

International Trading Professional Conversion Programme (Commodities Track)

Programme Overview:

Developed by the International Trading Institute at Singapore Management University (ITI@SMU) in partnership with International Enterprise (IE) Singapore, the Workforce Singapore (WSG) and the International Chamber of Commerce (ICC) Academy, the International Trading Professional Conversion Programme (PCP) in Commodities Track provides an overview into the trading value chain particularly in the commodities sector. Participants can look forward to acquiring knowledge in the areas of Supply Chain, Risk Management, Trade Documentation, as well as Trade Digitalisation; well preparing them for a variety of middle office roles in the commodities value chain.

A Place-and-Train programme, participants must first be matched with a company within the commodities trading sector before they can embark on the 12-month part-time PCP. Participants who have successfully completed the programme will be awarded the Specialist Diploma in International Trading conferred by SMU.

Criteria for Enrolment



Companies:

- Must be a locally registered or incorporated entity in Singapore
- Must have issued a valid employment contract to the candidate
- Have to provide a structured On-Job-Training for the candidate



Candidates

- Must be a Singaporean Citizen or Singapore Permanent Resident
- Can be a new hire (<= 3 months) OR
- A mid-career switcher (graduated for more than 2 years and have worked in a different job function)
- Must possess a Diploma certificate or equivalent

Programme Funding Structure



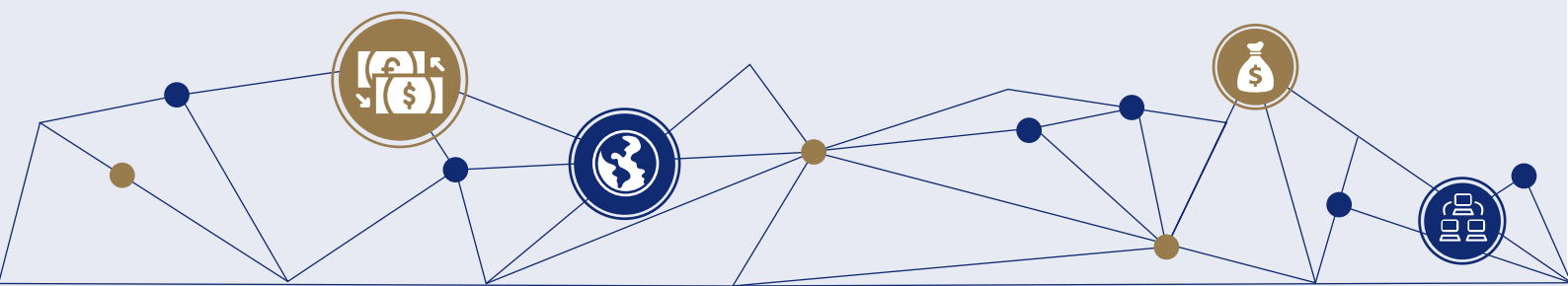
Course Fee Support

Total Programme Fee \$20,000	
Government Subsidy	Company Commitment
\$13,000	\$7,000

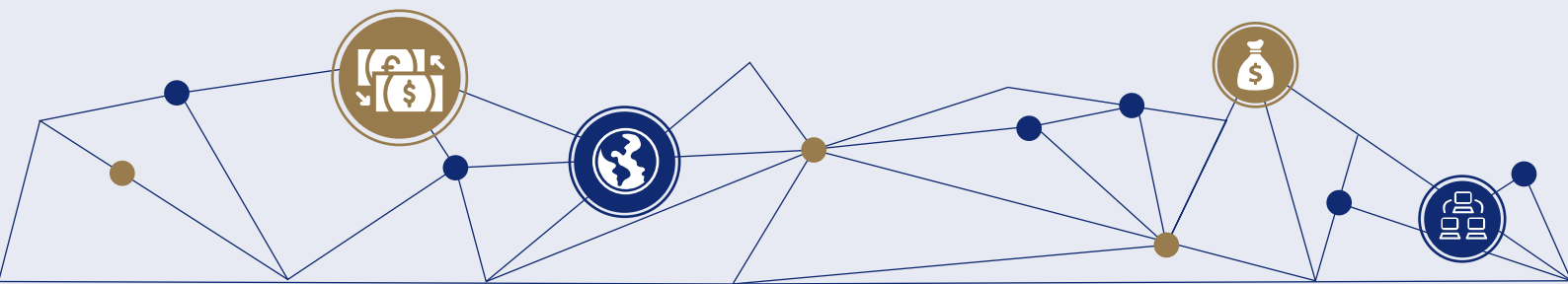
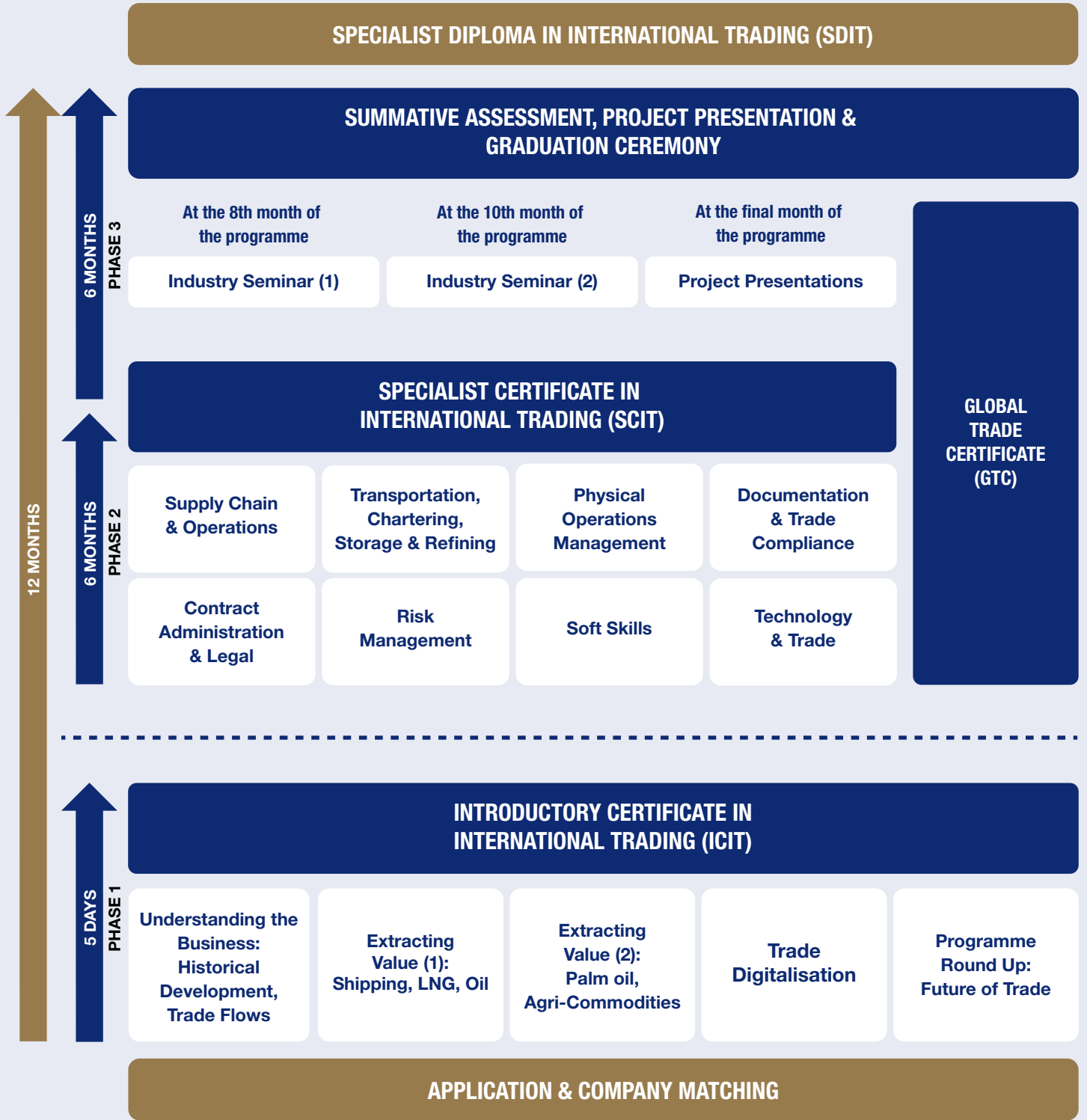


Training Allowance (Salary Support) from WSG

70% of monthly salary, capped at \$4,000 per month	90% of monthly salary, capped at \$6,000 per month
Permanent Resident (no age restriction) For Singaporeans < 40 yrs old	Singaporeans > 40 yrs old OR at least 6 months unemployed



Programme Structure (Commodities Track)



Programme Details (Commodities Track)

Introductory Certificate in International Trading (ICIT)



Day 1 Introduction to International Commodities Trade

- The Trading Sector in Singapore
- Historical Developments of the International Commodities Market
- Understanding the International Trade Flows

DAILY ROUNDUP



Day 2 Overview of the Commodities Market

- Global Logistics and Trade
- Asia Commodities Trade – LNG
- Asia Commodities Trade – Oil

DAILY ROUNDUP Site Visit



Day 3 Overview of the Commodities Market (con't)

- Asia Commodities Trade – Palm Oil
- Asia Commodities Trade – Agri-Commodities

DAILY ROUNDUP



Day 4 Trade Digitalisation

- Tech Disruption in the Maritime Industry
- Cybersecurity and Challenges in the International Commodities Trading Sector
- Internet of Things, Analytics and Predictive Data

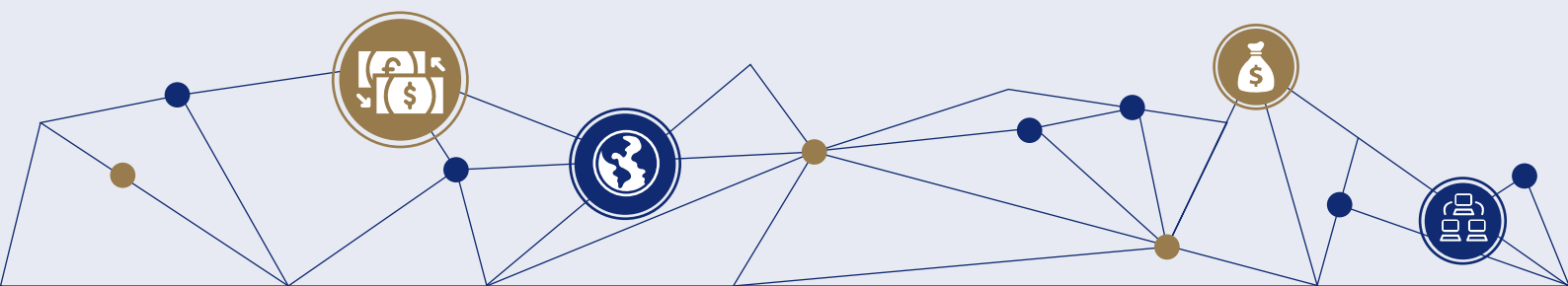
DAILY ROUNDUP Site Visit



Day 5 Programme Roundup

- Blockchain
- Fintech
- Panel Discussion

PROGRAMME ROUNDUP and Networking Session



Programme Overview (Commodities)

Specialist Certificate In International Trading (SCIT)

SYNOPSIS OF MODULES:

Supply Chain & Operations

This module aims to provide students with the critical knowledge of logistics and supply chain management against the backdrop of physical commodities trade. Participants will be introduced to the upstream and downstream processes for both wet and dry bulk. As part of SMU's experiential learning approach, this module includes a site visit to a palm oil plantation where participants will get to see the extraction and refining processes of palm oil products.

Transportation, Chartering, Storage & Refining

Participants will acquire an overview on sea transportation, its services, and supporting infrastructure. It covers shipping and freight terminology, basic shipping processes and documents, with a focus on tanker shipping. Learn more about chartering basics; terms, clauses and processes, and how storage of commodities and its refinery processes will affect supply chain optimization.

Physical Operations Management

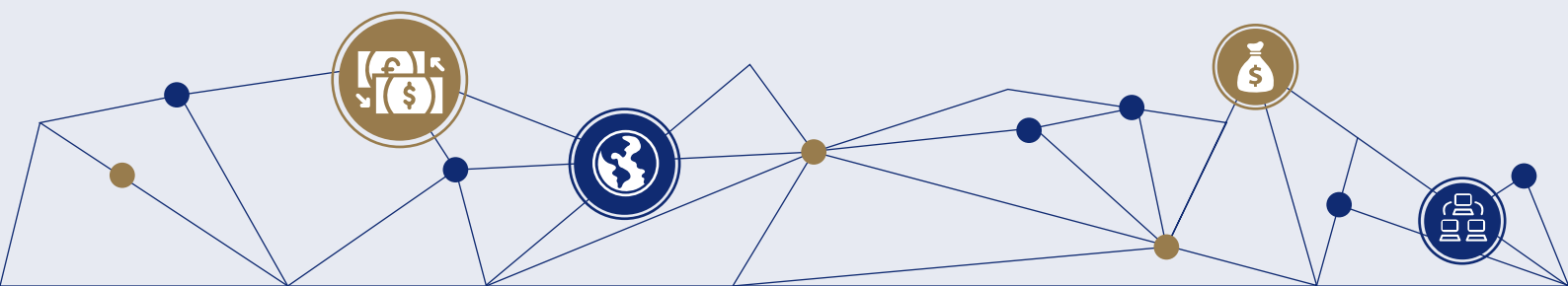
Participants will gain an understanding of the product units of measurement, specification parameters as well as testing methods used in an operational setting. There will be case studies presented on the common operational challenges: how situations where demurrage, dues, dead freight, delay or delivery windows can impact costing.

Trade Documentation & Compliance

This module covers the various trade documents and their purpose in international trade. Learn about the documents produced by the different principal stakeholders, such as contracts of sale, bill of lading, bill of exchange, and more. Case studies on the examination of documents under documentary credit, highlighting the law and practice of compliance as well as documentary fraud will also be included.

Shipping Law, Legal & Contract Administration

The aim of this module is to provide students with the knowledge and understanding of the main principles of Maritime law. Participants will learn about legal principles behind various legal instruments, such as international conventions, statutes and case law. The module will also provide students with an understanding of the various incoterms they need to pay attention to in contracts and agreements.



Programme Overview (Commodities)

Specialist Certificate In International Trading (SCIT)

SYNOPSIS OF MODULES:

Risk Management

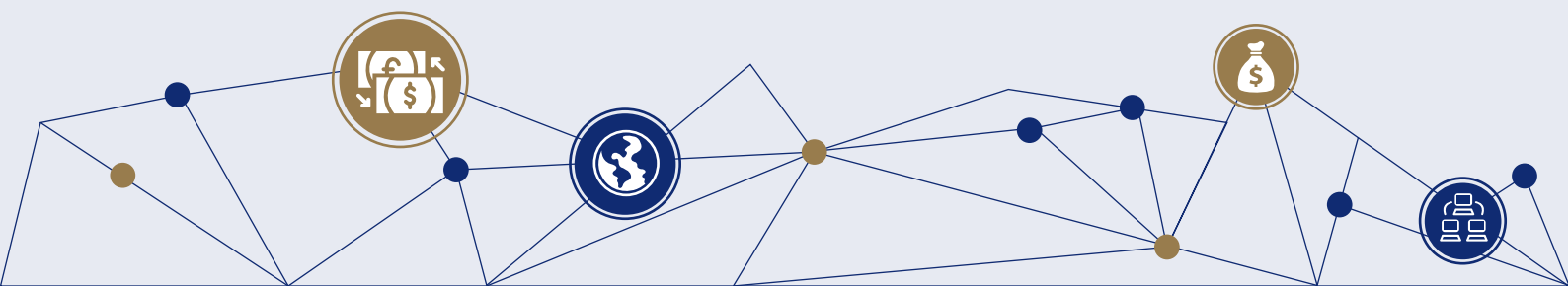
Understand the importance of Risk Enterprise Risk Management and how it value-adds to a company's performance. The topics covered will include customer relationship management, managing of reputational risk, liquidity risk, business risk and strategic risk in the context of risk-based profitability. At the operational level, participants will learn how to define risk and acquire a basic understanding of the approaches used to identify, measure and reduce risks within the commodities trade sector.

Soft Skills

Knowledge and technical skillsets are important but learning how to deal with delicate interpersonal relationships between colleagues and stakeholders is a key driver in collaborative success. Learn how to communicate effectively to both internal and external stakeholders, and how having the right ethics will help to mould the right corporate culture.

Technology and Trade

The economy on a whole has been disrupted by technology. This module introduces participants to the tech updates in the trading ecosystem, as well as provide a view into how risk management systems are assisting trading houses in mitigating their risks.



Application Details

- Interested applicants are encouraged to apply online on our website at <http://iti.smu.edu.sg> or email ITI@SMU at itpcp@smu.edu.sg to request for an application form.
- All applications will be routed to participating employers for shortlisting. Interviews will be held prior to programme commencement.
- All employment offers have to be finalised between the employer and the employee a month prior to programme commencement. Enrolment into the International Trading PCP has to be completed two weeks after the employment contract is signed.
- To qualify for funding support under International Trading PCP, applicant must:
 - i. Confirm employment as a new entrant with a sponsoring company
 - ii. Successfully enrol into the programme

Terms and Conditions

- All successful applicants must sign the enrolment agreement with ITI@SMU prior to start of programme.
- ITI@SMU will also sign an enrolment agreement with sponsoring companies prior to start of programme. Companies have to provide a copy of the employment contract for record purposes.

If you require any further information, you may contact:

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This programme is supported by



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