

EXCELLENT Trade Consultancy

(IP0506453-A)



COURSE TITLE

INTRODUCTION TO TRADE FINANCE - THE BEGINNERS

COURSE OBJECTIVES

On completion of the course you will have developed a good foundational understanding of the basics trade finance, domestics and cross border commercial trade finance activities related to export and import, what are the basic requirements needed to support the business operations in terms of financial, working capital. This course also prepares you to develop excellent skills in understanding and executing basic contracts, letters of credit and shipping documentation. You will learn to identify the risks involved and how to mitigate those risks. Understand some cases studies and expose you to interactive activities that provide you excellent knowledge. Further this course will assist you to acquire knowledge, specifically showcasing the logic and ease of trade finance products and which ones to use under various trade finance circumstances.

LEARNING OUTCOMES

Upon completion of this course, participants will be able to:

- Understand, plan, organize and manage the trade finance domestically and globally business activities.
- Manage, acquire and support their business operation via trade finance instruments.
- Able to identify basic risk and mitigate those risks and have knowledge of shipping documentation and trade financing and working capital.



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TARGET AUDIENCE

Practitioners who engaged in Financial Institutions or Banks, Corporates Firms, Manufacturing, Export, Import, Shipping, Trade Finance, Credit, SMEs with an interest in global trade finance or any new business start-up for export and import.

LEARNING METHODOLOGY

Seminar, class participation, presentation, interaction, printed materials, face to face lecture, case studies and class activities.

COURSE OUTLINE

DAY 1	CONTENTS COVERAGE
	<ul style="list-style-type: none">• The Basic of Trade Finance
	<ul style="list-style-type: none">• Global Trends in Trade Finance
	<ul style="list-style-type: none">• Payment System
	<ul style="list-style-type: none">• Trade Instruments
	<ul style="list-style-type: none">• Documentary Collections
	<ul style="list-style-type: none">• Non Documentary Collections
	<ul style="list-style-type: none">• Types Letters of Credit
	<ul style="list-style-type: none">• Designing Your Trade Model
	<ul style="list-style-type: none">• Benefits of trade finance to businesses and banks
	<ul style="list-style-type: none">• Case Study & Class Activities
DAY 2	CONTENTS COVERAGE
	<ul style="list-style-type: none">• UCP600
	<ul style="list-style-type: none">• Incoterms 2020
	<ul style="list-style-type: none">• Basic Guide for Import & Export
	<ul style="list-style-type: none">• Understanding Your Shipping Documents
	<ul style="list-style-type: none">• Players & Parties to Trade Finance
	<ul style="list-style-type: none">• Examination of Documents
	<ul style="list-style-type: none">• Discrepancies and Red Flags
	<ul style="list-style-type: none">• Risk Management in Trade
	<ul style="list-style-type: none">• Structuring Your Trade Finance
	<ul style="list-style-type: none">• Basic Understanding of Supply Chain
	<ul style="list-style-type: none">• Case Study & Class Activities