

**CORPORATE COURSE**

**TRADE FINANCE PAYMENTS & LETTERS OF CREDIT**

Significant changes have been introduced under new International Chamber of Commerce (ICC) rules UCP 600, governing Letter of Credit Contracts, plus update to ISBP. International Banks are also taking a hard line with certain Middle Eastern countries, where Export Edge has resolved major issues for our clients over the last 16 years.



**OBJECTIVES**

- To equip participants with the updated knowledge for Trade Finance operations for their company in an informed and effective manner;
- To equip participants with knowledge of essential banking payment processes that will enable their companies to exploit higher risk markets;
- To reduce complexity and time consumption on complicated banking issues;
- To increase participant’s process efficiency through minimising discrepancies on presentations to banks for payment;
- To utilize new process improvements for operational efficiency.

Upon completion of the course, participants will be able to understand:

- The structure and format of a letter of credit (L/C) and the relationships between L/Cs and the main documents, for example: Commercial and Transport documents, Bills of Exchange (Drafts) and other documentary requirements;
- Banking process and compliance requirements for Documentary Credit and Documentary Collection presentations.

**COURSE BENEFIT ASSURANCE**

⇒ A detailed review of your customs and trade issues will take place with a pre-course questionnaire review followed by ongoing technical customs support for one month after the course.

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## ***TRADE FINANCE PAYMENTS & LETTERS OF CREDIT***

### **COURSE OUTLINE**

#### **Financial Risks inherent to Exporting**

#### **The Currency Market and Exchange Rates**

- Exchange Risk
- Forward Exchange Contracts

#### **Credit Risk Management and payment analysis**

- In advance, Banking or Open account terms
- Export Credit Insurance
- Guarantees

#### **International Payment Criteria**

- Clean Collections / Bills of Exchange
- Documentary Collections
- Documentary Letters of Credit
- Types of documentary credits

#### **Letters of Credit (L/C's)**

- Understanding the Process
- Advantages / disadvantages of documentary credits
- Key terms in Documentary Credits

#### **Negotiating L/C contracts**

- Parties to the contract
- Key Management Responsibilities
- Role of Finance and Credit Management

#### **Commercial Operations**

- Customer Relationships
- Terms and Conditions under L/C's
- L/C applications to Banks

#### **Documents under L/C's**

- Transport Documents
- Commercial Documents

#### **Documentary Credit Cycle**

- Planning and Organising the process
- Application, Issuance, Shipments
- Presentations and Settlement

#### **UCP 600 & ISBP 681 rules**

- Documentary Credit conditions explained
- Practical application of UCP

#### **Variations in**

#### **Documentary Credits**

- Functioning of the Documentary Credits
- Confirmations to L/C's
- Transferable Credits
- Back to Back Credits
- Revolving Credits
- Making use of SWIFT Banking formats

#### **In Practice**

- Management of functional roles
- Communications internally and with third parties
- Forms of verbal and written communication
- Verification of Documentation
- Effective document generation
- Case studies

#### **Procedures and Systems to improve process efficiency**

- Operating Procedures & Progress check lists
- Problem Solving
- Managing Deadlines and Critical Timescales
- Measuring Financial Performance

## BOOKING FORM

# *TRADE FINANCE PAYMENTS & LETTERS OF CREDIT*

Two day – results based course.

**Course Leader:**

**Austin Rutledge** (B.Comm, ACMA, MIEEx, MIITI, MIICM).

Austin initiated e-Learning product developments covering Letters of Credit, which have been successfully licensed to over ten thousand personnel within international banks and multinational trading groups globally. Export Edge syndicate partners include the International Chamber of Commerce (Paris), Deutsche Bank (London) and Coastline. Highly experienced corporate trainers, also assist in this course delivery.

**COURSE VENUE:** 11 Merrion Square North, Dublin 2 – 9:00am – 5:00pm

<b>Total number of place(s) to be reserved with this booking:</b> .....		€.....	
<b>Company Name:</b>			
<b>Company Address:</b>			
<b>Telephone:</b>		<b>Fax:</b>	
1 <sup>st</sup> Attendee	<b>Name:</b>		
	<b>E-Mail:</b>		
	<b>Job Title:</b>		
2 <sup>nd</sup> Attendee	<b>Name:</b>		
	<b>E-Mail:</b>		
	<b>Job Title:</b>		

\* Course fee are payable 15 days in advance. 90% refunded up to 7 days course start. No refund for cancellation less than 7 days.

Contact us for more information: [training@export-edge.com](mailto:training@export-edge.com) or (+353) 1 676 6894

**Return this booking form by Fax (01 507 8581)**



Export Edge also provides consultancy within the areas of International Trade Finance Solutions, covering outsourcing and management services; International Contract negotiation, Technical documentation and payment management services covering exports under Letters of Credit Contracts.

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