

Trade Finance for Exporters



SUMMARY

The “Trade Finance for Exporters” course is aimed to provide participants with the ability to identify and access appropriate pre and post-shipment trade finance products, and to effectively negotiate payment terms with buyers (importers). This 6-weeks long course also teaches how to manage foreign exchange risks and how to use export credit insurance.

COURSE OBJECTIVES

AT THE END OF THIS COURSE, PARTICIPANTS WILL BE ABLE TO:

- Identify the different forms of pre and post-shipment financing appropriate for a particular transaction;
- Apply pre and post-shipment trade financing options;
- Negotiate payment terms with international buyers;
- Set up and receive payment by documentary credit and documentary collection;
- Manage foreign exchange risks;
- Use export credit insurance to minimize the risks associated with offering open account terms; and
- Use demand guarantees to minimize the risks associated with offering open account terms or to arrange for advance payments.

CERTIFICATION



Participants who meet the course requirements will receive a Certificate of Achievement issued in electronic format. The certificate is verifiable through the SME Trade Academy.

COURSE STRUCTURE

- Lecture 1: Introduction to International Trade Finance
- Lecture 2: Trade Finance Instruments and Methods
- Lecture 3: Export Trade Financing Options
- Case Study 1: SME in Mozambique seeks finance to fulfil delivery requirements to TESCO Corporation UK
- Lecture 4: Negotiating a Payment Arrangement
- Lecture 5: Receiving Payment by Documentary Credit
- Lecture 6: Working with Unsecured Payment Arrangements
- Case Study 2: A Malawi chili enterprise negotiates order for shipment to a Japanese importer
- Lecture 7: Working with Foreign Currencies
- Lecture 8: Working with Export Credit Insurance
- Lecture 9: Working with Demand Guarantees
- Case Study 3: Sports goods manufacturer in Delhi, India is faced with a challenge to review its payment terms to foreign importers in order to stay competitive
- Assessment: Trade Finance for Exporters

REGISTRATION



Interested participants can register to this course by going to the SME Trade Academy website at:

learning.intracen.org

Once on the website, simply create a new account, input your information, and sign up to the course.