



# Executive Programme Agro-Commodities

This programme stands as a benchmark in advanced executive education, providing professionals with a comprehensive strategic perspective and the practical skills required to excel in the agricultural and energy commodities markets. It is designed to foster specialization in supply chains, agricultural and bioenergy markets, trading strategies, logistics, and emerging industry trends.

## Key Features and Objectives

- ✓ Comprehensive understanding of agricultural and energy markets through the analysis of their historical, structural, and strategic foundations.
- ✓ Application of fundamental and technical analysis, identification of price drivers, evaluation of physical trading business models, and use of technical indicators and charting tools to optimize trading strategies.
- ✓ Utilization of analytical tools, reporting systems, and forecasting models, together with technological integration and the emerging application of Artificial Intelligence to generate competitive advantages in commodities management.
- ✓ In-depth coverage of physical and derivatives trading, including a thorough analysis of maritime freight markets and logistics operations, providing a complete understanding of the trading cycle from contract negotiation to physical delivery.
- ✓ Development of the capacity to anticipate market shifts and adapt strategies through knowledge of global outlooks and sector trends (geopolitics, sustainability, energy transition, biofuels, and digital transformation).



**On-campus / Streaming**



**Certificate awarded by IEB**



**F 16:30-21:00h y S 9:30-14:00**



**55h**



**3.500€**

## Methodology

- ✓ Practical activities including a comprehensive Trading Game simulation and a Cognitive Bias Test to strengthen decision-making capabilities.
- ✓ Industry immersion through sessions delivered at partner companies, offering direct exposure to real trading operations and sector practices.
- ✓ Sessions delivered in English and Spanish, with course documentation in English, ensuring accessibility for international professionals.

## Target Audience

- 👤 University graduates seeking to enter the agri-commodities sector.
- 👤 Professionals from other industries who interact with commodities markets.
- 👤 Professionals working in the sector who wish to accelerate their training and career progression within their organizations.
- 👤 Entrepreneurs intending to launch a business related to this sector.

## Programme Structure

### MODULE 1: Market Fundamentals

- a. Introduction to Agri-Commodities
- b. Introduction to the Energy Industry

### MODULE 2: Advanced Analysis Techniques

- a. Fundamental Analysis
  - Supply–demand balance
  - Price and data drivers
  - Physical trading business models
  - Market intervention analysis
- b. Technical Analysis
  - Chart patterns and analysis
  - Trading strategy development

### MODULE 3: Market Intelligence and Technology

- Analytical tools
- Optimization strategies
- Technology integration

### MODULE 4: Derivatives, Trade Execution, and Freight

- Derivatives trading
- Trade execution
- Maritime logistics

### MODULE 5: In-Depth Market Analysis

- Oilseeds: Soybean extraction and soymeal markets
- Cereals: Holistic view of corn and wheat markets
- Gas: The global gas market and gas in the global context

### MasterClass: Sector Perspectives

- Geopolitics: Understanding global political dynamics and their impact on commodity markets and trade flows.
- Market Trends and Supercycles: Identifying long-term patterns and cyclical movements in agricultural commodities.
- Energy Transition: Analyzing the shift toward renewable energy and its implications for agro-commodities.
- Biofuels: Assessing the growing role of biofuels in the energy and agricultural sectors.
- Digital Transformation: Leveraging technology and digital tools to transform trading operations.
- Demographics and Food Demand: Demographic trends and their implications for food markets.
- Young Talent Panel: Sharing the vision and experiences of emerging young professionals leading their respective sectors.

### Special Session:

Human Resources Module, delivered by a multinational HR Director and a headhunter specializing in commodities, focusing on talent management and selection strategies in agro-trading.

These interconnected modules provide a comprehensive understanding of the full trading cycle, from derivative instruments to physical execution and logistics management. The intersection of agricultural and energy markets, known as bioenergy, is explored in depth.

## Collaborating Institutions



EXPERTGRAIN



Cefetra Group  
A BayWa Company



## Faculty

### Pedro Nonay

Academic Director, Expert of Global Commodities

### Alberto Pérez Espinosa

Commercial Head, Lloyd's Register

### Daniel Martínez Menéndez

Chairman of the Board, Cefetra Ibérica

### Eloy Pérez

Ag. Trade Strategist, EZPADA  
Visiting Scholar HEC Lausanne

### Ivo Sarjanovic

Sub-Director of PPD - Non-Executive Board  
Member Professor, Agri-Commodities

### Joel Grau

Consultant, Professor, Deusto Uni & NMCI

### Jose Maria Mateo

Advisory Board, Panda Agri & Water Fund

### José Simón

Global Gas Expert. ExCEO, Pavilion Energy Spain

### Lola Herrera

Regional Representative Ussec South Europe  
Founder, Rogah Global

### Olivier Gros

Co-founder Commosupply Expert on Bio-fuels

### Pablo García Macías

Director of International Representative Offices,  
CaixaBank

### Pablo González

Founder, IE3 - Trends' Thinker/Writer

### Pierre-Edouard Dolhen

Sub-Director of PPD Associate Professor,  
Geneva University

### Rafael Chagas

VP of HR for Olam Agri EBS Region and Global  
Trading