Course Synopsis

This intensive 2-day workshop looks at the essential elements of international trade financing. Participants will learn about the rules, risks and key documentation of trade financing. Different methods of payment for international trade, such as documentary collections and documentary credits will be discussed. Participants will work on cases to gain hands-on experience on structuring of trade finance facilities to meet client needs.

Tailored for professionals from banking, trade and commerce who are new to trade financing, participants will walk away with practical knowledge in the application and structuring of trade lines.

Learning Objectives

- Gain an overview of international trade financing
- Understand key risks in trade financing and measures to mitigate risks
- Learn the features and applications of essential documentation and methods of payment
- Know the mechanism and applications of documentary collection and documentary credit
- Discuss applications of documentary collections and documentary credits
- Structure working capital lines to meet clients’ trade finance requirements

Who Should Attend

- Corporate banking relationship managers, branch managers, management associates
- Professionals involved in corporate lending, trade finance and support functions such as risk, audit, compliance and operations
- Corporate treasurer, finance and shipping executives involved in trade finance

Program Duration

2 DAYS

Program Fee

S$2,500 (excluding GST)

Funding

FTS funding of up to 50%, capped at S$2,000 available to eligible financial institutions. Terms and conditions apply.

For Enquiries

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Curriculum

Introduction to Trade Finance
- Impact of Basel III on corporate lending
- Importance of risk-based pricing on trade finance

Key Risks in Trade Financing
- Risks encountered by buyers and sellers
- Performance/non-acceptance/documentation/payment risks
- Measures to mitigate risk

Key Rules & Documentation for International Trade Finance
- International Commercial Terms (INCOTERMS)
- UCP 600, ISBP 681, ISP98, URDG 758, URC 522, Bills of Exchange Act
- Nature and characteristics of documentations used in trade finance

Methods of Payment
- Open account
- Payment in advance
- Documentary collection
- Documentary credit

Dealing with Discrepancies and Fraud
- Types and danger of discrepancies
- Dealing discrepant documents
- Fraud and measures to minimize fraud

Leveraging Bonds and Guarantees
- Types and usage of bonds and guarantees
- Usage of bonds and guarantees in operations

Structuring Trade Finance Facilities
- Structure working capital lines
- Preparing trade finance term sheet
- Case studies

Trainer’s Biography

Adam Wong is a veteran corporate, consumer banking professional and consultant, with 24 years’ track record in successfully improving global and regional banks’ revenue and profits. He has extensive regional experience in cash management and trade finance. Adam has over 20 years of financial training experience, focusing on SME financing, credit evaluation, cash management, syndications, project finance and trade finance.

About FTI

Since its inception in 2007, the Financial Training Institute@SMU (FTI) has established a solid reputation for quality training programs and setting high certification standards for executives and professionals in the financial services industry.

FTI has trained over 2,300 participants and certified about 600 professionals from more than 100 financial institutions, an endorsement of the strong support from the financial services industry. We have since expanded beyond professional certification programs accredited under the Financial Industry Competency Standards, to include specialist workshops in commodity trading and financing.