

Essentials of International Trade Finance

3 Days

COURSE OVERVIEW

This is a 3 days intensive course which has been systematically designed to be comprehensive. On day 1, we will equip participants with basic techniques in Letter of Credit operations in examining L/Cs and L/C applications and avoiding discrepancies. Day 2 will examine in detail the rules of L/C operations under the Uniform Customs & practice for Documentary Credits by the International Chambers of Commerce, Paris and other methods of payments & shipping guarantees. Lastly on Day 3, the Financing aspects for pre-shipment and post-shipment instruments will be examined, as well as how to manage key risks in international trade.

LEVEL

Introductory – Intermediate

WHAT WILL I GET OUT OF IT?

By the end of the course participants will be able to:

- Identify the common payment terms used
- Know the common Incoterms and risks transfer/Identify the Trade documents used in international trade
- Know the different financing options available to importers & exporters
- Identify the keys risks in international trade
- Know the Trade Practices as govern by the ICC Rules on UCP 600 and URC 522

WHO'S IT FOR?

- Bankers in the Trade Finance Department
- Financial Controllers, Auditors, Bankers
- Purchasing, Sales, Marketing Executives
- Shipping Coordinators
- Export-Import Manager
- Other Executives involved in International Trade

COURSE CONTENT

Day 1- Trade Financing Operations

- Overview of International Trade
- Risks in International Trade
- Methods of Settlement
- Incoterms 2000
- Documentary Collections
- Documentary Credits (Letters of Credit)

Day 2— UCP 600 & Trade Documentation

- Uniform Customs & Practice for Documentary Credits (UCP 600)
- Trade Documentation (Shipping Documents)
- Compliance with UCP 600
- Shipping Guarantee

Day 3— Financing of Imports/Exports & Managing Trade Risks

- Uniform Rules for Collection (URC 522)
- Import/Export Financing Products/Instruments
- Risks Encountered by Buyers/Sellers
- Risks Encountered in Trade Finance Products
- Measures to Mitigate Risks & Commercial Frauds