

International Trading Institute (ITI) @ SMU

# Trading Knowledge Going Global



## ABOUT US

The International Trading Institute (ITI) @ SMU was formed in May 2007 as the result of a tripartite collaboration between Singapore Management University (SMU), International Enterprise Singapore (IE Singapore) and leading industry players. The first trading institute in the world to be set up within a university, ITI boasts a specialist focus on international trading and is supported by a unique public-private partnership. ITI aims to establish itself as the premier industry platform for thought leadership in the arena of international trading.

ITI's areas of focus are:

- (a) delivering training and education in international trading at undergraduate as well as executive and professional levels
- (b) conducting and disseminating high quality applied research in international trading with an Asian flavour
- (c) providing consultancy services for trading and related organisations in Singapore and the region

The strategic development and direction of ITI are steered by the ITI Advisory Council, which draws on the expertise guidance of a panel of senior representatives from key commodity trading sectors including oil, agri-commodities and metal, as well as from SMU and IE Singapore.

## TRADING KNOWLEDGE, DEVELOPING TALENTS

Explore our series of professional education courses specially tailored to complement the existing knowledge and on-the-job training that many industry professionals have. These courses develop your competencies and capabilities as they provide comprehensive coverage of the various functional and product-specific areas relevant to international trading.

You will enjoy the privilege of tapping on the expert knowledge and insights of industry practitioners in a structured and conducive learning environment. Professional education courses offered cover various aspects of the international trading value chain including shipping, trade finance, risk management, taxation and international trade law. Courses specialising in specific products and markets such as oil trading and agri-commodities trading are also available. Ever a step ahead of the rest, ITI also offers courses in emerging market segments such as emissions trading.

Our collaboration with ITI@SMU Knowledge Partners from the financial, shipping and related sectors complements the ITI professional education courses and expands our course offerings. With this partnership synergy, we look forward to distinguishing ourselves at both regional and international arenas.

ITI professional education courses can also be customised to meet the specific needs of your organisation.

## LOCAL TALENT, GLOBAL IMPACT

With the objective of grooming young international trading talent in Singapore, SMU launched the International Trading Track (ITT) in July 2006. SMU undergraduates on the ITT have the opportunity to explore international trading and related industries as attractive career options. Organisations also achieve a better fit between individuals and their talent needs.

### ITI COURSE OFFERINGS INCLUDE:

- Financial Institutions, Instruments & Markets
- Corporate Reporting & Analysis of Financial Statements
- Trade Finance
- Enterprise Risk Management
- Analysis of Derivatives Securities
- Shipping Business
- Law of International Trade
- Oil Trading
- Agri-commodity Trading
- Emissions Trading

To complement the classroom learning, students will have exciting opportunities to visit thriving trading centres overseas, attend workshops and talks as well as participate in commodity trading simulations. Students also acquire invaluable hands-on know-how through internships with companies in trading and related sectors.

## IDENTIFYING TRENDS, SPEARHEADING RESEARCH

ITI aims to be a leading centre for applied research into trends and developments in international trading with a distinctive Asian focus, by creating significant impact and practical application to the industry. ITI invites submissions of research proposals and awards research grants through two research funding cycles a year in April and October. Research proposals are evaluated by the ITI Research Sub-Committee and published results will be shared via various channels such as public forums and/or research reports. We also invite global firms to be our partners in commissioned projects or as participants in collaborated research for optimal research results and impact.

## YOUR CHALLENGES, OUR SOLUTIONS

ITI engages in consultancy projects by leveraging on the training and research capabilities of the SMU faculty and students, combined with the experience and subject expertise of industry practitioners. With such consultancy services, ITI can help your organisation to sharpen its competitive edge in the arena of international trading.

## BUILDING PARTNERSHIPS, GROWING KNOWLEDGE

Reflecting the vibrant international commodity trading hub in Singapore, we are privileged to have as ITI@SMU Industry Partners key players in various trading sectors including energy, agri-commodities, metals and rubber.

We invite organisations to become our ITI@SMU Industry Partner and join us in shaping the international trading landscape of tomorrow through the International Trading Programme (ITP). As an ITI@SMU Industry Partner, your contribution goes towards supporting programmes for our students under the ITT through the ITP Scholarship and/or International Trading Trust Fund.



## **ITI @ SMU INDUSTRY PARTNERS (AS AT MAY 2008)**

BP Singapore Pte. Limited	Olam International Ltd
Concordia Agritrading Pte Ltd	Shell Eastern Trading (Pte) Ltd
Emirates National Oil Company Singapore	Standard Chartered Bank
Fortis Bank S.A. /N.V., Singapore Branch	Stemcor (SEA) Pte Ltd
InterChem Pte Ltd	Swiss Singapore Overseas Enterprises Pte Ltd
International Enterprise Singapore	Toepfer International Asia Pte Ltd
Koch Refining International Pte Ltd	Trafigura Pte Ltd
Lee Foundation	Vitol Asia Pte Ltd
Noble Group Limited	

For the latest list of ITI@SMU Industry Partners, please visit [www.smu.edu.sg/centres/iti](http://www.smu.edu.sg/centres/iti)

## **ABOUT SINGAPORE MANAGEMENT UNIVERSITY**

Incorporated on 12 January 2000, Singapore Management University (SMU) aims to groom outstanding business leaders and creative entrepreneurs capable of excelling in a rapidly changing and dynamic world. Today, SMU is home to more than 6000 students and comprises six schools: Lee Kong Chian School of Business, School of Accountancy, School of Economics, School of Social Sciences, School of Information Systems and School of Law. SMU offers bachelor's, master's and PhD degree programmes in business and management-related areas, ranging from Accountancy, Economics, Finance, Wealth Management, Law, Information Systems to Social Science.

It also has a dedicated Office of Research, several centres of excellence, and provides public and customised programmes through Executive Education. Collaborations with leading institutions, including The Wharton School, Carnegie Mellon, the University of Pennsylvania and the University of Chicago, allow SMU to draw on academic and research strengths across all major disciplines. The SMU campus is a state-of-the-art facility located right in the heart of Singapore's civic and business district.

To find out more, visit [www.smu.edu.sg](http://www.smu.edu.sg)

## **ABOUT INTERNATIONAL ENTERPRISE SINGAPORE**

International Enterprise (IE) Singapore is an agency under the Ministry of Trade and Industry spearheading the development of Singapore's external economic wing.

IE's mission is to promote the overseas growth of Singapore-based enterprises and international trade. With a global network in over 30 locations and their 3C framework of assistance - Connections, Competency, Capital, IE offers services to help enterprises export, develop business capabilities, find overseas partners and enter new markets. At the same time, IE works to position Singapore as a base for foreign businesses to expand into the region in partnership with Singapore-based companies.

Please visit [www.iesingapore.com](http://www.iesingapore.com) for more information.

## **CONTACT US**

To find out how ITI@SMU can partner you in capabilities development for international trading, contact us at:

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