

Training courses

Gain an understanding of key trade and customs processes to grow your business and ensure you trade compliantly and with confidence



International Trade Finance & Letters of Credit

Financing international trade includes such activities as lending, issuing letters of credit, export credit and insurance.

Knowledge of these processes is essential for anyone working in an international trade environment who is responsible for ensuring their business is paid on time and for efficient trade performance.

Key information

- ◆ This course costs £299 + VAT for IOE&IT members
- ◆ £399+ VAT for non-members
- ◆ It will be delivered by one of the IOE&IT's pool of expert trainers – more information [here](#)
- ◆ This course contributes 12.5 points in the IOE&IT CPD programme
- ◆ On completion of your course, you will earn a digital certificate
- ◆ Timings: 09:45 – 16:00; dates available on export.org.uk/training

Full list of learning outcomes

- A strategic perspective on using different payment and trade tools and instruments
- Letters of credit
- Bonds and guarantees
- Leveraging trade instruments to win export contracts
- Smart exporting: receiving payment on time and in order
- Credit referencing
- Retaining control through the export cycle
- Where risk passes in the trade transaction
- Maximising the working capital cycle on the supply, stock and sales sides
- Finance support from the UK government
- The role of UK Export Finance
- Defining and implementing financial compliance
- Compliance with trade sanctions and anti-money laundering regulation
- The role and expectation of parties in any trade transaction
- Managing financial risk
- Financial liabilities that can arise
- The risk of non-payment

Who should attend?

- ◆ Customs services
- ◆ Export administration
- ◆ Shipping
- ◆ Purchasing
- ◆ Accounts and finance
- ◆ Export sales administration
- ◆ Export sales management
- ◆ Import administration
- ◆ Logistics
- ◆ Technical support
- ◆ Distribution
- ◆ Legal

+ Membership

- ◆ **IOE&IT membership** gives exclusive access to expert guidance via a technical helpline and discounts on training
- ◆ For more information visit our website www.export.org.uk
- ◆ Or call us on 01733 404400