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CERTIFIED
GLOBAL
LEADERSHIP
CONSULTANTS

ACCOUNTING AND FINANCE | COURSE

Trade Finance, Letters of Credit and Bank Guarantees

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Course content

Why Attend

Securing company's assets while transacting with local and international customers is critical for the success and sustainability of a business. In this course, you will learn how to properly transact with foreign companies to support your topline without sacrificing your assets and financial stability. You will also learn how to negotiate with trade counter-parties to secure favorable commercial terms.

The course uses a mix of interactive techniques, such as brief presentations by the consultant, case studies and group exercises to apply knowledge acquired throughout the course.

By the end of the course, participants will be able to:

• Understand trade finance fundamentals and best practices

• Explore banking facilities related to trade finance

• Better negotiate contracts commercial terms

• Understand and utilize different types of available letters of credit

• Understand and utilize different types of available letters of bank guarantee

Financial controllers, procurement professionals, financial analysts, business development managers, financial managers, management accountants, business analysts and treasury professionals.

• Understanding trade finance

• Negotiating commercial terms

• Securing assets and profitability

• Utilizing trade finance tools to support revenues

• Mitigating trade finance risks

Course outline

Trade finance

• What is trade finance?

• Exporter and importer conflicting goals

Course content

Course outline

- Risks involved
- Product and manufacturing
- Transport
- Commercial
- Adverse business
- Political
- Currency
- Financial
- Participants in international trade transactions
- Terms of payments
- Critical questions in selecting terms of payment
- Shipping documents
- Shipping terms
- Documentary collection
- Documentary credit
- International trade issues

Banking facilities and services for exporters and importers

- Overdraft facilities
- Negotiation with banks
- Bills advance
- Documents presented
- Factoring

Course content

Course outline

- Loan against imports
- Trust receipt facilities
- Export credit insurance

Contractual relationship between contract parties

- Buyer versus seller
- Applicant versus issuing bank
- Issuing bank versus beneficiary
- Issuing bank, advising bank and beneficiary
- Issuing bank, confirming bank and beneficiary
- Beneficiary versus negotiating bank

Letters of credit

- Transferable credit
- Back to back credit
- Red clause credit
- Revolving credit
- Standby credit
- Accounting treatment
- Disadvantages of the letter of credit
- Letter of credit discrepancies
- Terms of sale and delivery

Letters of bank guarantee

Course content

Course outline

- Tender guarantee
- Advance payment guarantee
- Performance guarantee
- Warranty bond
- Retention guarantee
- Accounting treatment

Seminar dates

Available seminar dates

Live dates and pricing for Trade Finance, Letters of Credit and Bank Guarantees generated from the course details page.

Date	Location	Format	Fee
17 - 21 August 2026	Frankfurt - Germany	Classroom	**€3,250.-**
21 - 25 September 2026	Barcelona - Spain	Classroom	**€3,850.-**
19 - 23 October 2026	Frankfurt - Germany	Classroom	**€3,250.-**
2 - 6 November 2026	Rome - Italy	Classroom	**€4,250.-**
21 - 25 December 2026	Kuala lumpur - Malaysia	Classroom	**€2,250.-**

Live online option	Online delivery is available at €1,850.-.