

INTERNATIONAL TRADING INSTITUTE



SMU

SINGAPORE MANAGEMENT
UNIVERSITY

*Trading Knowledge
Going Global*

LEE KONG CHIAN
SCHOOL OF
BUSINESS



ABOUT THE INTERNATIONAL TRADING INSTITUTE

The International Trading Institute (ITI@SMU) was established as a tripartite partnership between the Singapore government, industry partners and the Singapore Management University. As the first trading institute in the world to be set up within a university, ITI@SMU is a think tank that supports the trade ecosystem with a steady pool of future ready talent and industry support programmes.

KEY AREAS OF FOCUS

①

Creating value for sectors and partners by growing a pipeline of talent for the trading and maritime value chains.

②

Strengthening Singapore's position as a trading and maritime hub through ecosystem partnerships.

③

Leading the development of programmes and initiatives for the sustainability of the trading and maritime sectors.

MESSAGE FROM ACADEMIC DIRECTOR

Dear Partners and Friends,

International trade has always been the lifeblood of Singapore's economy. Over the past several decades, Singapore has successfully established itself as a key node in the global value chains and as a major entrepôt trading hub. Being a country with no natural resources, people are our other resource and ITI@SMU, as the premier trading institute established within a University, has over the past decade contributed in some small ways to the development of talents for the industry.

With international trade and the maritime industry undergoing a sea change caused by digital disruption, climate and environmental concerns and geopolitical challenges, the role for ITI@SMU becomes more critical and tripartite partnership between the Singapore government, industry partners and the Singapore Management University becomes ever more important.

We thank all our partners for your generous contributions and support of our programmes.

ITI@SMU will continue to deepen our role in shaping the future of trading and maritime business through our impactful practice-oriented research and in the development of future talents and leaders for the industry.

Do contact us to find out how you can be more involved in our mission as well as how we can support talent development in your organisation.

DR. PATRICK TAN

Academic Director, International Trading Institute
Senior Lecturer of Strategic Management
Lee Kong Chian School of Business, Singapore Management University



SYNERGY THROUGH PARTNERSHIP WITH ITI@SMU

From talent development to recruitment, knowledge sharing to collaboration, there are many ways which organisations play a role, in their partnership with ITI@SMU to shape the international trading landscape of tomorrow. Our partners' generous contribution through their funding support, knowledge sharing and transfer, professional networks and contacts, contribute significantly to the various industrial initiatives and experiential learning opportunities for our students. These initiatives nurture our students and are what gives them the edge as the next generation of talent. Get in touch with us to find out how you can be part of this exciting endeavour.

VOICES OF STUDENTS AND ALUMNI



The SMU ITI curriculum is tailored to equip the next generation with the right mindset and skillset to add sustainable value into the global trading hub of Singapore. I have been blessed with many opportunities to have found a profession that challenges me everyday.

BON SEAH
COFCO International
Graduated in May 2018



The opportunity to learn about the industry know-how from industry veterans directly, provides the ITT and MBOT track students with a competitive edge against others.

WONG PU WO
SMU LKCSB Student (ITT/MBOT)
Graduating in May 2022



I always had a passion for shipping and commodity trade. One of the key highlights in my academic experience at SMU so far would definitely have to be the industry study mission to Vietnam. It was insightful as we got to visit various commodity factories and ports located in the city.

WINSTON WONG
Braemar ACM
Graduated in May 2021

INTERNATIONAL TRADING TRACK

Singapore's long-serving position as an international trading hub provides a myriad of career opportunities for students as many world-class trading and maritime companies have established themselves in the country. The International Trading Track (ITT) is offered by the Lee Kong Chian School of Business (LKCSB) as a specialisation under the Finance major. This track prepares students for exciting careers in trading, shipping logistics, trade finance and maritime services, amongst many others.



CURRICULUM

Credit Modules

- Corporate Finance
- Corporate Reporting & Financial Analysis
- Financial Markets and Investments
- Analysis of Derivatives Security
- Law of International Trade or Carriage of Goods by Sea and International Trade – only applicable to LLB students
- Shipping Business
- Trade Finance
- Any 1 other ITT Elective

ITT Electives

- International Finance
- Advanced Portfolio Management
- Corporate Banking
- Analysis of Fixed Income Securities
- Sustainability Finance
- *Wholesale Trade and Maritime Work-Study Elective

*ITT students who enrol in Wholesale Trade and Maritime Work-Study Elective to fulfil the Track elective will have to take an additional Finance Major Elective to fulfil the major's requirement.

Non-Credit Modules

- Agri-Commodity Trading
- Coal Trading
- Cocoa Trading
- Oil Trading
- Palm Oil Trading
- Petrochemicals Trading
- Iron Ore and Steel Trading
- Risk Management

SMU students can apply for this track on OASIS, at any point in their academic term. We welcome all interested students to join ITI@SMU's telegram to receive the latest news and updates.

MARITIME BUSINESS & OPERATIONS TRACK

The Maritime Business and Operations Track (MBOT) is a multidisciplinary programme offered by the Lee Kong Chian School of Business as a specialisation under the Operations Management Major since 2019. As the maritime sector undergoes a digital transformation, students will develop a firm foundation in maritime business operations as well as contextualised digital knowledge to support the changing maritime industry with its evolution. Highlights of the track include a structured overseas exchange with the Copenhagen Business School and Industry Study Missions that will take students to different ports and maritime companies in various parts of the world for an exciting real-world learning experience.



CURRICULUM

Credit Modules

- Service Processes
- Supply Chain Management
- Port-Focal Logistics and Maritime Operations
- Logistics and Transportation Management
- Shipping Business
- Law of International Trade or Carriage of Goods by Sea and International Trade – only applicable to LLB students
- Any 2 other MBOT Electives

MBOT Electives

- Introduction to Business Analytics
- Sustainable Operations
- High Performance Warehousing and Fulfillment
- Computer Simulation
- Trade Finance
- Shipping Strategy – The Global and Digital Challenges
- Supply Chain Analytics
- *Wholesale Trade and Maritime Work-Study Elective

*MBOT students who enrol in both Trade Finance and Introduction to Business Analytics OR Wholesale Trade and Maritime Work-Study Elective to fulfil their 2 track electives will have to take an additional OM Major Elective to fulfil the major's requirement.

Non-Credit Modules

- Tanker Chartering
- Container Terminal Operations
- Port Operations
- Freight Trading and Operations
- Palm Oil Trading
- Ship Finance
- Maritime Law and Arbitration
- Supply Chain Financing
- Maritime Supply Chain

SMU students can apply for this track on OASIS, at any point in their academic term. We welcome all interested students to join ITI@SMU's telegram to receive the latest news and updates.

BEYOND CLASSROOM LEARNING



ACADEMIC EXCELLENCE

SMU's interactive pedagogy is delivered by leading industry practitioners and subject experts who share real-world stories and experiences, providing students with a realistic view of the trading and maritime sectors. Students can also look forward to academic awards made possible through the generous support of our industry partners.



EXPERIENTIAL LEARNING

ITI@SMU organises site visits to our partners' facilities and plants where our students can participate in guided learning opportunities to learn about the trading and maritime sectors. These visits are complemented by overseas exchanges and Industry Study Missions that promote cross-cultural learning and a deeper understanding of how businesses operate in different environments.



PRACTICAL WORK EXPERIENCE

Students can look forward to local and overseas internships with ITI@SMU's supporters and industry partners from different segments of the trading value chain. As part of our commitment to better interlace institutional-based learning with structured on-the-job training for our partners and students, ITI@SMU introduced the Work-Study Elective (WSE) in June 2021. This is a 5-month internship programme designed to facilitate more substantial and impactful work opportunities for students as well as bring value to our industry partners.



CONNECTING WITH THE REAL WORLD

ITI@SMU organises industry talks and networking events, providing students with many opportunities to interact with leading industry practitioners, allowing them to gain a deeper understanding of the industry and markets even before they step into the workforce.



International Trading Institute

Singapore Management University
Administration Building, Level 7
81 Victoria Street Singapore 188065

✉ iti@smu.edu.sg ☎ +65 6828 0430



iti.smu.edu.sg

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