

Executive Programme [2019]

Leadership in Commodity Trade and Supply Networks

Advisory Board:

- **Daan Vriens** Chief Executive Officer BayWa Agri Supply & Trade (BAST)
- **Walter Vollebregt** Chief Risk Officer Twinco Capital
- **Robert Horster** Head Global Trading, Origination and Sustainability for Cargills Edible Oils Group
- **Maarten Frowein** Founder Frowein Executive Search

11 January



Leadership Challenge 1
Courage Day

- **Maarten Frowein**
Founder Frowein Executive Search

Participants will need to show their courage in different physical teamwork assignments. All participants make a personal assessment on their leadership skills.

17-18 January



Masterclass 1
Geopolitics and Political Risk

- **Prof. Dr. Coby van der Linde**
Director of the Clingendael International Energy Programme (CIEP)
- **Dr. Cyril Widdershoven**
Founder of Verocy / Sr. Advisor Geopolitics & Country Risk / Non-Resident Fellow Payne University, Colorado School of Mines

The aim of this module is to raise your awareness and understanding of geopolitical dimensions of the global economy, including current and potential zones of conflict, and provide leaders of trade and supply companies with a strategic and long-term perspective.

7-8 February



Masterclass 2
Price Discovery, Volatility and Risk

- **Prof. Dr. Craig Pirrong**
Professor of Finance and the Energy Markets Director for Gutierrez Energy Management Institute, Bauer College of Business at the University of Houston
- **Robbert van der Bergh**
Coal Analyst at Gazprom

The aim of this module is to increase your analytical understanding on price discovery and volatility of various physical commodity products, including the mechanisms to mitigate such price risk via derivatives, and translate these to trading strategies.

7-8 March



Leadership Challenge 2 Negotiation Day

- **Paul Hazell**
Founder Python

One day program in which the participants learn more about negotiation theories and play different role plays and training games, to practice their own negotiation skills.

28-29 March



Masterclass 3 Contracting and Law

- **Dr. Frank Stevens**
Assistant Professor Erasmus School of Law
- **To be announced**
N.A.

The aim of this module is to raise your awareness and understanding of the legal aspects of international contracting by trade and supply companies with a case-by-case approach on how to deal with trading (sales of good contracts), trade finance (letters of credit), and shipping (carriage of goods, cargo claims) aspects.

11-12 April



Masterclass 4 Trade Finance

- **Dr. Philippe Versijp**
Lecturer in Finance, University of Amsterdam / Owner, Covariance – Advice, Teaching & Training
- **Maarten Koning**
Managing Director, Global Lead Structured Commodities Finance, Head of Commodities, Food & Agri, NL - ING

The aim of this module is to increase your understanding in quantitative finance analytics, increase your practical knowledge on the changing regulatory, technological and risk environments and develop leadership skills in setting up trade finance arrangements and performative asset management in a volatile and complex world.

9-10 May



Masterclass 5 Fiscal Aspects

- **Coordinated by Prof. Dr. Peter Kavelaars**
Directeur/Hoogleraar Fiscale Economie / Directeur Wetenschappelijk Bureau Deloitte
- **Cees Jorissen**
Founder Archipel Tax Advice / Former International Tax Partner Deloitte Nederland
- **Mr. Martin C. de Graaf**
Instructor at VU Amsterdam / Point of Contact for Foreign Investors at the Dutch Tax Authority

The aim of this module is to increase your understanding on the various fiscal aspects of the multinational trading operation, including compliance.

31 May



Excursion 1
Port Day

- **To be announced**
N.A.
- **To be announced**
N.A.

All participants will visit the port of Rotterdam as an introduction to the next content module. Several relevant commodity trading businesses will be visited.

20-21 June



Masterclass 6
Port, Logistics and Shipping

- **Prof. Dr. Rob Zuidwijk**
Endowed Professor of Ports in Global Networks, Department of Technology and Operations Management, Rotterdam School of Management
- **Léon Gommans**
Founder Havenlab/Portlab / Founder Teqplay

The aim of this module is to identify the various complexities and risks involved in the shipping of commodity products and apply tools that allow for optimization of the physical supply network under given delivery contracts.

5-6 September



Leadership Challenge 3
Scenario Presentation Training

- **To be announced**
N.A.

Half day program in which all participants attend several workshops on presenting Scenario Planning Outcomes.

26-27 September



Masterclass 7
Sustainability and Reporting

- **Prof. Dr. Gail Whiteman**
Professor and Director of the Pentland Centre for Sustainability in Business at Lancaster University / Professor at World Business Council for Sustainable Development
- **To be announced**

Participants increase their understanding on the important aspects of sustainability reporting as strategic risk management tool, including the implementation and assessment of data driven trade surveillance systems and the reliable traceability of commodities and commodity products across the supply chain.

7-11 October



Masterclass 8 / Excursion 2
Asian Perspectives

- **International Trading Institute of Singapore Management University**

The aim of this module is to learn from Asian perspectives on commodity trading through cultural exchange by engaging with top instructors and business leaders in Singapore.