



International Credit Payment Strategies (QQI / IICM AWARDS)

This course is of key benefit to Finance, Credit Management, International Shipping, Customer Services, Order and Account Management personnel. The course also provides participants with practical knowledge in the areas of International Methods of payment and Letters of Credit which they will then be able to apply in their business to simplify the process.

Objectives

- *To equip participants with the updated knowledge of essential banking payment processes, important for higher risk markets.*
- *To help course participants understand the issues causing discrepancies on presentations to banks for payment.*

Upon completion of this course, participants will appreciate the understand:

- Banking processes and compliance requirements for Documentary Credit and Documentary Collection presentations.
- The structure and format of a letter of credit (L/C).
- Documentary compliance requirements to ensure prompt payment covering: Commercial & Transport documents, Bills of Exchange (Drafts), Certifications and Bank payment negotiations.

Course Certificate will be provided to participants on course completion

Course Outline

- ▶ **Financial Risks inherent to Exporting**
 - Information sources
 - Incoterms 2010 developments
- ▶ **Credit Risk Management and payment analysis**
 - Banking Payment methods versus Open account terms
- ▶ **International Payment Criteria**
 - Clean Collections / Bills of Exchange
 - Documentary Collections
 - Documentary Letters of Credit (L/C's)
 - Types of Documentary Credits
- ▶ **Documentary Collections**
 - Documentary Collections Terms
 - Banking Collection process
 - Collections Exercise
- ▶ **Letters of Credit (L/C's)**
 - Understanding the Process
 - Advantages and disadvantages of Documentary Credits
 - Keywords in documentary credits
 - L/C applications to Banks
- ▶ **Documentary Credit Cycle**
 - Application, Issuance, Shipments,
 - Planning and Organising the process
 - Assisting buyer to open the L/C
- ▶ **Negotiating L/C contracts**
 - Parties to the contract
 - Key Management Responsibilities
 - Role of Finance and Credit Management
 - Improving LC processing effectiveness
- ▶ **Documents under L/C's**
 - Transport Documents
 - Commercial Documents
- ▶ **The Currency Market and Exchange Rates**
 - Exchange Risk
 - Forward Exchange Contracts
- ▶ **Review**
 - Documentary exercises
 - Questions & Answers



VENUE: 11 Merrion Square North, Dublin 2

Rate includes course manual, lunch & refreshments, Course certificate will be awarded upon completion.

Booking Form

Total number of place (s) to be reserved with this booking:		Date: €	
Company Name:			
Company Address:			
Telephone:		Fax:	
1st Applicant	Name:		
	E-Mail:		
	Job Title:		
2nd Applicant	Name:		
	E-Mail:		
	Job Title:		

* Course fee payable latest 21 days in advance. (Refunds: prior to 14 days 90%, 7-14 days 50% refund. Less than 7 days no refund, substitutions welcome).

Return this booking form to training@export-edge.com

Export Edge is an International Training and Consultancy company founded in 1992, which provide industry focussed training and services within the International Trade industry sector:

- *Letters of Credit Contract negotiation and Export Compliance Documentation outsourcing /management services.*
- *International Credit and Payment management services. International Trade Finance Solutions, covering outsourcing and management services.*
- *Technical documentation and payment management services.*
- *Specialist Recruitment and Contract Staff Services.*

Recognised by



Quality and Qualifications Ireland
Dearbhú Cáilíochta agus Cáilíochtaí Éireann



Export Edge Training

11 Merrion Square - Dublin 2 - Ireland | training@export-edge.com | +353 (1) 676 6894