

Trade Finance

General objectives:

In this context, international trade has gained increased relevance, particularly with regard to exports which have become one of the key vectors for combating the crisis we are experiencing.

It is for the financial system a key role in supporting international trade and agents who work in it.

Specific objectives:

At the end of the course the professionals will be able:

- Provide information about the multiple solutions or services or financial products available in the Banking on international business;
- To help participants choose the most adjusted financial instrument to each individual business;
- Provide the participants of the various sources of information that support the international business, ranging from financial and logistical support, the official rules and regulations.

Target Audience:

The all professionals who need to improve and update their knowledge on the subject of international trade in a simple approach and adjusted to the reality of today. Particular interest to:

- Financial Sector Employees with duties in the international arena or in the commercial area (Directors, Managers and Account Managers Companies);
- Important positions of import and export companies
- Consultants working with the financial sector or business oriented international trade;
- Entrepreneurs with interest in acquiring specific knowledge of financial instruments to support international trade.

Hours:

24 hours

Program content:

Module I - Exporter Importer Needs Vs Needs

- General information about Import and Export;
- Banking Intervention Importance in Business Definition;
- Training, Trust and Negotiating Capacity (CCC).

Module II - The Role of Banking

- Risk Mitigation
 - the Country Risk
 - Risk Bank
 - Customer Risk

Module III - Trade Finance

- Simple and Direct Settlement Operations
 - The Bank Cheques
 - To Deposit Account
 - Shopping Vs the Collection
 - Procedures
 - Care
- Orders on Foreign Received / Issued
 - Types of the Orders
 - Procedures
 - the actors
 - the Care
- Documentary Operations
 - The Consignments Documentary
 - Definition
 - Collection Methods
 - Types
 - Stakeholders
 - Circuit
 - Advantages (if Resolution)
- Credit Cards
 - Definition
 - the Types
 - Circuit
 - Payment Arrangements
 - the actors
 - the Advantages Mensagens Swift –Ruu Ucp 600

- □ SBLC (Standby Letter Of Credit) and International Bank Guarantees
 - Circuit
 - The actors
 - The Advantages
 - The illustration

Module IV - Incoterms Most Used

- Function
- Importance

Module V - Export Financing

- Discount
- Allowance
- Pre-Export Financing
- Specific Credit Lines

Module VI - Case Resolution (Group Dynamics)

- Document Analysis
- Swift - Commercial Agreement Mirror
- Discussion