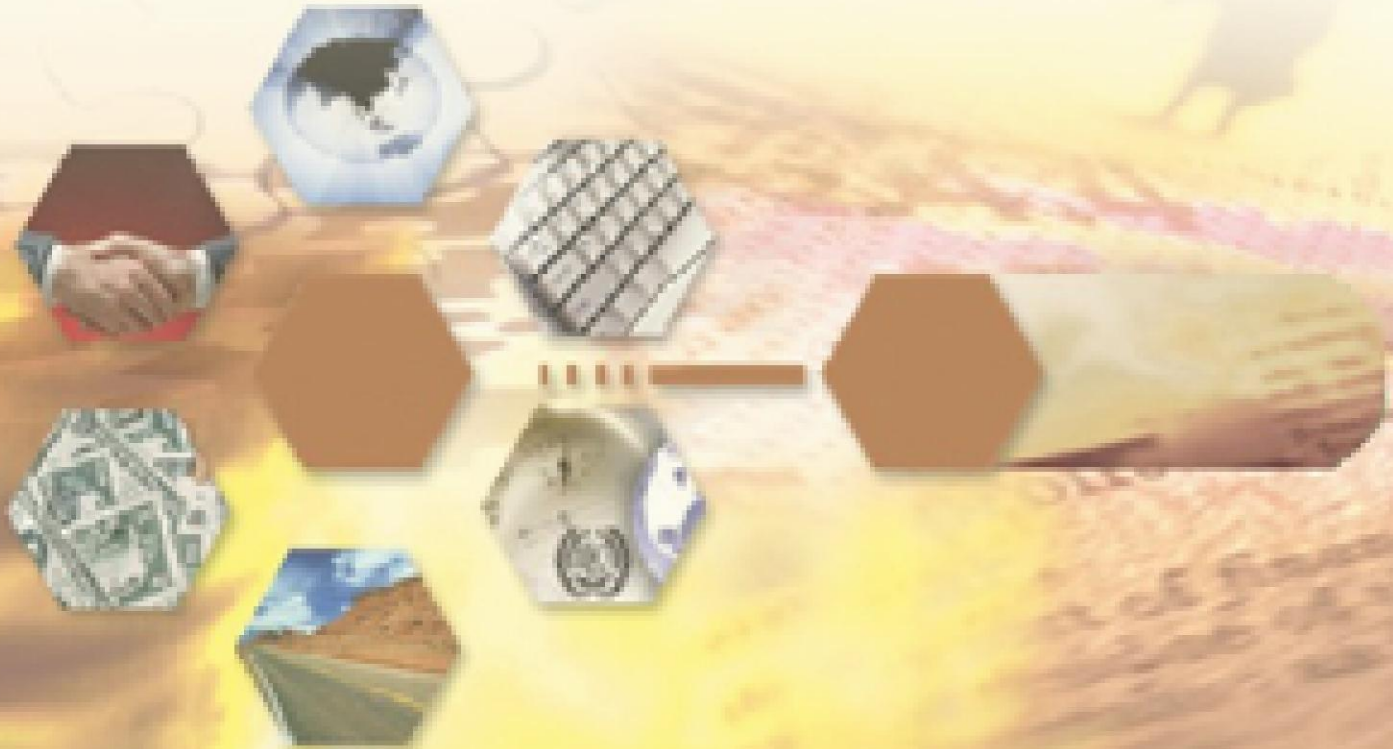
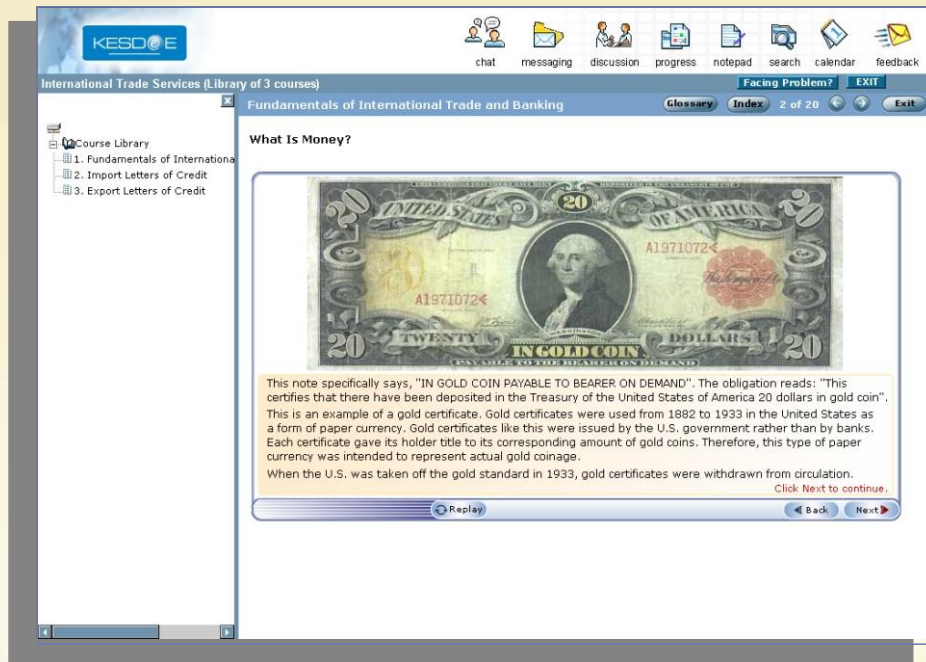
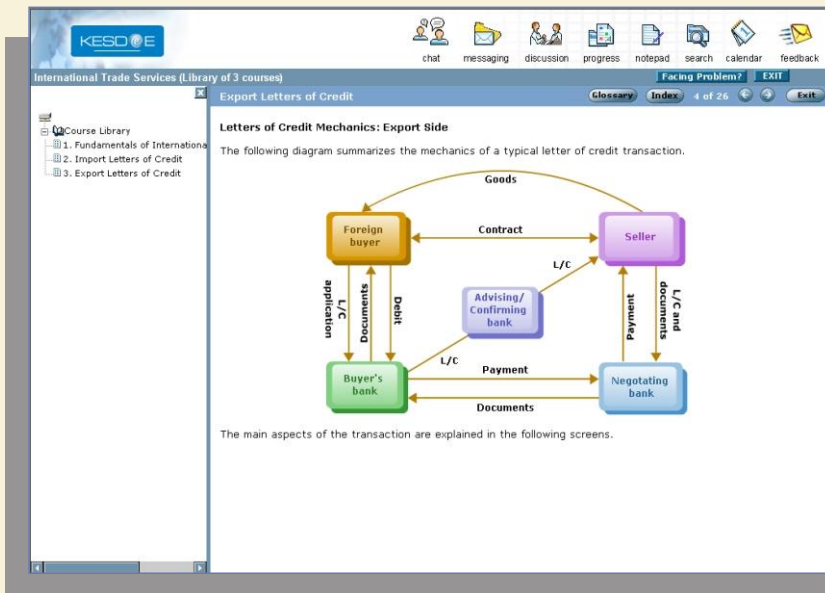


International Trade Services

Library of 9 Courses



International Trade Services



Overview

This e-learning course on 'International Trade Finance' is designed to help users understand the procedure involved in international trade financing by banks. Further, the course discusses in detail about different aspects of letters of credit and structuring and monitoring of trade loans.

Course Level

Basic to Intermediate

Instructional Method

Dynamic, Interactive e-learning

Library of 9 Courses

Duration of each course- 1.0 Hour

1. Fundamentals of International Trade

- Money and its characteristics
- Role of the Federal Reserve Bank
- Movement of money from buyer to seller
- Origins of trade and trade regulations
- Principles of international banking

2. International Payment Terms

- The life of a trade transaction
- Risks involved in cross-border transactions
- What exporters are looking for
- What importers are looking for
- Choosing credit/payment terms
- How documentary collections work: sight drafts and time drafts
- How letters of credit work

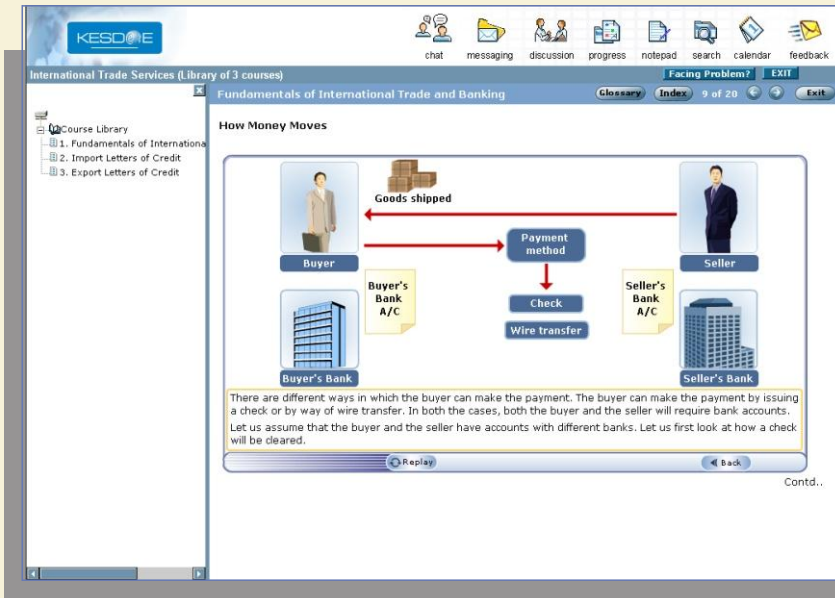
3. Draft and Direct Collections

- Draft collection
- Working of draft collections
- Letter of instructions
- Documentary sight drafts
- Documentary time drafts
- Avalized drafts
- Choose among the different types of documentary drafts
- Clean drafts
- Borrowing against draft collections
- Working of direct collections

4. How Letters of Credit Work

- The theories and principles on which letters of credit are based
- The different types of letters of credit
- The process of issuing a letter of credit
- The uses of a letter of credit and its characteristics
- The working of letters of credit in reality
- The various rules that govern letters of credit

International Trade Services



7. The Standby Letter of Credit Cycle

- The meaning of standby letters of credit
- The working of standby letters of credit
- The meaning of bid bonds
- The concept of performance bonds
- Advance payment bonds
- Credit line support
- Evergreen letters of credit
- Clean letters of credit

Library of 9 Courses

5. The Export Letter of Credit Cycle

- The export letters of credit
- The mechanics of export letters of credit
- Letters of credit instructions
- The importance of examining letters of credit
- The ways to avoid discrepancies
- Common discrepancies encountered by banks
- Transfers under letters of credit
- Assignment of proceeds under letters of credit

6. The Import Letter of Credit Cycle

- The meaning of import letters of credit
- The mechanism of import letters of credit
- How the procedure of payment and collection works
- The revolving letters of credit
- The installment letters of credit

8. Structuring Trade Loans

- How do companies finance international trade
- The differences between: Trade financing and regular lending; Trade financing and project financing
- The two basic variations in trade financing
- Different trade structures
- Various tools used for financing international trade

9. Monitoring Trade Loans

- Credit management in banks
- Funded and unfunded financing
- Different risk sharing structures: Syndication, Participation, and Securitization
- Differences between bullet loans, installment loans, and revolving loans
- Various security measures
- Situations when loans go bad

International Trade Services

Target Audience

This course has relevance to all parties involved with letters of credit but is especially aimed at exporters. The course highlights the changes that will have the greatest impact on letter of credit beneficiaries.

Subject Matter Expert



Walter (Buddy) Baker has over 25 years of experience in international trade finance. His work experience includes, senior roles at Atradius Trade Credit Insurance and ABN AMRO Bank

Buddy is a recognized expert in trade finance and has made numerous presentations for national associations of exporters, importers, bankers, and lawyers.

Buddy serves as a member-at-large of the National Letter of Credit Committee of the International Financial Services Association. He was actively involved in establishing national and worldwide standard practices for L/Cs, including "UCP600", International Standard Banking Practices ("ISBP"), and the "eUCP" supplement.

He acts as an advisor to the Wolfsberg Group, an international group that includes most of the largest banks in the world whose purpose is to set standards for combating money laundering, and to the Institute for International Banking Law and Practice.

He also serves on the Board of Directors of the FCIB, a multinational association of export credit managers.

Buddy received his undergraduate degree from Yale University and his MBA from Kellogg School of Management at Northwestern University.

Available Products

KESDEE's Off-the-Shelf e-Learning Course Libraries

Product Name	No. of Courses
1. Asset Liability Management	Library of 28 Courses
2. Liquidity Management and Contingency Funding Plan	Library of 14 Courses
3. Financial Institution Analysis - CAMELS Approach	Library of 08 Courses
4. Financial Mathematics	Library of 07 Courses
5. Global Banking Supervision	Library of 15 Courses
6. Capital Adequacy Planning (Basel I)	Library of 07 Courses
7. Basel-II-University	Library of 63 Courses
8. Operational Risk Management – Basel II	Library of 09 Courses
9. Futures and Forwards	Library of 07 Courses
10. Swaps	Library of 07 Courses
11. Options	Library of 10 Courses
12. Market Risk - Basic	Library of 08 Courses
13. Market Risk - Intermediate	Library of 08 Courses
14. Market Risk - Advanced	Library of 04 Courses
15. Value at Risk	Library of 16 Courses
16. Credit Analysis	Library of 13 Courses
17. Credit Ratings	Library of 03 Courses
18. Counter party Credit Risk	Library of 09 Courses
19. Credit Risk Modeling	Library of 06 Courses
20. Credit Derivatives	Library of 23 Courses
21. Operational Risk Management	Library of 21 Courses
22. Asset Securitization	Library of 28 Courses
23. Asset Liability Management for Insurance Companies	Library of 29 Courses
24. Anti-Money Laundering	Library of 06 Courses
25. Financial Privacy	Library of 06 Courses
26. Corporate Governance	Library of 09 Courses
27. Sarbanes-Oxley Act	Library of 12 Courses
28. Governance, Risk and Compliance	Library of 07 Courses
29. Money Markets	Library of 09 Courses
30. Fixed Income Markets	Library of 17 Courses
31. Equity Markets	Library of 10 Courses
32. Foreign Exchange Markets	Library of 09 Courses
33. Commodity and Energy Markets	Library of 03 Courses
34. CTM - Foreign Exchange Management	Library of 07 Courses
35. CTM - Treasury Analytics	Library of 05 Courses
36. CTM - Interest Rate Risk Management	Library of 04 Courses
37. CTM - Funding and Investments	Library of 05 Courses
38. CTM - Implementation	Library of 04 Courses
39. CTM - Case Studies	Library of 05 Courses
40. Understanding Financial Statements	Library of 02 Courses
41. Budgeting	Library of 05 Courses
42. Management Accounting	Library of 07 Courses
43. Financial Accounting	Library of 09 Courses
44. Mutual Funds	Library of 10 Courses
45. Financial Planning	Library of 09 Courses
46. UCP600	Library of 07 Courses
47. International Trade Services	Library of 09 Courses
48. BBM - Deposits	Library of 04 Courses
49. BBM - Advances	Library of 07 Courses
50. BBM - Marketing	Library of 03 Courses

Available Products

KESDEE's Off-the-Shelf e-Learning Course Libraries

Product Name	No. of Courses
51. BBM - Payment and Settlement System	Library of 02 Courses
52. BBM - Foreign Exchange Operations	Library of 03 Courses
53. BBM - Trade Finance	Library of 02 Courses
54. BBM - Book Keeping and accounting	Library of 03 Courses
55. BBM - Ancillary Services	Library of 02 Courses
56. BBM - Risk Management	Library of 03 Courses
57. BBM - Technology and Security	Library of 02 Courses
58. BBM - HRM and CSR	Library of 02 Courses
59. BBM - Retail Banking	Library of 03 Courses
60. Introduction to Bank Lending Environment	Library of 07 Courses
61. Basics of Banking	Library of 10 Courses
62. Flotation	Library of 04 Courses
63. Project Valuation	Library of 03 Courses
64. Trading Operation Controls	Library of 04 Courses
65. Economics	Library of 16 Courses
66. Estate Planning	Library of 04 Courses
67. Global Economic Crisis - Liquidity Management	Library of 07 Courses
68. Brokerage Operations	Library of 01 Course
69. Risk Analysis	Library of 05 Courses

- * CTM: Corporate Treasury Management
 * BBM: Bank Branch Management







Certification Tutorials

1. ePRM Coach	Library of 68 Courses
2. Associate ePRM Coach	Library of 36 Courses
3. eFRM Coach for FRM Part I Exam	Library of 37 Courses
4. eCoach for the CFA® Level I Program	Library of 76 Courses

Upcoming Products

KESDEE has the required technology platform to respond to clients training requirements in the banking and financial services industry. We offer several solutions, each developed with the guidance of creditable experts. Given below are few of the forthcoming products:

- Agricultural Finance

	 Global Financial Training and Technology
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