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# CERTIFIED COMMODITY TRADING SPECIALIST (CCTS)



**LCTA** Lugano  
Commodity  
Trading Association



Swiss Association for Quality

# KEY FACTS



## LOCATION

**Lugano** and **online**  
(hybrid mode)



## TRAINING PERIOD

**Start:**

Friday, 11.10.2024

**End:**

Saturday, 11.01.2025



## TIME

Depends on the week

**Friday** p.m.  
and/or **Saturday** a.m.



## TUITION FEE

**Standard:** CHF 4'900

**LCTA members:** CHF 4'410

(VAT exempt)

**Early Booking:** -10%

Early Booking deadline: **June 1, 2024**

Registration deadline: **October 4, 2024**

LCTA provides scholarship opportunities, please contact [info@lcta.ch](mailto:info@lcta.ch) for more details.

# THE CERTIFICATION



Swiss Association for Quality

SAQ **Swiss Association for Quality** offers personnel certifications of professional qualifications accredited by the Swiss Accreditation Service (SAS) according to SN EN 17024.

The **Certified Commodity Trading Specialist (CCTS)** is a SAQ certification in the commodity trading sector and aims to be recognized as a quality benchmark for professionals active in this field.

# THE TRAINING



The course involves **highly qualified professionals**, who will contribute with direct experience from the industry.

# WHO WILL BENEFIT

- **Traders or operators** early in their careers as **commodity trading employees**, who wish to receive a comprehensive overview of commodity trading;
- **Other specialists in commodity companies** who wish to complete their knowledge about processes of other functions and be more prepared to step up as senior within the organisation;
- **Employees or managers of companies that provide services to the commodity sector**, such as banks, auditing, legal, transportation, risk management, insurance companies, etc., who wish to better understand the industry in which their clients operate;
- **Entrepreneurs, directors, finance managers, sector managers, etc., who are active in small and medium-sized companies** that have foreign dealings and wish to learn more about commodity trading.
- **Graduates aiming to begin their career in the industry**

## OBJECTIVES

At the end of the training, participants will be able to:

- Apply the **fundamentals** of commodity trade and interpret geopolitical dynamics;
- Correctly place the importance and role of raw materials in their **business value chain**;
- Recognize the most important and/or critical aspects related to the **supply and transportation** of raw materials and be able to identify the right solutions;
- List the parameters and operations of **trade finance** in commodity trading and know how to apply them to one's own business reality;
- Identify and manage the major **risks** associated with commodity trading;
- Correctly apply **laws and regulations** related to the commodities industry;
- Recognize the need to apply the principle of **sustainability** in the commodity trading business and the respective critical issues.



# CALENDAR

	Module	h	Dates
1.1	<b>Kick-off</b> <b>Commodities: value chain</b> Targeted interventions on each commodity with professionals in the Lugano square: Metals, Oil, Gas, Coal, Agro	4	Friday 11.10.2024 14:00 - 17:30 & <i>Networking apero</i>
1.2	<b>Commodities: geopolitical dynamics (online)</b> <ul style="list-style-type: none"> <li>• Determinant events in the past</li> <li>• Current situation</li> </ul>	4	Friday 18.10.2024 14:00 - 17:30
2	<b>Shipping &amp; Transport</b> <ul style="list-style-type: none"> <li>• The global trade environment</li> <li>• Trade facilitation</li> <li>• Incoterms 2020</li> <li>• Supply Chain Security</li> <li>• Cargo (transit) insurance</li> </ul>	8	Friday 25.10.2024 14:00 - 17:30  Saturday 26.10.2024 08:30 - 12:00
3.1	<b>Legal</b> <ul style="list-style-type: none"> <li>• Contracts</li> <li>• English Sale of Goods Act (SGA)</li> <li>• Incoterms</li> <li>• Price, Quality, Time</li> <li>• Documentation and termination</li> <li>• Damages</li> <li>• Case studies</li> </ul>	8	Friday 08.11.2024 14:00 - 17:30  Saturday 09.11.2024 08:30 - 12:00
3.2	<b>Compliance (online)</b> <ul style="list-style-type: none"> <li>• Main compliance issues in commodity trading</li> <li>• Rules and</li> <li>• Actuality</li> </ul>	4	Friday 15.11.2024 14:00 - 17:30

The lessons in presence will take place in the classrooms of the Executive Center at the Università della Svizzera Italiana in **Lugano**.

The online lessons (1.2 and 3.2) will take place via **Zoom**.

# CALENDAR

Module		h	Dates
4.1	<b>Trade finance - Instruments</b> <ul style="list-style-type: none"> <li>• Instruments</li> <li>• SWIFT and Interbank communication</li> <li>• Payment Methods</li> <li>• UCP / ISBP Rules</li> <li>• Documents</li> <li>• Case studies</li> </ul>	8	Friday 22.11.2024 14:00 - 17:30  Saturday 23.11.2024 08.30 - 12.00
1.3	<b>Commodities: sustainability</b> <ul style="list-style-type: none"> <li>• Principle of sustainability in the commodity trading business</li> <li>• Critical issues</li> </ul>	4	Saturday 07.12.2024 08:30 - 12:00
4.2	<b>Trade finance - Financing</b> <ul style="list-style-type: none"> <li>• Main types of financing</li> <li>• Main principles of the transactional financing (secured &amp; self liquidating)</li> <li>• Sublimits &amp; Assessment of single transactions</li> <li>• Practical cases</li> <li>• Advantages / Risks</li> <li>• Introduction to hedge finance</li> </ul>	8	Friday 13.12.2024 14:00 - 17:30  Saturday 14.12.2024 08:30 - 12:00
5	<b>Risk management</b> <ul style="list-style-type: none"> <li>• Different types of risk</li> <li>• Mitigation and monitoring</li> <li>• Case studies</li> </ul>	8	Friday 10.01.2025 14:00 - 17:30  Saturday 11.01.2025 08.30 - 12.00
	Exam	2	Saturday 01.02.2025 09:00 - 11:00

The lessons in presence will take place in the classrooms of the Executive Center at the Università della Svizzera Italiana in **Lugano**.

The online lessons (1.2 and 3.2) will take place via **Zoom**.

# THE ASSOCIATION

Founded in 2010, the **Lugano Commodity Trading Association (LCTA)** is a non-profit organization.



The primary objective of this association is to strengthen the favorable business environment in Canton of Ticino and work towards shared objectives, including enhancing personnel training, expanding industry expertise, and facilitating the exchange of ideas and perspectives. The LCTA seeks to establish a comprehensive platform consisting of commodity trading firms, shipping companies, commodity financing banks, as well as certified consultants and companies engaged in this sector.

LCTA provides **scholarship opportunities** for the Certified Commodity Trading Specialist SAQ training. Please contact **info@lcta.ch** for more details.

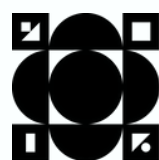
## CONTACT

### Information

info@alma-impact.ch

### Registration

Send an email to **academy@alma-impact.ch** with the subject line "*CCTS 2024 Pre-registration*". You will then receive the final registration form.



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What's your **Impact?**