



PB INSTITUTE OF RESEARCH AND TECHNOLOGY

P.O Box 21457-00100

Nairobi - Kenya

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Professional Trading Techniques and Market Best Practices Training Course

Duration: 15 days

On-Site

01 Who Should Attend

- Traders
- Investment Analysts
- Portfolio Managers
- Treasury Professionals
- Asset Managers
- Banking Professionals
- Capital Markets Specialists

02 About the Course

Financial markets are constantly evolving, requiring trading professionals to develop advanced analytical skills, disciplined strategies, and effective risk management practices to remain competitive. The **Advanced Trading Strategies, Risk Management & Market Best Practices Training Course** equips participants with practical knowledge and techniques to enhance trading performance, improve decision-making, and manage market risks effectively.

The course provides practical insights into various trading approaches, including fundamental and technical analysis, market indicators, liquidity considerations, asset allocation strategies, and technology-driven trading solutions. Participants will also explore risk controls, compliance requirements, performance measurement, and strategies for managing volatility in dynamic market environments.



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03 Workshop Objectives

- Understand the full lifecycle of physical commodity lifting and trading.
- Learn to interpret and apply International Commercial Terms (Incoterms) in trading contracts.
- Acquire skills in managing logistics, shipping, and transportation risks.
- Comprehend techniques for optimizing vessel nominations and charter party agreements.
- Explore strategies for effective quality and quantity control during lifting.
- Understand the importance of trade finance instruments in facilitating physical trades.
- Gain insights into mitigating demurrage and despatch costs.
- Develop a practical understanding of regulatory and compliance requirements in global trade.
- Enhance skills in managing counterparty and operational risks in physical trading.
- Learn to leverage technology for improved lifting operations and data management.

04 Module Topics

Module 1: Introduction to Physical Commodity Trading and Lifting

Module 2: International Commercial Terms (Incoterms)

Module 3: Shipping and Logistics Management

Module 4: Charter Party Agreements and Laytime/Demurrage

Module 5: Quality and Quantity Control

Module 6: Trade Finance and Payment Mechanisms

Module 7: Hedging Physical Exposure

Module 8: Trade Administration and Documentation

Module 9: Operational Risk Management in Lifting



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Module 10: Legal and Regulatory Compliance

Module 11: Counterparty Risk and Due Diligence

Module 12: Technology and Digitalization in Lifting and Trading

Module 13: Storage, Warehousing, and Inventory Management

Module 14: Post-Deal Analysis and Performance Evaluation

Module 15: Future Trends and Strategic Planning in Physical Trading