Certificate in International Trade and Finance Essentials

1 – 5 March 2027
Rome (Italy)



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Why This Course

International trade finance plays a vital role in supporting global commerce by helping buyers, sellers, banks, and intermediaries manage payment, delivery, documentation, and risk across borders. As international transactions involve different jurisdictions, currencies, regulations, logistics arrangements, and commercial practices, professionals need a strong understanding of trade finance instruments and risk management techniques.

Effective trade finance helps organizations reduce payment risk, improve cash flow, strengthen supplier and buyer confidence, and support successful cross-border transactions. It also requires careful attention to documentation, compliance, sanctions, anti-money laundering requirements, and international rules governing trade finance instruments.

This comprehensive 1-week course provides an in-depth understanding of international trade finance principles, instruments, and practices. Through practical examples, case studies, transaction analysis, documentation exercises, and compliance discussions, participants will learn how to structure, assess, and manage trade finance transactions with greater confidence and professional accuracy.

What You'll Learn and Practice

By joining this program, you will:

- Understand key concepts and instruments in international trade finance.
- Identify the main players involved in global trade transactions.
- Understand the functions of trade finance instruments.
- Assess risks associated with cross-border transactions.
- Compare international payment methods and their practical applications.
- Understand Letters of Credit, their types, processes, and documentation requirements.
- Apply UCP 600 rules to Letter of Credit transactions.
- Understand bank guarantees and Standby Letters of Credit.
- Apply URDG 758 and ISP98 rules in relevant trade finance contexts.
- Use guarantees and standby instruments for risk mitigation.
- Understand documentary collections and URC 522 rules.
- Explore supply chain finance and structured trade finance products.
- Understand trade finance compliance and regulatory requirements.
- Explore digital trade finance, blockchain applications, and sustainable trade finance trends.



The Program Flow

Day 1: Introduction to International Trade Finance

- Overview of international trade and finance.
- Understanding the role of trade finance in supporting cross-border transactions.
- Key players in trade finance.
- Importers, exporters, banks, insurers, freight forwarders, customs authorities, and regulators.
- Trade finance instruments and their functions.
- Risk assessment in international trade.
- Practical exercise: Mapping a trade transaction and identifying key risks.

Day 2: Payment Methods and Letters of Credit

- International payment methods.
- Open account, advance payment, documentary collection, and Letter of Credit.
- Letters of Credit: types, process, and documentation.
- Commercial Letters of Credit, confirmed Letters of Credit, transferable Letters of Credit, and revolving Letters of Credit.
- UCP 600 rules and regulations.
- Common documentation errors and discrepancy management.
- Case studies on Letter of Credit transactions.

Day 3: Guarantees and Standby Letters of Credit

- Bank guarantees and their applications.
- Understanding performance guarantees, advance payment guarantees, bid bonds, and payment guarantees.
- Standby Letters of Credit.
- Differences between guarantees, standby credits, and documentary credits.
- URDG 758 and ISP98 rules.
- Risk mitigation strategies using guarantees.
- Workshop: Selecting the right guarantee or standby instrument for a trade scenario.

Day 4: Documentary Collections and Trade Finance Products

- Documentary collections process and types.
- Documents against payment and documents against acceptance.
- URC 522 rules for collections.
- Understanding responsibilities and limitations of banks in documentary collections.
- Supply chain finance solutions.
- Structured trade finance products.
- Practical exercise: Reviewing a documentary collection transaction and identifying risk points.



Day 5: Compliance, Innovation, and Future Trends

- Trade finance compliance and regulations.
- Sanctions screening, anti-money laundering, counter-terrorist financing, and know-your-customer requirements.
- Digital trade finance and blockchain applications.
- Electronic documents, digital platforms, and automation in trade finance.
- Sustainable trade finance practices.
- Emerging trends and future outlook.
- Final activity: Structuring a trade finance solution with risk, compliance, and documentation considerations.

Individual Impact

- Strengthen your understanding of international trade finance instruments and practices.
- Improve confidence in handling Letters of Credit, guarantees, standby credits, and documentary collections.
- Build stronger skills in risk assessment and mitigation for cross-border transactions.
- Improve awareness of international rules such as UCP 600, URDG 758, ISP98, and URC 522.
- Enhance your ability to review trade documentation and identify potential issues.
- Gain insight into digital, sustainable, and innovative trade finance solutions.

Work Impact

- Improve the quality and accuracy of trade finance transactions.
- Reduce payment, documentation, compliance, and operational risks.
- Strengthen coordination between finance, sales, procurement, logistics, banks, and customers.
- Improve compliance with trade finance regulations and international practices.
- Support better structuring of complex cross-border transactions.
- Enhance organizational capability in global trade operations and financial risk management.

Training Methodology

This program uses a practical and transaction-focused approach to help participants apply trade finance concepts in real international business contexts. Learning methods include:

- Interactive discussions and guided facilitation.
- Trade finance case studies and transaction examples.
- Payment method comparison exercises.
- Letter of Credit documentation and discrepancy analysis.
- Guarantee and Standby Letter of Credit scenarios.
- Documentary collection transaction reviews.
- Risk assessment and mitigation workshops.
- Compliance and sanctions screening discussions.
- Digital trade finance and innovation case applications.



Beyond the Course

Upon completion, participants will be prepared to manage international trade finance transactions with greater confidence, accuracy, and risk awareness. They will return ready to:

- Structure and execute complex trade finance transactions.
- Select suitable payment methods and trade finance instruments.
- Apply risk mitigation techniques in international trade.
- Review Letters of Credit, guarantees, standby credits, and documentary collections.
- Strengthen trade finance compliance and documentation practices.
- Understand emerging innovations shaping the future of trade finance.

