Alma Impact

CERTIFIED COMMODITY TRADING SPECIALIST (CCTS)

4th edition

LCTA Lugano Commodity Trading Association

sao Swiss Association for Quality

KEY FACTS

Lugano at Università della Svizzera Italiana - USI **(hybrid mode)** and **online via Zoom**

Start: Saturday, 24 October 2026
End: Saturday, 20 February 2027

Depends on the week **Friday** p.m. and/or **Saturday** a.m.

Standard: CHF 4'900 (Swiss VAT exempt)
LCTA members: CHF 4'410 (Swiss VAT exempt)
Early Booking: -10% (deadline: **1. July 2026**)

REGISTER NOW

Registration deadline: **19. October 2026**
LCTA provides scholarship opportunities, please contact **info@lcta.ch** for more details.

THE CERTIFICATION

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 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.

THE TRAINING

Module 1
Commodities (8 hours)

1.1 Value chain

1.2 Geopolitical dynamics

1.3 Sustainability

Module 2
Shipping & Transport (8 hours)

Module 3
Legal aspects (8 hours)

3.1 Legal aspects Essentials

3.2 Legal aspects Advanced

Module 4
Compliance (4 hours)

Module 5
Trade Finance (18 hours)

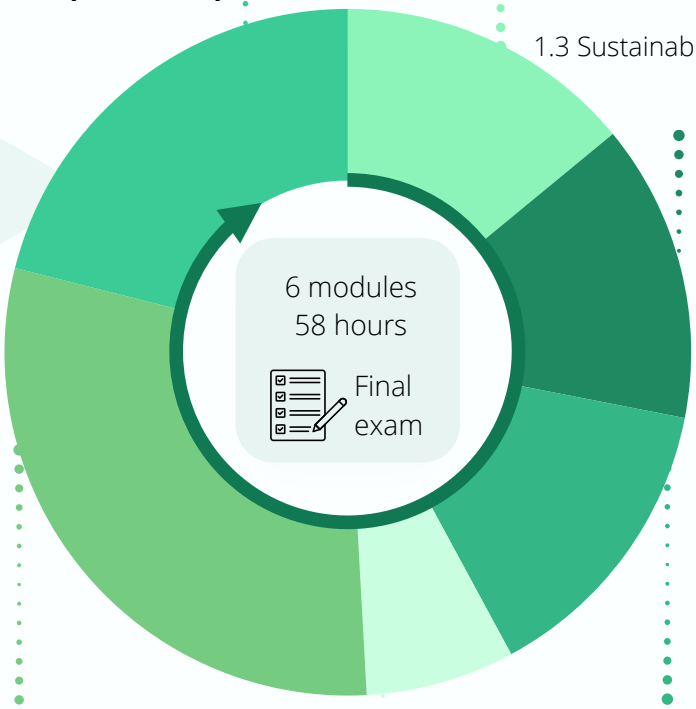
5.1 Trade Finance Introduction

5.2 Trade Finance Instruments Essentials

5.3 Trade Finance Instruments Advanced

5.4 Trade Finance Financing

Module 6
Risk Management (12 hours)



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, Instanbul 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.
Module 6: **Ganna Lysenko**, Head of Trading Risk Management at CFG Trading Switzerland SA, Geneva, with extensive experience in commodity trading, risk management, CTRM implementation, and risk governance.

CALENDAR

	Module	h	Dates	Mode
1.1	Kick-off **Commodities: value chain** Targeted interventions with professionals in the Lugano square.	2	Saturday 24 Oct 2026 10:00 - 11:30 & *Networking apero*	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
3.1	**Legal aspects - Essentials** • Contracts • English Sale of Goods Act (SGA) • Incoterms	2	Friday 27 Nov 2026 15:30 - 17:00	Online via Zoom
3.2	**Legal aspects - Advanced** • Price, Quality, Time • Documentation and termination • Damages • Case studies	6	Friday 11 Dec 2026 09:00 - 12:30 and 13:30 - 15:00	Hybrid*
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	***Updated Date*** Friday 22 Jan 2027 13:30 - 15:00	Online via Zoom

CALENDAR

	Module	h	Dates	Mode
5.1	**Trade finance Instruments Essentials** • Instruments • SWIFT and Interbank communication • Payment Methods	2	***Updated Date*** Friday 22 Jan 2027 15:30 - 17:00	Online via Zoom
5.2	**Trade finance Instruments Advanced** • UCP / ISBP Rules • Documents • Case studies	6	***Updated Date*** Saturday 23 Jan 2027 09:00 - 12:30 and 13:30 - 15:00	Hybrid*
6.	**Risk management** • Fundamentals of Risk Management • Market Risk Management • Liquidity and Credit Risk • Margin Call • Hedging • Case studies	12	***Updated Date*** Friday 29 Jan 2027 09:00 - 12:30 and 14:00 - 17:30 Saturday 30 Jan 2027 09:00 - 12:30	Hybrid*
5.3	**Trade finance - Financing** • Main types of financing • Main principles of the transactional financing (secured & self liquidating) • Sublimits & Assessment of single transactions • Practical cases • Advantages / Risks • Introduction to hedge finance • Tripartite Financing Agreement (TPA)	8	***Updated Date*** Friday 19 Feb 2027 13:30 - 17:00 Saturday 20 Feb 2027 09:00 - 12:30	Hybrid*
	Final Exam	2	Saturday 10 Apr 2027 09:00 - 11:00	In-person

***** 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

- **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.

OTHER COURSES

Commodity Trading Essentials - This course consists of a selection of modules from the CCTS and covers the various topics in a more basic format. The program is delivered fully online and is suitable for those with no prior experience in the field, as well as for individuals interested in gaining an introduction without completing the full certification.
For more information, please contact **ccampana@alma-impact.ch**.

CONTACT

Information

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Registration
Please fill out the **registration form**.

Alma Impact

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