



**INTERNATIONAL TRADING INSTITUTE
NEWSLETTER
2019**

Looking back at 2019



2019 has been another milestone year for the International Trading Institute (ITI@SMU). Two new programmes were launched, strengthening our contributions to the development of the trading and maritime ecosystem. A new maritime programme for our undergraduates known as the Maritime Business & Operations Track (MBOT) includes a breadth of operations, logistics and maritime modules was introduced. And for industry, the Internationalisation Skills (iSkills) Talent Development Programme provides a platform for individuals and companies to learn and develop the fundamental skills they require to help their organisations expand overseas.

We have many more exciting stories of our journey in 2019 to share. Read on to find out more!

Major Events in 2019

Celebrating 5 Years Of Partnership : Nurturing Talent For The Maritime Ecosystem

On 1st October, ITI@SMU celebrated 5 years of Partnership in Nurturing Talent for the Maritime Ecosystem. New agreements with the Singapore Maritime Institute (SMI) and Denmark's Copenhagen Business School (CBS) were signed, reaffirming their strong support to SMU's new maritime programme, the Maritime Business & Operations Track (MBOT).

The Guest-of-Honour of the event was Dr Lam Pin Min, Senior Minister of State, Ministry of Transport and Ministry of Health. Her Excellency, Dorte Bech Vizard, Ambassador of Denmark to Singapore, also graced the event. Mr Ong Kim Pong, Regional CEO, Southeast Asia, PSA International, addressed the 120-strong audience comprising members from the trading and maritime sector, government and academia with a keynote speech on *Key Trends and Developments Disrupting the Industry*.

Having recognised the strong industry demand for local talent with specialised knowledge in maritime business operations, SMU began offering the MBOT under the SMU Lee Kong Chian School of Business (LKCSB) Operations Management major in January 2019. The MBOT, which replaces the Maritime Economics Track (MET) that was offered from 2013 to 2018, is a specially tailored programme which addresses the business aspects of operations management in the maritime logistics and supply chain sectors. The Track is delivered through a holistic curriculum comprising credit-bearing courses offered at LKCSB, and non-credit-bearing courses and experiential learning programmes organised by ITI@SMU.



SMU-MPA-SMI Partnership

The SMU-SMI Collaboration Agreement was signed by Professor Annie Koh, SMU's Vice President for Business Development and Academic Director of ITI@SMU and Dr Sanjay Chittarajan Kuttan, Executive Director of SMI. The signing ceremony was witnessed by Dr Lam Pin Min; Ms Tan Beng Tee, Assistant Chief Executive of the Maritime and Port Authority of Singapore (MPA) and Professor Lily Kong, SMU President. Under the agreement, a \$4.32 million funding towards MBOT, which is currently being supported by MPA and SMI's 'Education and Training' fund, will be extended until Academic Year 2022-2023.



The funding will cover the programme office at ITI@SMU, curriculum development and delivery, as well as the organisation of experiential learning programmes, such as local site visits, overseas industry study missions, and exchange programmes.

SMU-CBS Partnership



The SMU-CBS Memorandum of Understanding (MOU) which was signed between SMU's President, Professor Lily Kong and CBS President, Professor Nicolaj Malchow-Møller, was witnessed by Ambassador of Denmark to Singapore, Her Excellency Dorte Bech Vizard.

Since 2015, SMU has partnered with CBS in a structured exchange programme where students from SMU's MET and CBS' Bachelor of Science in International Shipping and Trade spend a full term at each other's university to benefit from a rich blend of academic knowledge and industry immersion. To date, 50 SMU undergraduates and 74 CBS students have participated in the programme.

The new MOU extends the partnership of this exchange programme until 2023 and is expected to benefit 200 students from Singapore and Denmark over the next four years.

The event concluded with a very engaging panel discussion featuring:

1. Mr Punit Oza, Vice President, Head of Systems, Processes & Competence, Torvald Klaveness
2. Ms Tan Beng Tee, Assistant Chief Executive, Maritime and Port Authority of Singapore
3. Mr Ong Kim Pong, Regional Chief Executive Officer, Southeast Asia, PSA International
4. Ms Caroline Yang, President, Singapore Shipping Association
5. Prof Martin Jes Iversen, Vice Dean of International Education, Copenhagen Business School
6. Mr Haruki Chua, Charterer, Torvald Klaveness

The panellists discussed the challenges faced by the maritime industry and what were some of the possible solutions that could be done to address them, with issues pertaining to digital disruption and talent development being of particular interest.

ITI@SMU Information and Career Session - Paving the “Wave” Forward

ITI@SMU embarked on a new journey with the launch of the Maritime Business & Operations Track (MBOT). Offered by the Lee Kong Chian School of Business Operations Management, students are able to opt for the MBOT as of 1 Jan 2019.

An information session designed to help the students address their queries about the maritime sector and the programme was organised. Questions that were addressed included “What are the career opportunities that await a graduate from the International Trading Track (ITT) and Maritime Business & Operations Track (MBOT)?”, “How does the programme prepare you for a career in the trading and maritime field?”, “If I take the MBOT, am I only limited to maritime careers?”, “What is a typical day in the trading and maritime industry”, and “What does it take to build a successful career in this area?”.



The session rounded off with an engaging panel session where the students had the opportunity to engage SMU alumni and their employers. Included in the panel were :

1. Mr Tan Chin Hwee, Chief Executive Officer – Asia Pacific, Trafigura Group
2. Ms Gina Myung, Refined Metals Trader, Copper – ASEAN, Trafigura Group (SMU Alumni)
3. Mr Punit Oza, Vice President, Head of Systems, Processes & Competence, Klaveness
4. Mr Haruki Chua, Systems, Processes & Competence - Dry Bulk, Klaveness (SMU Alumni)
5. Ms Teng Kai Li, Analytics and Insights Manager, Amobee (SMU Alumni)

After the information session, a career fair awaited the students where companies shared with them about the available internships and full-time jobs in their organisations.

All participants were also treated to their classic favourites, Gong Cha and Yole!



ITI@SMU Case Study Challenge



The second run of the ITI@SMU Case Study Challenge was organised in partnership with the BW Group and took place from 4 – 18 March 2019. The case was developed with the support of Dr. Flocy Joseph from SMU Executive Development and Ms. Cheah Sin Mei from SMU’s Centre for Management Practice. The case included interviews with BW Group’s senior management and the its chairman, Mr. Andreas Sohmen-Pao. The myriad of diverse and complex challenges such as stringent environmental standards, an evolving business environment, and the rise of disruptive technologies have resulted in many shipping companies finding themselves navigating uncharted waters. This joint effort provided all in attendance an opportunity to hear the innovative ideas which were developed by the participants.

Case Study challenges now form an important part of our students’ education journey as they not only provide a platform for them to develop deeper insights into the trading and maritime sectors but also give them the opportunity to engage with industry.

After analysing the information found in the case, participants were presented with the challenge statement, “If you were the Chairman of BW Group, what strategy and action plans will you make for the company for the next three years to take the company forward?”

Out of the 8 teams, 3 teams were shortlisted for the finals. The judging panel included senior leaders from industry:

1. Ms. Bernice Yeoh, Director, International Maritime Centre Division, MPA
2. Mr. Jakob Bergholdt, Chief Financial Officer, BW Group
3. Mr. Sebastien Brochet, Executive Vice President, Strategy & Corporate Development and HR, BW Group
4. Ms. Poh Teck Heok, Asia Supply Manager and Commercial Lead, Phillips 66
5. Mr. Esben Poulsson, Chairman, Singapore Shipping Association
6. Mr. Patrick Phoon, Evergreen Shipping Agency

The winning team was Team Pier Pressure which was made up of Andre Lau (Economics, Year 3 MET), Wong Kon Kit (Economics, Year 4), Karthik Sundar (Business, Year 2). Team LightNinG comprising of Aditya Rayakar (Economics, Year 3 MET), Goh Zhong Hui (Economics, Year 3 MET), Avelyn Leong (Economics, Year 3 MET) and

Team CBG with members Benny Ang (Business, Year 4), Chew Chin Rui (Info Systems, Year 4), Lee Guan Jie (Business, Year 4) took up the second and third positions respectively.

The top 2 winning teams were provided with an exclusive visit on board the BW Paris, a LNG carrier that had recently been converted to a Floating Storage Regasification Unit (FSRU). It was indeed a fruitful case challenge for the teams. The ITI@SMU Case Study Challenge has indeed provided learning opportunities in more way than one.



ITI@SMU Alumni Networking Night 2019

The annual ITI@SMU networking event held on 29 August, provided an excellent platform for industry partners, alumni, and students to get to know each other and expand their network of industry peers. This special event is something that the ITI@SMU community looks forward to every year.

The current students took the opportunity to acquaint themselves with their seniors and learn about their experiences in their trading and maritime learning journeys. Such conversations are important as they provide the current students guidance in developing a successful career for themselves.

It is not uncommon to see new friendships being forged and old ones being rekindled during these sessions. The alumni also proved themselves to be ever-ready to pay it forward for the next generation of talent by not only providing advice to their juniors on how to manage the challenges they face at work, but also are quick to share any opportunities that their juniors could capitalise on.

Held in the heart of the Singapore's central district, the alumni and students had a relaxed Thursday evening.



Internationalisation Talent (iTalent) Solutions Map launched to help SMEs expand overseas



On 26 July, ITI@SMU launched the Internationalisation Talent (iTalent) Solutions Map at the Singapore Management University. We were honoured to have Mr Chee Hong Tat, Senior Minister of State for Trade and Industry and Education, to grace the occasion. In his keynote address, SMS Chee highlighted the importance of bringing Singapore businesses abroad as it would help in widening their customer base and gain access to resources, technology and talent. He also encouraged our SMEs to leverage on our unique position as a trusted and connected hub in the region, and to go from “made in Singapore” to “made by Singapore” by setting up production and facilities and services branches in more markets.

Emphasizing on the importance of building a workforce that is capable of operating across countries, SMS Chee commended the efforts of ITI@SMU and SkillsFuture Singapore (SSG) in the development of the iTalent Solutions Map. “It will benefit our enterprises, especially our SMEs, by providing information about skills development and equipping their employees with the right skills to take their business overseas.”

The iTalent Solutions Map was officially launched by Mr Chee Hong Tat, together with SkillsFuture Singapore Chief



Executive Mr Ng Cher Pong, SMU Provost Timothy Clark and SMU Vice-President of Business Development and Academic Director ITI@SMU, Professor Annie Koh.

This was followed by a lively panel discussion moderated by Professor Annie Koh, featuring business leaders across different sectors who shared how they overcame struggles while building a team to bring their businesses overseas.

The panellists included:

1. Ms Chin Wei Jia, Group Chief Executive Officer, Health Management International
2. Dato' Victor Tan, Chief Executive Officer, TOP International Holding
3. Mr. Chee Hong Tat, Senior Minister of State, Ministry of Trade & Industry and Ministry of Education
4. Mr Joshua Koh, Chief Executive Officer, Commune Lifestyle
5. Ms Bonnie Wong, Chief Operating Officer, Creative Eateries
6. Mr Wilson Lim, Executive Director, International Business, Commonwealth Capital

The launch event closed with a special ceremony where 18 SMEs that had expressed an early interest in the iSkills Talent Development Programme were recognised. The iSkills Talent Development Programme is an initiative built on the foundations established by the research that was produced in the development of the iTalent Solutions Map.

The iSkills Talent Development Programme is designed to equip employees with the key skills identified in the internationalisation roadmap. Over six months, participants will learn from experienced business leaders, practitioners and academics through seminars and workshops, as well as undertake a real-life internationalisation project with guidance from mentors assigned to them and experience an overseas business immersion. Employers may choose to upskill existing employees or train new employees. There are two tracks, one for junior and middle management and the other for senior management. The first cohort of the programme is currently underway, with the participants expected to graduate in March 2020.



PCP Graduation Ceremony 2019

ITI@SMU celebrated its third Professional Conversion Programme (PCP) graduation ceremony on 1 November 2019.

The International Trading PCP is a collaborative effort by the Singapore Management University (SMU), Workforce Singapore (WSG), Enterprise Singapore (ESG) and the International Chamber of Commerce Academy (ICC Academy). It was put in place to provide mid-career professionals with a platform to develop relevant skillsets and market knowledge which will facilitate the career journeys in international trading.



This year's graduating ceremony included more than 60 graduates comprising of participants from the 2nd Commodities cohort, and the 3rd, 4th and 5th Non-Commodities cohorts. The graduation ceremony was graced by our Guest of Honour, Mr Foo Kok Jwee, the Deputy Chief Executive of WorkForce Singapore.

Accompanied by their friends, family and colleagues, the event was an opportunity to celebrate and honour the PCP graduates, all of whom have shown tremendous commitment to the programme.

The session began with Professor Annie Koh delivering her welcome speech which congratulated the graduates on embarking on their new journeys and encouraging them to never stop learning. This was followed by a speech from the class representative, Ms Vera Wee from the 4th Non-Commodities cohort on her learning journey during the PCP course. The keynote address was then delivered by our Guest of Honour, which highlighted the various efforts undertaken by the government to build a pipeline of industry ready talent to



support the transformation efforts of Singapore companies so that they are future-ready and are able to operate competitively in today's dynamic and disruptive economic landscape.

Following the keynote session, the graduates from the graduating cohorts were invited on stage to receive their Specialist Diploma in International Trading.

A key highlight of the event was a panel discussion on "Making Digital Work - Organization Transformation and the Digital Workforce". The panellists were industry experts from various industries which included:

1. Mr Samuel Sio, Executive Manager, IMDA
2. Mr Toby Koh, Group Managing Director, Ademco Security
3. Mr KC Kwa, Chief Executive Officer & Founder, JustLogin
4. Ms Christine Liu, Head & Partner Acquisitions, RecruiterPal
5. Mr Leslie Loh, Chief Executive Officer, Lihan Academy
6. Mr Roy Tan, General Manager, Aik Moh Paints & Chemicals

The panel discussed the importance of the need for SMEs to embrace new technologies and integrate them into their businesses, how companies can adopt technology successfully, as well as how employees and companies can stay relevant in the face of the industry transformation that is taking place.



Collaborations



Advanced Maritime Leaders' Programme 2019

ITI@SMU collaborated with the Maritime and Port Authority of Singapore (MPA) Academy to jointly deliver the 3rd Advanced Maritime Leaders' Programme (AMLP). The event took place from 7 – 12 April 2019 in conjunction with the Singapore Maritime Week.

The AMLP is designed by ITI@SMU for senior maritime and port officials across the globe including Africa, Asia, Caribbean, Europe, Latin America, Middle East and Oceania. The main theme of the week-long programme was *Transformational Leadership – Technology, Trust, Talent* and included various lectures, site visits and panel discussions.



ITI@SMU invited transformational leaders from different industries who shared valuable insights about their personal journeys and the challenges they encountered in transformational leadership. This included how they worked with teams to evolve their organisations and Singapore into a globally competitive maritime and supply chain hub.

The participants also learned from domain experts on the wide spectrum of changes that were currently taking place and impacting the maritime sector in a roundtable discussion. This session gave participants an opportunity to

interact with the domain experts who shared from their wealth of experience and knowledge on the various maritime related topics that were discussed.



The highlight of the AMLP was the case study exercise entitled *Bold and Responsible Leadership in Uncharted Waters: The Future of BW Tankers*. The case study was developed by SMU and put up for discussion on the various challenges faced by the BW Group and the possible solutions that could be implemented in charting the way forward.

The participants also had the exclusive opportunity to meet with Mr. Andreas Sohmen-Pao, Executive Chairman of BW Group, who was the key protagonist in the case. Mr Sohmen-Pao helped to address the participant's queries and shared his insights on the challenges and issues he had to contend with as well as decisions that were made by the BW Group.

The AMLP 2019 received high ratings with most participants indicating that it was an "Excellent" programme in the post event survey.



ITI@SMU/Erasmus - Advanced Certificate In Trading

ITI@SMU organised a 5-day programme focusing on Commodity Trading in Asia for participants from the *Erasmus University Leadership in Commodity Trade and Supply Networks & Executive Programme*.

The programme encompassed topics focused on the trading sector in Asia and provided in-depth coverage of Asian commodities. Issues pertaining to dominant themes in Asia that resulted in cross-cultured challenges which affected the development of social and business relationships between the West and Asia were also discussed.



The participants also had the opportunity to visit Platts Singapore to learn about the methodology used in the price discovery of oil, UL International to understand the role of standards and technical inspections in trade, as well as a palm oil plantation and processing mill in Kota Tinggi, Malaysia. The visit to Kota Tinggi was of particular interest as it allowed the participants the opportunity to develop a deeper understanding of the various processes involved in the production of palm oil.

Through the various engagement sessions, participants were better able to relate to the various issues that surrounded the commodities sector. This included current events, how would new policies such as IMO 2020 affect the different stakeholders in different regions, and how new technologies would affect the commodities trading industry.

The participants received a certificate to mark the end of their participation in the programme. They were then hosted to an evening reception to commemorate the end of the programme. ITI@SMU's trading and maritime students were also invited to the event, providing them with an opportunity to mingle with the programme's participants.



Undergraduates



ITI@SMU in partnership with the Lee Kong Chian School of Business manages the International Trading Track (ITT) and the Maritime Business & Operations Track (MBOT). The ITT and MBOT are specialised programmes which covers topics essential to understanding the intricacies of international trade and maritime and is specially tailored for students who are keen to develop a deep understanding of the knowledge and skills necessary to operate in the sectors. The students gain exposure to the sectors via Industry Speaker Series, overseas Industry Study Mission, Non-credit courses and Credit courses.

Industry Speaker Series

To enhance classroom learning, ITI@SMU also organises a series of guest lectures by industry experts who share about the latest developments affecting the trading and maritime sectors. These practitioner-led sessions are designed to complement the knowledge that students learn in the classroom and cover a myriad of subjects that impact global trade today.



Introduction to Container Liner Shipping

The maritime sector plays an important role in the lifeblood of Singapore, with its illustrious relationship tracing back to its beginning as a hub for entrepôt trade in the nation's early days. The sector played a critical role in Singapore's development from a third world to a first world nation and continues to be a significant engine of growth for Singapore's economy. It makes up 7% of the nation's GDP and employs more than 170,000 people in various technical and commercial functions.

There are currently more than 5,000 container ships operating globally via 400 liner services in operation

today. Container Liners carry about 90% of the world's seagoing non-bulk cargo in standardized intermodal containers, most providing weekly departures from all the ports that each service calls. Liner vessels, primarily in the form of container ships and roll-on/roll-off ships, carry about 60% of the goods by value moved internationally by sea each year.

In January 2019, ITI@SMU invited Mr Jeremy Holbrook, Director at Hartmann Asia Container Line Pte Ltd, to share in greater detail with the students on this topic.

Structured Trade Finance – A View From The Market

In a practical session conducted by Mr Eugene Ganchev, ABN AMRO's Asia Pacific Head of Trade & Commodity Finance, the students were engaged over the most common questions and considerations of a Trade & Commodity Finance banker including the origination, closing, monitoring and liquidation of a trade finance transaction. Students were taught some basics of trade and a few critical elements to consider while looking at financing the purchase and sale of commodities.



Mr Ganchev also shared about the Structured Commodity Finance market, covering some of the most common structures such as pre-payments and pre-export financing. It was an insightful session which blended the theoretical aspects of Trade Finance with practical case studies in order to provide the students with a first-hand view of the typical challenges that commodity bankers face when analysing transactions.

How Freight Makes The Margin In Bulk Commodities - A Look At Iron Ore Bulk Shipping



Freight often seems to appear as an after-thought in a commodity sale. However, reality dictates that freight costs plays a significant role in determining the margins that traders make. This is particularly true in dry bulk commodities sector where markets are extremely competitive. In a session by Ms Eliane Sum, Business Development Manager, at Caledonia Maritime, she shared how tonne-miles affects time to market and hence vulnerability to spot prices, not just for the commodity, but also for the end product and its other constituents.

Thus, despite the undeniable value of product quality, freight continues to play an important role in the trading of many bulk commodities.

Using the example of bulk iron ore shipping, Elaine gave a general overview of how freight strategy makes the margin in commodity sales, through considerations such as comparative analysis of loading terminals and types of vessels employed, time to market and physical coverage options in freight procurement, and even the laytime terms of the maritime contract.

Data and Digitalisation in Commodity Trading

New technologies such as blockchain, the Internet of Things and smart contracts are all the rage today. Many shipping and commodity trading businesses are now pushing through with digitalisation initiatives of their own in a bid to achieve efficiencies and to stay relevant.

ITI@SMU invited Chinsay's Chief Commercial Officer, Mr Tony Faneco, to give a guest lecture on the importance

of data and digitalisation in commodity trading.

He shared that there is plenty of technology available today which aids shipping and commodity trading businesses in the pursuit of efficiencies. Yet there are very few which look to connect the previously siloed front-, middle- and back-office functions. The key to doing this is capturing and reusing the best data possible. He cited the example of Chinsay's Intelligent Contract Platform (ICP) as an example of a solution that supports the trade lifecycle.



Site Visit

ITT and MBOT students were privileged to be provided with an opportunity to visit Jurong Island on 20 September 2019. The students were hosted by ExxonMobil where they were able to see first-hand how working on the Island is like.

The visit started off at the newly renovated Jurong Island Visitor Gallery, which gave the students an overview of the island, the various companies which operated there, and the different services which were provided. They were also provided insights into the island's rock cavern storage facility.

Our hosts from ExxonMobil also shared in detail about the refining process as well as the products that were produced on the Island. There was also a 3D board which illustrated the process which helped to facilitate the students' understanding of the different concepts and products. The students were then brought on a tour of the ExxonMobil's Singapore chemical plant refinery. During the visit, engineers were on-site to explain the various parts of the plant and answer any queries.

Upon the completion of the site visit, the students shared that they had definitely developed a better understanding of various processes involved in refining, ExxonMobil as a company, and the role Jurong Island plays in the global chemical market.



Lifelong Learning



Internationalisation Skills (iSkills) Talent Development Programme

The iSkills Talent Development Programme is a joint initiative by ITI@SMU and SkillsFuture Singapore, supported by Ngee Ann Polytechnic as a programme partner. It brings together expertise and a wealth of experience from practitioners and experts in international business development and operations, and specialists of executive learning, to better prepare Singapore enterprises and their workforce for overseas expansion.

The curriculum has been designed for two different tracks:

- **Track 1: Senior management level participants** will be equipped with skills such as leadership, critical thinking, decision-making, digitalisation and cultural competence. This will enable them to perform the functions of an entrepreneur, a strategy visionary and a master relationship builder.
- **Track 2: Middle and junior level participants** will be equipped with skills such as project management, effective communication and cultural competence. This allows them to perform the roles of a project manager and facilitator.

The six-month programme adopts an applied learning approach to cultivate the right mindset, skills and relationships for internationalisation:

Track 1	Track 2	
<p align="center">Senior Internationalisers</p> <p>Candidate profile:</p> <ul style="list-style-type: none"> • Senior Management <p><i>E.g. Regional Business Development Director, Chief Financial Officer</i></p>	<p align="center">Mid-level Internationalisers</p> <p>Candidate profile:</p> <ul style="list-style-type: none"> • Middle Management <p><i>E.g. Marketing Manager, Sales Manager</i></p>	<p align="center">Junior Internationalisers</p> <p>Candidate profile:</p> <ul style="list-style-type: none"> • Junior / Entry Level Exec <p><i>E.g. Management Trainee, Analyst</i></p>

- **A positive mindset and courage to internationalise:** Through peer-group learning and lecturer sharing of real-life case studies and business experience in the classroom, participants are motivated to positively embrace internationalisation and envision possibilities for their business overseas.
- **Ability to recognize context and situations to put a mix of hard and soft skills into action:** Participants get to explore, through facilitated discussions and roleplaying, how they might apply knowledge, tools and frameworks to make decisions for their business, especially in ambiguous situations that one may often encounter overseas.
- **Cultivating relationships for network and influence:** We also offer opportunities for networking and cross-industry sharing within the group and with others in public and private sectors, to help participants see new ways of collaboration and sharing skills, resources and experience.

Over the duration of the programme, each participant will apply their learning to a working internationalisation business proposal of their choice. To guide them along, they are also provided with a set of iSkills Project Template as stimulus material, on top of mentoring sessions with a coach who has been assigned according to their business and project nature.

A key highlight of the programme is a 5-day overseas immersion trip to an overseas market that is agreed upon among the cohort. It will be a learning journey for participants to gain a first-hand experience of the local business ecosystem and way of business, learning from government representatives, professional services and incumbent Singapore companies in the market. Participants will also have a day to meet up with business partners and suppliers.

Course fees range from S\$7,900 to S\$16,000 depending on the track enrolled. Companies which enroll their existing employees or new hires can enjoy grants to cover training fees and/or salary support, subjected to terms and conditions.

Programme Funding Structure

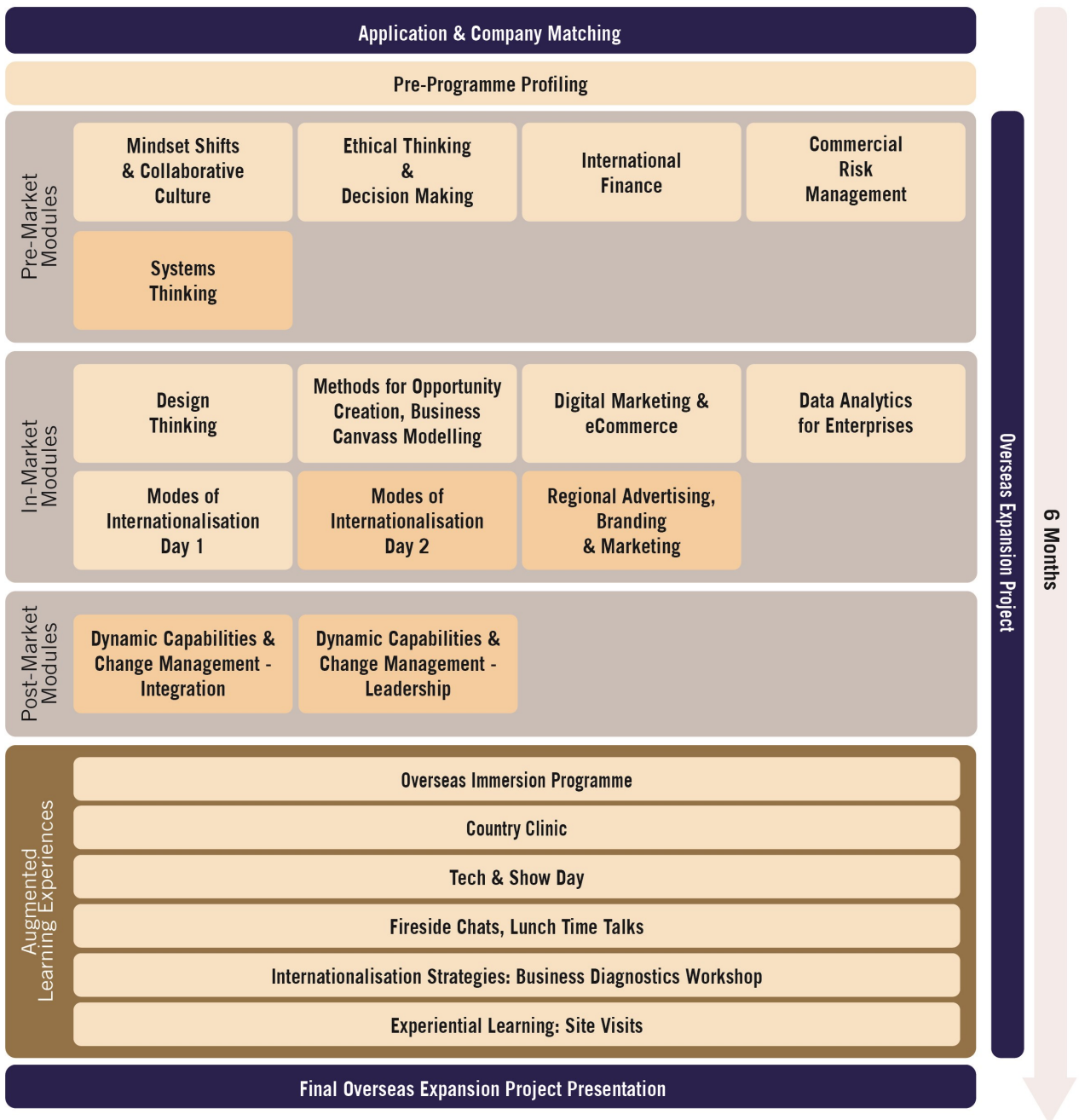
Track	Training Fee	Age	Training Fee Support	Nett Fee Payable (excl. GST)	Salary Support (for New Hires #only)
Track 1 • Senior Internationalisers	\$16,000	Singapore Citizens / Permanent Residents <40 years old	70%	\$4,800	70% capped at \$4000 for 6 months
		Singapore Citizens / Permanent Residents 40 years old or older	90%	\$3,000* <i>(*subsidy is capped at \$13,000)</i>	90% capped at \$6000 for 6 months
Track 2 • Mid-level Internationalisers • Junior Internationalisers	\$7,900	Singapore Citizens / Permanent Residents <40 years old	70%	\$2,370	70% capped at \$4000 for 6 months
		Singapore Citizens / Permanent Residents 40 years old or older	90%	\$790	90% capped at \$6000 for 6 months

New hires must have been employed not more than 3 months.

Programme Structure

For Track 1 & 2

For Track 1 only



International Trading Professional Conversion Programme (PCP)

Changes in the structure of the global economy have required companies to be “disruption ready” if they are not only to survive, but thrive. It was with this in mind that the International Trading Professional Conversion Programme (PCP) was developed to help Singapore companies equip themselves with the talent they need to meet these new challenges.

Not only is the PCP designed to help mid-career professionals transit to the International Trading sector, it also provides a platform for current professionals to upskill themselves to ensure that they possess the necessary requirements to be “Future and Digital Ready”. Participants in the PCP will complete a comprehensive programme which includes a holistic mix of classroom sessions, on the job training with supporting companies, and online learning modules.

Through various consultative sessions and focus group discussions with industry, ITI@SMU developed the International Trading Professional Conversion Programme in partnership with Enterprise Singapore (ESG), Workforce Singapore (WSG) and the International Chamber of Commerce (ICC) Academy.

The programme has two tracks, both of which are carefully curated to upskill PMEs for front to back office roles in the commodities and non-commodities trading companies.



The PCP curriculum provides an interesting mix of classroom and experiential learning. The programme comprises of the Introductory Certificate in International Trading (ICIT), Specialist Certificate in International Trading (SCIT), an online module offered by ICC Academy, a project presentation, and site visits to various innovation centres.

Introductory Certificate in International Trading

This is a 5-day learning programme that forms part of the curriculum. During these 5 days, participants go through various workshops and classroom sessions to introduce them to the fundamentals of wholesale trade. These include topics such as Internationalisation, Fintech, Trade Compliance and Technology Enablers.



Specialist Certificate in International Trading

The SCIT provides an in-depth understanding of wholesale trade spanning about 4 months. The various modules are taught by industry practitioners who bring the realities of wholesale trade to the class. During this time, the participants will gain knowledge in topics such as Export Planning, Trade Documentation, Customs and Trade Compliance, Supply Chain Management, eCommerce, Digital Platforms and Internationalisation.

The participants will also have the opportunity to seek advice from their lecturers on issues that they face in their course of work. This provides as a useful platform for them to develop knowledge that will be of benefit to their organisations.



Site Visits

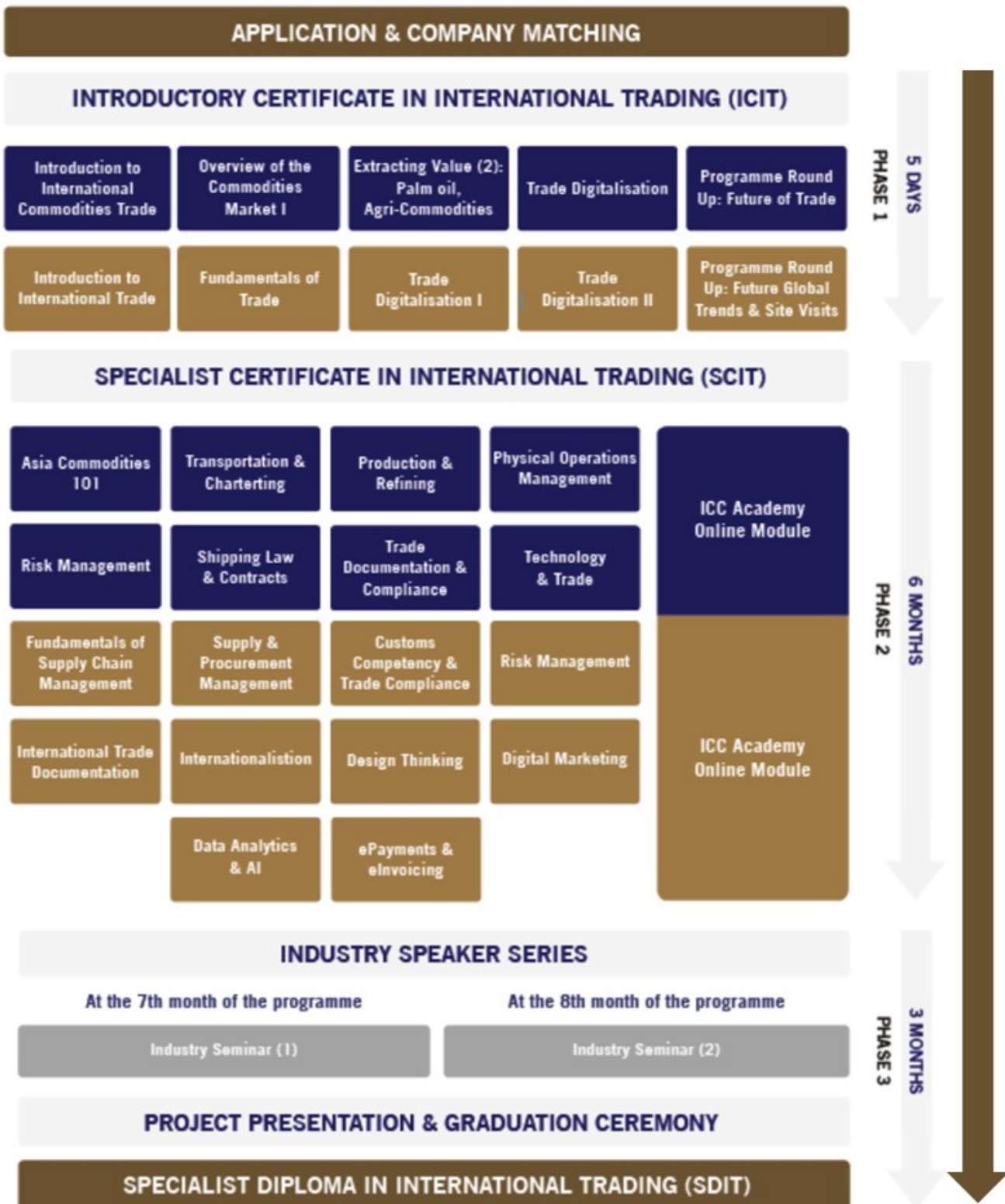
To encourage active learning and also to bring the latest technology trends to the participants, site visits are an important component of the PCP curriculum. The participants have the opportunity to visit facilities such as innovation labs, state of the art warehouses, and commodities pricing agencies. These site visits also complement the classroom learnings as the participants are able to observe first hand the business operations of different organisations.

Intakes in 2019

In 2019, a total of 72 participants were enrolled in the 6th, 7th and 8th intake of the non-commodities track as well as the 3rd intake of the commodities track. Coming from a diverse range of companies within the wholesale trade sector these participants have embarked on their 9-month learning journey to re-skill themselves and gain the necessary knowledge and competencies to take on new roles and jobs in the wholesale trade sector.



Programme Structure



Upcoming Courses



International Trading Professional Conversion Programme (PCP)

9th intake for Non-Commodities Track – 1 March 2020
10th intake for Non-Commodities Track – 1 July 2020

Internationalisation Skills (iSkills) Talent Development Programme

2nd intake – 1 March 2020
3rd intake – 1 June 2020

*Programme start dates may be subjected to change.

To find out more about enrolling to our programmes, please feel free to contact ITI@SMU.

About ITI@SMU



The ITI@SMU Team,
Professor Annie Koh, Christopher Chow, Gabriel Tan, Koh Wei Eng, Jolene Tan,
Sarah Grant, Joanne Lee, Dana Loh Jennifer Lim, Juliana Koh

The International Trading Institute@SMU (ITI@SMU) was established through a tripartite initiative by the Singapore Management University (SMU), leading companies from the trading sector, and Enterprise Singapore (ESG). ITI@SMU works closely with our partners to ensure that the next generation of trading talent in Singapore is equipped to meet the ever-changing challenges of the sector. With its specialist focus on international trading that is supported by a unique public-private partnership, ITI@SMU has firmly established its position as Singapore’s premier industry platform for thought leadership and talent development in the of international trading and maritime sectors.

At ITI@SMU, we aim to :

—
Create value for partners by growing a pipeline of talent across the trading value chain

—
Strengthen Singapore’s position as a trading and maritime hub

—
Be a Thought Leader in the area of international trading and maritime



www.iti.smu.edu.sg



+65 6828 0430



iti@smu.edu.sg