data](#)

SWI swissinfo.ch

Objectives of the Minor

- **Understand & Shape Global Markets** – Learn how you can contribute to positive change.
- **Develop a Global Perspective** – Gain insights into the challenges and opportunities shaping emerging economies and the role of businesses in driving sustainable growth.
- **Assess Risks, Drive Innovation** – Learn to navigate political, economic, and financial risks while identifying innovative solutions for businesses and communities.
- **Make an Impact** – Whether working in trade, finance, or development, you'll gain the skills to help businesses expand responsibly, support economic development, and create value in high-growth markets.



Teaching approach



Interactive & Applied Learning – Engage in discussions, simulations, and case studies from real business scenarios.



Expert Faculty, Professionals & Guest Speakers – Learn from academics and industry professionals with hands-on experience in global markets.



Data-Driven Insights – Use economic indicators, market research, and policy analysis tools to assess emerging economies.



Project-Based Learning – Collaborate on real-world business challenges, consulting projects, and policy analyses.



Field Exposure – Opportunities for company visits, international academic projects, or collaborations with organizations engaged in EMs.

Courses

Fall Semester	Spring Semester
Core Courses (Fridays)	
Introduction to Emerging Markets Economies	International Finance & Investments in Emerging Markets
International Trade & Emerging Markets: Exporting and Importing in Practice	Internationalization Strategy in Emerging Markets

Minor Partnerships

Since 2015, close cooperation with a series of key institutions supporting private sector to emerging markets:



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Confederation

Federal Department of Economic Affairs,
Education and Research EAER
**State Secretariat for Education,
Research and Innovation SERI**



enabling new business



International
Trade
Centre

- Engineering, international trade, legal, audit & finance consulting firms
- International trading, transport and certification firms
- Cantonal Banks and other commercial banking institutions

A team of experts



**Nicolas Depetris
Chauvin**
Development Expert,
Minor coordinator



Cécilia Jacquériorz
Deputy CIO – Banque
Thaler



Aftab Khan
Business Development,
Risk and Strategy Advisor



Frédéric Ruiz
Expert Financial
Industry



Miguel Camacho
Organisational
Development,
Transformation, and
Leadership Expert



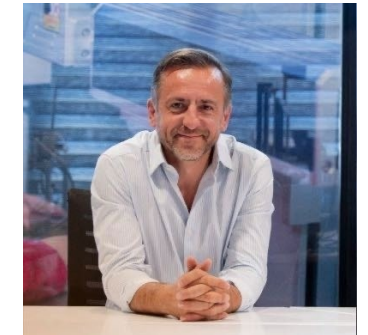
Philippe Regnier
Ambassador of the
Geneva Chamber of
Commerce and
Industry,
Switzerland



Marta Fernández Olmos
Professor of Internationalization
Strategies
University of Zaragoza, Spain



Benoît Kessler
Research and
Teaching Assistant



David Cordobés
Senior Program Manager
International Trade Center,
Switzerland

Career Opportunities - Our former students

- Multinational Companies
- International Organizations, Development Agencies & NGOs
- Financial Sector & Investment
- Entrepreneurship & Startups
- Consulting & Market Research
- Examples of where our former Emerging Markets students work
 - Swissnex in India
 - Aiglon College
 - Forvis Mazars
 - PwC
 - Deloitte
 - Vaudoise Assurance
 - Banque Cantonale Neuchâteloise
 - Swissquote
 - ING Bank
 - Credit Agricole next bank
 - Sika group
 - ...and some went for Master studies

Plus d'info? **IBM Minor Workshops**

Présentation des options et réponses aux questions par les coordinateurs d'option:

Lundi 31 mars de 12h à 13h

- Commodity trading – room B2.16
- International Economics and Emerging Markets - room B2.23

Options secondaires IBM

- **Semestre d'automne (ENGLISH):**



- E-business & social Media
- The Energy Transition
- International Marketing & Sales
- Advanced Business Law

- **Semestre de printemps (ENGLISH):**



- Shipping
- Commodity Trade Finance

Merci de votre attention !

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