

Mastering Trade Finance Instruments and BCMP Implementation

GOALS

In this comprehensive course, we will delve into the exciting world of international trade and finance. Whether you are a seasoned professional looking to enhance your knowledge or a newcomer eager to explore the intricacies of trade finance, this course has something for everyone.

During this training, we will cover the fundamental concepts and practices that underpin global trade, examining the various instruments and mechanisms utilized to facilitate cross-border transactions. From letters of credit and trade documentation to risk management and financing solutions, you will gain invaluable insights into the dynamic landscape of trade finance.

We will guide you through real-world case studies, enabling you to apply theoretical concepts to practical scenarios. As we navigate through the complexities of international trade, you will develop a firm grasp of the regulatory frameworks and best practices that govern trade finance operations.

By the end of this course, you will be equipped with the expertise to navigate the challenges and capitalize on the opportunities presented by the global marketplace. Whether you are a banker, or trade professional, the knowledge gained here will empower you to make informed decisions and foster successful trade relationships.

Embark on this enriching journey into the realm of trade finance and unlock new possibilities for your business and career.

SUMMARY

Category:

- Risk, finance & treasury

Difficulty level:

Advanced

Certification type:

Live webinar

Price:

- Member: € 990.00
- Non member: € 1080.00
- Partner BZB: € 990.00
- Incompany: custom tailored, prices on demand

INTENDED AUDIENCE

This training course can be followed by multiple target groups:

- professionals who desire a comprehensive understanding of the fundamental elements of trade finance, regardless of their prior knowledge or experience in the field;
- commercial managers;
- risk managers;
- compliance officers & legal advisors;

- internal & external auditors;
- consultants;
- ...

FOREKNOWLEDGE

Advanced level training: this training requires a general basic knowledge of the subject.

CONTENT

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Module 1: Standard versus Structured Letters of Credit

- Introduction to Trade Finance
- Documentary Credits: An Overview , UCP 600
- Sales Contract - Proforma Invoice
- Trade Payment methods
- Incoterms 2020
- LC Parties: Role, Legal Responsibilities
- Documentary Credit flow
- LC Types and Uses: Revolving, Red Clause, Transferable, Back to Back, Assignment of proceeds, Evergreen, Case Studies
- Documents: Transport, Insurance, Financial
- IRU's 'Irrevocable Reimbursement Undertaking'
- Documentary Risk Issues, Confirmation (Open-Silent)
- 'STF' Structured Trade Finance Operations: Forfaiting and URF 800, Factoring, Buyer and Suppliers credit, Credit Insurance Financing, Pre-Post Export Financing, Receivables Discounting
- Supply Chain and Block Chain Financings
- Digitalisation and Future of Trade Finance: Emerging trends and technology: MLETR, eUCP, eURC, URDTT, etc...

Module 2: Documentary Collections DC's

- Basic principles, URC 522
- Parties and DC Types: D/P, D/A, Aval
- Documentary Collection Flows
- Risks linked to DC's
- Finance against Documentary Collections
- Discount of an avalized draft – Purchase of Bills-Documents, Case Study
- Documentary Collection versus Letter of Credit

Module 3: Demand Guarantees versus Standby LC's

- DG Definition, Parties, URDSG 758 and Processes : Direct – Indirect
- DG Types 'Bid, Performance, Retention, Advance Payment, Rental, Customs, etc...), Suretyships, Letters of Indemnity types, etc...
- DG Bank Facility
- Misuse of Rights versus Unfair Call of DG's
- LG Transferability and Assignment of Proceeds
- Standby LC's Definition, UCP 600 and ISP 98
- Standby LC's Types
- Standby LC's Parties Risks and legal Responsibilities, Confirmation (Open-Silent)
- Unfair call of SBLC
- Standby LG's versus DG's and LC's

Module 4: Money Laundering – Fraud – Sanctions – Red Flags linked to Trade Finance Instruments

- Definitions

- ML Stages
- Risk Indicators
- 'RBA' Risk Approach Methodology linked to the KYC Process
- Fraud Cases and how to minimize losses
- Cybersecurity, Covid 19
- DAC 6 – SEDD - Sanctions
- Fraud / Money Laundering Procedures
- Red Flags linked to 'KYT' Processes

Module 5: BCP and Operational Resilience

- Definitions, Objectives, Pillars, ISO 22301, Requirements in terms of Policies and Procedures,
- Operational resilience versus Business Continuity Plan
- BIA: Definition, Questionnaire
- BCP Software Implementation

PRACTICAL INFORMATION

- **Duration:** 3 x ½ day of training (3 x 3 class hours)
- **Hours:** 09:00 to 12:30
- **Language:** This training will be given in English
- **Location:** This training will be given online.
- **Additional information:** How do you start the webinar? You will receive a login and password by email to access our platform. In the platform you will find a link. By clicking on the scheduled date the webinar will start via Webex or Teams. In order to receive CPD hours, it is important to enter your own name and surname, follow the entire training day and answer the questions suggested by the trainer. Do not follow the training with several people on the same PC.

METHODOLOGY

You follow a '**Live webinar**' digitally in a group. It is 'learning-apart-together'. At an agreed time, the teacher and participants log in to a video conference tool, each from his or her own location and with his or her own computer. Via this tool's camera, microphone and chat function, there is an opportunity for interaction and feedback, both from the participants to the teacher and vice versa. The teaching material consists as a basis of a presentation via the MyFA learning platform, supplemented with various other items (such as digital syllabus, presentation, audiovisual fragments, etc.).

Training material:

- PowerPoint presentation (slides);
- Live Video.