



Durga Analytics

■ ETRM Business Analyst Readiness Course

A complete structured ETRM training program tailored for aspiring and experienced Business Analysts in energy trading and risk management. The program covers commodities, trading systems, trade lifecycle, reporting, risk, compliance, and hands-on ETRM practice.

Module 1: Foundations of Commodities & Global Trade

- Journey of Commodities: From Barter to Global Markets
- Exploring Commodity Classes: Energy, Metals, Agri & Softs
- Why Commodities Drive the Modern Economy
- Mapping a Physical Value Chain Step by Step

Module 2: Inside E/CTRM Systems

- Why Trading Firms Rely on E/CTRM Systems
- Core Functions Every BA Must Know
- Cloud vs On-Premise: Choosing the Right Setup
- Connecting the Dots: ETRM in a Trading Organization

Module 3: The Trade Lifecycle in Action

- Pre-Trade Planning & Trade Capture
- Confirming & Scheduling Trades Smoothly
- Risk, Invoicing & Settlements Explained
- Straight-Through Processing: The Seamless Flow

Module 4: People & Roles in a Trading Firm

- Front Office: Speaking the Language of Traders
- Mid Office: Risk, Controls & Compliance
- Back Office: Settlements, Treasury & Credit
- Beyond the Desk: Legal & Scheduling Teams

Module 5: Reporting That Matters

- Profit & Loss Reports: The Trader's Scorecard
- Exposure & Mark-to-Market: Spotting Value Shifts
- Credit & Liquidity Reports: Staying Secure
- Fixing Report Errors: A BA's Daily Challenge

Module 6: Understanding Risk in Commodities

- Market Risk: Price Moves & Volatility
- Credit Risk: Counterparties That Don't Pay
- Operational & Political Risks in Global Trade
- How ETRM Dashboards Monitor & Mitigate Risk

Module 7: Hedging with Financial Instruments

- Why Companies Hedge: Protecting Margins & Options
- Futures & Forwards: The Basics of Price Protection
- Options & Swaps: Tools for Flexibility
- Hands-On Hedge Execution in ETRM Platform

Module 8: The Regulatory Landscape

- Global Regulations Shaping Trading: REMIT, EMIR, Dodd-Frank
- Reporting Requirements: What, When & How
- How Regulations Change Day-to-Day Trading
- The BA's Role in Compliance & Governance

Module 9: Case Study Workshop

- Capturing a Real Trade in ETRM
- Scheduling Deliveries & Generating PnL Reports
- Running Risk & Compliance Checks in Reports
- Presenting Solutions Like a Real ETRM Consultant