

Trade Finance , Letters of Credit & Bank Guarantees Training course

Finance, Accounting, Budgeting
Madrid (Spain)
13 - 17 Jan 2025

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Trade Finance , Letters of Credit & Bank Guarantees Training course

Ref: 321642_142801 **Date:** 13 - 17 Jan 2025 **Location:** Madrid (Spain) **Fees:** 4400 **Euro**

Introduction

The course uses a mix of interactive techniques, such as brief presentations by the consultant, case studies and group exercises to apply knowledge acquired throughout the course.

Course Objectives

- Understand trade finance fundamentals and best practices
- Explore banking facilities related to trade finance
- Better negotiate contracts commercial terms
- Understand and utilize different types of available letters of credit
- Understand and utilize different types of available letters of bank guarantee

Course Outline

Day 1

Trade finance

- What is trade finance?
- Exporter and importer conflicting goals
- Risks involved
- Product and manufacturing
- Transport
- Commercial
- Adverse business
- Political
- Currency
- Financial
- Participants in international trade transactions
- Terms of payments
- Critical questions in selecting terms of payment
- Shipping documents
- Shipping terms
- Documentary collection
- Documentary credit
- International trade issues

Day 2

Banking facilities and services for exporters and importers

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- Overdraft facilities
- Negotiation with banks
- Bills advance
- Documents presented
- Factoring
- Loan against imports
- Trust receipt facilities
- Export credit insurance

Day 3

Contractual relationship between contract parties

- Buyer versus seller
- Applicant versus issuing bank
- Issuing bank versus beneficiary
- Issuing bank, advising bank and beneficiary
- Issuing bank, confirming bank and beneficiary
- Beneficiary versus negotiating bank

Day 4

Letters of credit

- Transferable credit
- Back-to-back credit
- Red clause credit
- Revolving credit
- Standby credit
- Accounting treatment
- Disadvantages of the letter of credit
- Letter of credit discrepancies
- Terms of sale and delivery

Day 5

Letters of bank guarantee

- Tender guarantee
- Advance payment guarantee
- Performance guarantee
- Warranty bond
- Retention guarantee
- Accounting treatment

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