

Fundamentals of International Trade



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	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • Overview of International Trade – Incoterms, Trade Documentation • Methods of Payment • Products and Risks • SWIFT Messages
Program delivery	<ul style="list-style-type: none"> • Presentation • Discussion / Interaction • Case Studies / Examples
Date & Venue	9 th November, 2014, NBI Training Hall, Kathmandu.
Time	9:30am to 5:00pm
Facilitator/s	<p>Details of Facilitator/s</p> <p>Mr. 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 Bittyta 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>

Contact us:

T: +977 | 4415903/05 | F: +977 | 4441351

E: info@nbt.com.np | W: www.nbi.com.np

Program Session Plan

Program Itinerary:



Time	Details
9:30 AM – 10:00 AM	Registration
10:00 AM – 11:30 AM	<p><u>Ice Breaker</u></p> <ul style="list-style-type: none"> Welcome by the facilitator Ice Breaker Initiative Goal Pre Course Assessment
	<p><u>Module 1: Overview of International Trade</u></p> <ul style="list-style-type: none"> Incoterms Trade Documentation
11:30 AM – 11:45 AM	Tea Break
11:45AM – 1:15PM	<p><u>Module 2: Methods of Payment</u></p> <ul style="list-style-type: none"> Open Account Advance Payment Documentary Collection Documentary Credit
Lunch (45 minutes)	
2:00 PM – 3:30 PM	<p><u>Module 3: Products and Risks</u></p> <ul style="list-style-type: none"> Import Finance Export Finance
3:30 PM – 3:45 PM	Tea Break
3:45 PM – 5:30 PM	<p><u>Module 4: SWIFT Messages</u></p> <ul style="list-style-type: none"> MT 700, 707, 710 MT 734 MT 740, 747 MT 760, 767 Other Message Types
	Post Course Assessment

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