

Fundamentals of International Trade



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| Level (Low/Mid/Senior) | Low/Mid/Senior |
| Duration (in Days) | 1 Day |
| Target Audience | Staff working in Trade Finance Corporate and SME Relationship Managers |
| Program Takeaways | Attain a fundamental understanding of the basic concepts of international trade finance Understand the different methods of payment. Understand the various trade finance instruments and risk involved in them. Understand the contents of various fields in SWIFT messages related to trade. |
| Contents | Overview of International Trade – Incoterms, Trade Documentation Methods of Payment Products and Risks SWIFT Messages |
| Program delivery | Presentation Discussion / Interaction Case Studies / Examples |
| Date, Time & Venue | 19 th March 2016 (9:30am to 5:00pm), NBI Hall, Kathmandu |
| Facilitator/s | <p>Details of Facilitator/s</p> <p>Mani Shrestha, Business Planning Manager, CEO’s Office, Standard Chartered Bank.</p> <p>Started professional career as a Computer Engineer and Lecturer in Pulchowk Campus, Institute of Engineering for one year.</p> <p>Started banking career as Head IT/HR from Sanima Bikash Bitty Sanstha Limited for 9 months. Completed 9 years in Standard Chartered Bank, with 4 years as Manager Trade Operations, 1 year as Manager Financial Market Operations, 2 years as Wholesale Bank Senior Operational Risk Officer and currently as Business Planning Manager in CEO’s Office.</p> <p>Have conducted various sessions on International Trade Finance, UCP 600, Document Checking, Financial Market Operations and Operational Risk inside the bank and sessions on Trade Finance and UCP 600 for other banks as well as clients.</p> |

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Program Session Plan

Program Itinerary:



| Time | Details |
|----------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 9:30 AM – 11:00 AM | <u>Ice Breaker</u> <ul style="list-style-type: none"> • Welcome by the facilitator • Ice Breaker • Initiative Goal • Pre Course Assessment |
| | <u>Module 1: Overview of International Trade</u> <ul style="list-style-type: none"> • Incoterms • Trade Documentation |
| 11:00AM – 11:15 AM | Tea Break |
| 11:15 AM – 12:45 PM | <u>Module 2: Methods of Payment</u> <ul style="list-style-type: none"> • Open Account • Advance Payment • Documentary Collection • Documentary Credit |
| (12:45pm to 1:30pm) Lunch | |
| 1:30 PM – 3:00 PM | <u>Module 3: Products and Risks</u> <ul style="list-style-type: none"> • Import Finance • Export Finance |
| 3:00 PM – 3:15 PM | Tea Break |
| 3:15 PM – 4:45 PM | <u>Module 4: SWIFT Messages</u> <ul style="list-style-type: none"> • MT 700, 707, 710 • MT 734 • MT 740, 747 • MT 760, 767 • Other Message Types |
| 4:45 PM – 5:00 PM | <u>Post Course Assessment</u> |

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