

# MODERN INTERNATIONAL TRADE FINANCE TECHNIQUES

24 June 2022 09:30 AM - 30 September 2022 05:00 PM

## Brief Overview:

- In a fast changing VUCA world, it is important for Corporate Professionals to be aware of Trade rules and regulations to mitigate trading risks.
- While the Buyer is keen to get appropriate quality and quantity of goods, the Seller is keen to get payment on time.
- A judicious use of various Trade Finance methods and techniques can ensure satisfaction to both parties in a Trade deal!
- With various intermediaries involved in different stages of a Trade transaction, it is equally important for Buyer and Seller to know and understand where the risks and responsibilities of each of these intermediaries begins and ends.
- This 15 day series of workshops on Modern International Trade Finance Techniques will equip Corporate Executives at all levels to learn to nuances of International Trade, to be in total control of their Trade transactions!

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## Session content:

- Module 1 - FEMA regulations on Exports/Imports/ Remittances
  - Module 2 - Export Finance products/services
  - Module 3 - Import finance products/services
  - Module 4 - LC - Types of LC, operational features and case studies
  - Module 5 - UCP /URC/URDG/URR - International Chamber of Commerce guidelines
  - Module 6 - Methods of International Trade ( Advance payment, Collections, L/C, Open Account and Consignment)
  - Module 7 - INCO terms
  - Module 8 - Exim Bank/ECGC
  - Module 9 - Exchange rate management
  - Module 10 - Exchange risk management
  - Module 11 - Documents in International trade
  - Module 12 - Marine insurance
  - Module 13 - Role of FEDAI
  - Module 14 - Prevention of money laundering act and case studies on TBLM (Trade based Money Laundering)
  - Module 15 - Tech in forex -Blockchain technology
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## For Whom:

- **Corporate Executives handling different functions like :**

- Finance
- Purchase
- Sales

### **Others :**

- Corporate staff
- Students
- Trainers and
- Practitioners of International Trade.

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## Key Takeaways:

- a) Understand the meaning, need and importance of documents like Invoice, Transport Document, Cargo Insurance, etc.
- b) Get a good understanding of the risks, responsibilities and takeover/handover point of goods when they pass between intermediaries!
- c) Understand the various risks involved in International Trade and the various options/methods used to mitigate/minimize risks (like Goods Risk, Country Risk, Currency Risk, etc).!
- d) Get good knowledge on Indian regulations in International Trade (RBI - FEMA guidelines, Customs - Physical goods, Director General of Foreign Trade - Forms, Formats and what can be allowed in Imports/Exports).
- e) Get a clear picture of the sequence of transactions involved in one International Trade deal, based on the type of Trade and the Trade Method involved.

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## Facilitator profile:

### **Ramesh Raman**

- Ramesh (Male, aged 58, based at Chennai) is an ex-Banker and passionate Trainer, with Banking experience of 22 Years in MNC Banks (HSBC and Standard Chartered in Chennai and Bangalore)

covering all areas of Banking (Wholesale/Retail/Front Office/Back Office Operations) and specialization in Trade Services (10 Years) and total work experience of 38 years.

- He is a Post Graduate in Commerce, with additional certifications of CAIIB and IRDA (Life Insurance and General Insurance).
- Being a freelance Trainer for 2 years, followed by 6 years (8000 + Training Hours) with NIIT – IFBI Chennai as a Corporate Trainer/Senior Faculty helped to hone his training skills.
- He has got vast training experience of 11 years+ now, pan – India and overseas (4 countries on Trade Finance training programs as a Freelance Trainer) covering more than 20 Banks and Corporates with 10000+ Training Hours of experience.
- He has delivered effective Training Programs in Soft Skills, Selling/Marketing Skills, Banking Operations, Leadership, Time Management, Teamwork, Change Management/Transformation, MDP (Management Development Programs) for Managers, Mortgage Operations, Customer Service Excellence, Train the Trainer, etc. He has also developed content for various training programs.

## **J Lalitha**

- Mcom., CAIIB., MBA(Fin), CITF followed by a strong career in Banking.
- Consultant at Hand in Hand Academy for Social Entrepreneurship Kaliyanur, Kanchipuram
- Knowledge partner to Federation of Indian Export Organisations, an autonomous body under the Ministry of Commerce, Government of India and Foreign Exchange Dealers Association of India(FEDAI)
- Well rounded and seasoned banker worked across the spectrum of different segments in the largest PSU Bank in India and abroad.
- Headed International Trade Finance Dept of the UAE division of the Bank .
- Participated in different workshops and seminars held by ICC,Paris at GCC.
- Attended workshops of Vincent O Brian and Gary Collyer on Intl Trade Finance at Chennai, MENA Region.
- Handled more than 1000 hours of sessions in Retail Credit,Rural Credit ,MSME Credit,FEMA, NRI Business and International Trade Finance so far.
- Handled more than 122 programs as Master of Ceremony in and outside India.

## **Fee Details:**

- **Fee Details**
- Member amount : Rs 9500.00- (Including 18%GST)
- Non Member amount : Rs 12000.00- (Including 18%GST)
- Total Member count :