

## Trade Finance

### BEST PRACTICES FOR STRUCTURING INTERNATIONAL TRADE FINANCE DEALS



DURATION

15 hours



DELIVERY CHANNEL

eLearning



#### Course Modules:

- 1 International Trade Finance
- 2 Working Capital Cycle
- 3 Banks and International Trade
- 4 Effective Trade Finance Deal Structuring

### COURSE OVERVIEW & BENEFITS

Trade Finance (TF) is an essential eLearning course for anyone seeking to develop an understanding—or refresh their knowledge—of key trade finance concepts. It teaches participants how to effectively identify and analyze the risks associated with international trade finance transactions and mitigate or transfer those risks between the parties involved.

The course begins by introducing learners to the fundamentals of international trade finance. It explores the principles of trade finance and describes different trade products, payment methods, documents and Incoterms, including the uniform rules for resolving documentary disputes.

It then examines the critical factors that impact a business's working capital cycle and trade finance needs, including how these factors may affect a business's financial performance.

Finally, it introduces practical strategies for originating and structuring trade finance deals that consider the potential impact of different structures on the financing institution's balance sheet, liquidity and capital requirements.

### LEARNING OBJECTIVE

Develop knowledge of international trade and learn how to originate, analyze and structure trade finance deals that limit a financial institution's exposure to risk.

### COMPETENCIES GAINED

#### Participants will be able to:

- Explain the importance of commercial contracts, trade documentation and Incoterms used in international trade
- Identify how the different methods of payment can help mitigate risks for the importer, exporter and financial institution
- Understand how macro-economic risk factors, industry characteristics and business models influence the working capital cycle
- Recognize the role that banks and other financial institutions play in meeting the trade finance needs of businesses
- Originate and structure self-liquidating, customer-centric trade finance deals that minimize the financial institution's exposure to risk
- Detect indications of potential fraud and money laundering when structuring trade finance transactions

### TARGET AUDIENCE

TF is suitable for anyone involved in trade finance transactions, including but not limited to trade finance professionals, relationship managers, corporate bankers, asset managers, credit analysts, credit managers, compliance officers and risk managers.