

Understanding Trade Finance for Bankers

A customisable course delivered in-house for banks in one, two and three-day variants



How banks can support their clients in optimizing cash flow whilst managing risks

This program outlines the key benefits of Trade Finance solutions for corporate clients using theory and case studies to show how trade products can work effectively to bridge risks and optimize working capital opportunities.

The course will increase bank teams' understanding of how different parties in a company play important roles when using Trade Finance instruments and the pitfalls that might be encountered. We will look at the interaction between Banks and clients when utilizing Trade Finance solutions, and get into the details of trade finance instruments and how they can support corporate clients to increase sales whilst managing risks.

The program is interactive in nature and uses a workshop style with plenty of real-life case studies and group exercises. It will benefit bank staff working with clients doing International business who need to understand their clients' trade finance needs.

Participants will learn how to identify customer needs and recommend appropriate product solutions, as well as assess various risks to both bank and customer in international trade transactions. They will also gain an ability to explain and identify ways of mitigating that risk and carry out the processes involved in documentary collections, documentary letters of credit and contract guarantees.

Those completing the course will be better placed to discuss their clients' trade finance needs and select appropriate solutions. This course is offered in one, two or three-day variants depending on knowledge level of participants. In addition parts can also be delivered as a series of interactive webinars.

Course Tutor: Katarina Lodin A commercial banker with 30+ years of international business experience, Katarina has extensive knowledge of international business and risk management, with specific competencies in all aspects of **trade finance**, client relationship management as well as development and delivery of internal & external training programs. She is enthusiastic, results-oriented and dedicated. She has developed and delivered many successful interactive trainings and workshops for both Global Financial Institutions as well as Corporates involved in International business. She has also developed and delivered several training programs in Asia and Eastern Europe on behalf of the Worldbank and EBRD.

By the end of the course participants will:

- Understand the key elements of trade finance
- Be able to identify areas where banks can add value
- Know the risks of global trade and how trade finance products can help
- Have an understanding of where trade finance fits into a working capital strategy.

For more details or to book this course for your team, contact **Diana Henderson** on +44 7770 404801, e-mail dianah@transactionbankingacademy.com or visit www.transactionbankingacademy.com