



Online via Zoom



October 2026 - January 2027

Registration deadline: 19. October 2026



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

All dates and times refer to Swiss local time
(CET/CEST)



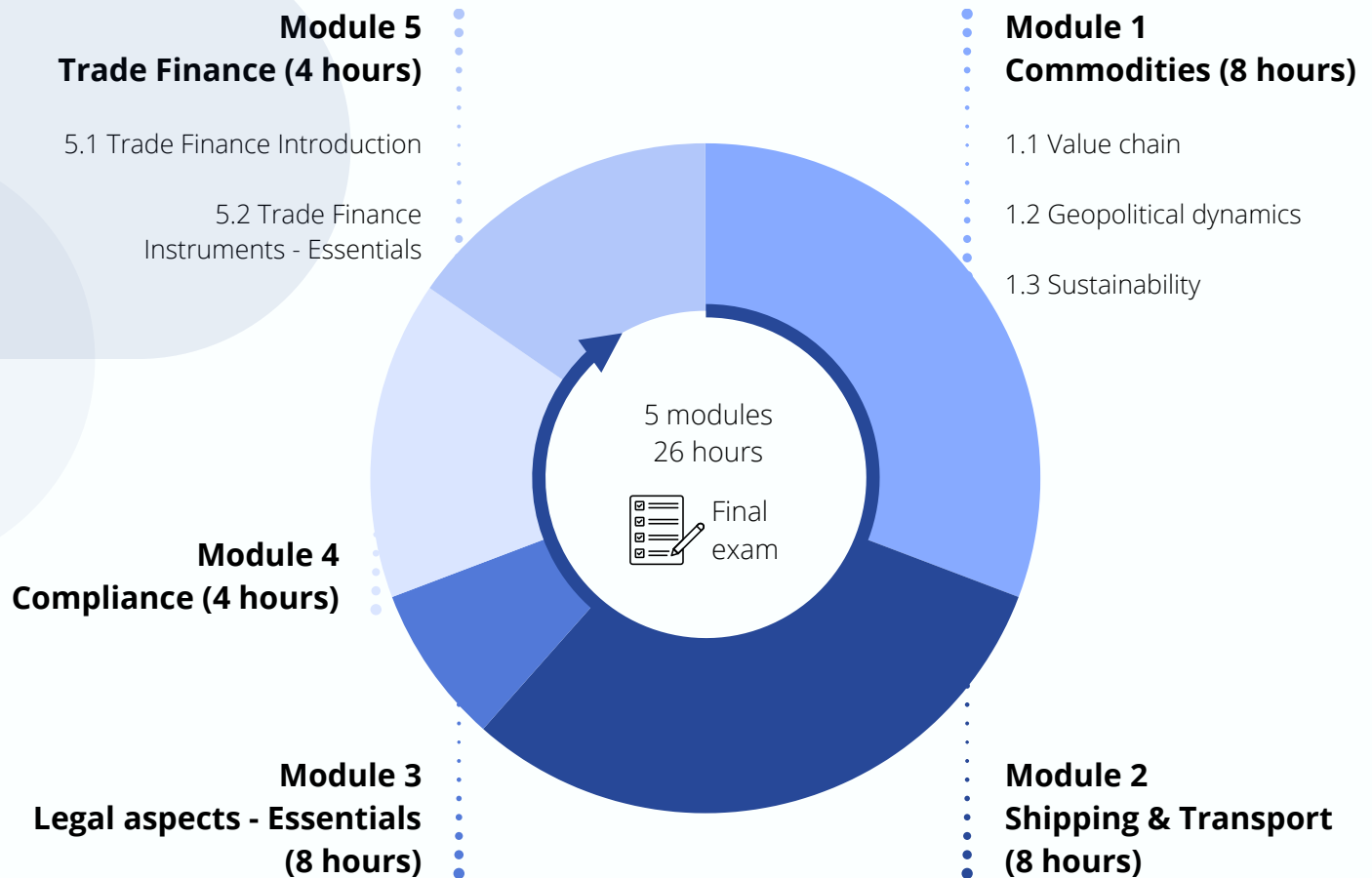
Standard: CHF 1'920

LCTA members: CHF 1'730

(CH VAT exempt)

COMMODITY TRADING ESSENTIALS

THE TRAINING



THE LECTURERS

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

Module 1: **Matthew Bryza**, previously US Ambassador to Azerbaijan and Director of the International Center of Defense and Security in Tallin; currently Managing Director at Straife, Istanbul and member of different Boards.

Deia Markova, executive with over 20 years of experience in Innovation, Sustainable Finance, Trade & Commodity Leadership; Finance, ESG and Strategy department at BGN Group, Geneva.

Module 2: **Jon Walden**, Principal Consultant and accredited trainer in Customs and Trade Facilitation with over 35 years' experience in international trade.

Module 3: **Sarah Hunt**, international trade and shipping lawyer; Partner at HFW, Geneva.

Module 4: **Daniel Martin**, recognised expert lawyer in international financial and trade sanctions; Partner at HFW, London.

Module 5: **Anne-Lyse Moix**, Head Documentary Credit at BCV - Banque Cantonale Vaudoise.

Matteo Somaini, General Manager Finance at DITH and President of the Lugano Commodity Trading Association (LCTA). **Fabiano Manfredi**, Head of Credit Risk Trade Finance, Banks and Countries; First Vice President at BCV - Banque Cantonale Vaudoise.

THE CALENDAR

	Module	h	Dates	Mode
1.1	Kick-off Commodities: value chain Targeted interventions with professionals from various industries.	2	Saturday 24 Oct 2026 10:00 - 11:30 & <i>Networking apero</i>	Hybrid*
1.2	Commodities: geopolitical dynamics - Determinant events in the past - Current situation	4	Friday 30 Oct 2026 13:30 - 17:00	Online via Zoom
1.3	Commodities: sustainability - Principles of sustainability in the commodity trading business - Critical issues	2	Friday 13 Nov 2026 15:30 - 17:00	Online via Zoom
2.	Shipping & Transport - The global trade environment - Trade facilitation - Incoterms 2020 - Supply Chain Security - Cargo (transit) insurance	8	Friday 20 Nov 2026 13:30 - 17:00 Saturday 21 Nov 2026 09:00 - 12:30	Online via Zoom
3	Legal aspects - Essentials - Contracts - English Sale of Goods Act (SGA) - Incoterms	2	Friday 27 Nov 2026 15:30 - 17:00	Online via Zoom
4.	Compliance - Main compliance issues in commodity trading - Rules and actuality	4	Friday 8 Jan 2027 13:30 - 17:00	Online via Zoom
5.	Trade Finance The role of banks in international commodity trading - Main forms of commodity trade finance - Internal organization of a Commodity Trade Finance division (roles and responsibilities)	2	Friday 15 Jan 2027 13:30 - 15:00	Online via Zoom
5.1	Trade finance Instruments Essentials - Instruments - SWIFT and Interbank communication - Payment Methods	2	Friday 15 Jan 2027 15:30 - 17:00	Online via Zoom
	Final Exam	1	Saturday 27 February 2027	Remotly

* Hybrid mode: the module is delivered in person in Lugano, with the option to join remotely. Participants may attend either on site or online.

WHO WILL BENEFIT

- **New joiners in commodity trading companies** who are looking for a structured and comprehensive introduction to the industry and its main processes.
- **Students and recent graduates** interested in starting a career in commodity trading and wishing to build a solid foundation of knowledge.
- **Professionals working in non-trading functions** within commodity companies who want a better understanding of the trading business and how different functions interact.
- **Employees and managers of service providers to the commodity sector** (banks, auditors, law firms, logistics providers, insurers, risk management firms, etc.) who wish to better understand their clients' industry and operating environment.
- **Business owners, executives and managers of SMEs** involved in international trade who want to gain a basic understanding of commodity trading practices and market dynamics.

IMPORTANT: international participants

For participants enrolling from countries outside the European Union, the course is offered exclusively in an asynchronous online format, with access to the digital course content and learning materials.

For any questions or further information, please contact us at: ccampana@alma-impact.ch

OTHER COURSES

Certified Commodity Trading Specialist (CCTS)

This training program, accredited by **SAQ (Swiss Association for Quality)** in accordance with ISO standard 17024, aims to train professionals who are active in the field of commodity trading or in related services, as well as individuals who aspire to pursue a professional career in this sector.

The *Commodity Trading Essentials* course consists of a selection of modules from the CCTS and covers the various topics in a more basic format. For those who are interested, it is possible to obtain the CCTS certification in two stages: first by completing the Essentials course and then, for example the following year, the remaining CCTS modules.

For more information, please visit the following [link](#).

CONTACT

Information



Please contact
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Registration

Please fill out the [registration form](#).

OBJECTIVES

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

- Describe the **fundamentals of commodity trading** and the main **geopolitical factors** influencing commodity markets.
- Explain the **role of raw materials and commodities** within the business value chain.
- Identify the **key steps, challenges and risks** associated with commodity sourcing, logistics and transportation.
- Describe the **role of banks** in commodity trading and identify the **main trade finance instruments** used in the industry.
- Recognize the importance of **compliance requirements** and **standard contractual frameworks** in commodity trading.
- Explain the relevance of **sustainability** in commodity trading and identify key related challenges and considerations.



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What's your **Impact**?