



# Trade Finance, Letters of Credit and Bank Guarantees



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**Meirc**  
Training & Consulting

## 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.

## Course Methodology

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.

## Course Objectives

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

## Target Audience

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

## Target Competencies

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



## Associations

**National Association of State Boards of Accountancy (NASBA)** : Meirc Training & Consulting is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website [www.learningmarket.org](http://www.learningmarket.org)



## Location & Date

3 - 7 Nov, 2019

English

Dubai

Media Rotana

## Fees: US\$ (including coffee breaks and a buffet lunch daily)

Per participant - 2019

US\$ 4800

Fees + VAT as applicable

UAE Tax Registration Number 100239834300003



## Courses in Accounting and Finance

Dates	Course Name	Language	Location	Fees
30 Jun - 4 Jul, 2019	Advanced Financial Analysis	Arabic	Dubai	US\$ 4800
7 - 11 Jul, 2019	Certified Financial Manager	English	Dubai	US\$ 5100
7 - 11 Jul, 2019	Efficient Finance and Accounting Operations: 2019 Best Practices and Updates	Arabic	Dubai	US\$ 4800
14 - 18 Jul, 2019	International Financial Reporting Standards (IFRS) and 2019 Updates	Arabic	Dubai	US\$ 4800
14 - 18 Jul, 2019	Next Generation Excel: Advanced Business and Financial Reporting	English	Dubai	US\$ 4800
21 - 25 Jul, 2019	Fast Closing Monthly and Year-End Accounts	English	Dubai	US\$ 4800
21 - 25 Jul, 2019	Forecasting and Analyzing Cash Flow	English	Dubai	US\$ 4800
28 Jul - 1 Aug, 2019	Financial Modeling Workshop Using Excel	English	Dubai	US\$ 4800
4 - 8 Aug, 2019	Finance for Non-Finance Professionals	English	Dubai	US\$ 4800
4 - 8 Aug, 2019	Financial Accounting and Reporting	Arabic	Dubai	US\$ 4800
25 - 29 Aug, 2019	Advanced Financial Analysis	English	Istanbul	US\$ 4800
1 - 5 Sep, 2019	Accounting for Non-Accountants	Arabic	Dubai	US\$ 4800
1 - 5 Sep, 2019	Dynamic Business Reports and Dashboards Using Excel	English	Dubai	US\$ 4800
4 - 6 Sep, 2019	Advanced Financial Analysis: A Hands-On Workshop	English	Beirut	US\$ 3600
8 - 12 Sep, 2019	Corporate Finance Workshop	English	Dubai	US\$ 4800
8 - 12 Sep, 2019	Efficient Finance and Accounting Operations: 2019 Best Practices and Updates	English	Abu Dhabi	US\$ 4800
8 - 12 Sep, 2019	Financial Analysis Workshop	English	Dubai	US\$ 4800
8 - 12 Sep, 2019	Payroll: Preparation, Analysis and Management	English	Dubai	US\$ 4800
15 - 19 Sep, 2019	Accounts Receivable and Credit Policies Management	Arabic	Dubai	US\$ 4800
15 - 19 Sep, 2019	International Financial Reporting Standards (IFRS) and 2019 Updates	English	Dubai	US\$ 4800
15 - 19 Sep, 2019	Professional Skills for Finance and Accounting	English	Istanbul	US\$ 4800
22 - 26 Sep, 2019	Certificate in Accounting and Financial Control	English	Dubai	US\$ 5100
22 - 26 Sep, 2019	Financial Acumen: Roadmap to Business Success	English	Dubai	US\$ 4800
29 Sep - 3 Oct, 2019	Certificate in Treasury and Cash	English	Riyadh	US\$ 5100



## Courses in Accounting and Finance

Dates	Course Name	Language	Location	Fees
	Management			
29 Sep - 3 Oct, 2019	Management Reporting for Business Performance Review	English	Dubai	US\$ 4800
6 - 10 Oct, 2019	Advanced Financial Analysis	English	Dubai	US\$ 4800
6 - 10 Oct, 2019	Effective Budgeting and Cost Control	Arabic	Dubai	US\$ 4800
6 - 10 Oct, 2019	Preparing Financial Statements and the Annual Report	English	Dubai	US\$ 4800
13 - 17 Oct, 2019	Certificate in Modern Accounting and Finance Operations	English	Dubai	US\$ 5100
13 - 17 Oct, 2019	Fast Closing Monthly and Year-End Accounts	English	Dubai	US\$ 4800
13 - 17 Oct, 2019	Next Generation Excel: Advanced Business and Financial Reporting	English	Dubai	US\$ 4800
20 - 24 Oct, 2019	Accounts Payable: Accounting and Management Best Practices	Arabic	Riyadh	US\$ 4800
20 - 24 Oct, 2019	Financial Accounting and Reporting	English	Dubai	US\$ 4800
20 - 24 Oct, 2019	Financial Forecasting: Tools and Techniques	English	Dubai	US\$ 4800
20 - 24 Oct, 2019	Managing the Collections and Credit Control Team <small>PLUS</small>	English	Dubai	US\$ 4800
27 - 31 Oct, 2019	Finance for Non-Finance Professionals	English	Dubai	US\$ 4800
3 - 7 Nov, 2019	Certificate in Treasury and Cash Management	English	Dubai	US\$ 5100
10 - 14 Nov, 2019	Certificate in Advanced Budgeting and Forecasting	English	Dubai	US\$ 5100
10 - 14 Nov, 2019	Certificate in Advanced Financial Modeling	English	Dubai	US\$ 5100
10 - 14 Nov, 2019	Certificate in International Financial Reporting Standards (CertIFR): Preparation Course	English	Dubai	US\$ 5100
10 - 14 Nov, 2019	Payroll: Preparation, Analysis and Management	Arabic	Dubai	US\$ 4800
17 - 21 Nov, 2019	Accounts Payable: Accounting and Management Best Practices	English	Dubai	US\$ 4800
17 - 21 Nov, 2019	Advanced Financial Analysis	Arabic	Dubai	US\$ 4800
17 - 21 Nov, 2019	Certificate in Fixed Assets Accounting and Management	English	Dubai	US\$ 5100
24 - 28 Nov, 2019	Advanced Excel: Power Query, Power Pivots and Macros	English	Dubai	US\$ 4800
24 - 28 Nov, 2019	Finance for Non-Finance Professionals	Arabic	Dubai	US\$ 4800
24 - 28 Nov, 2019	Forecasting and Analyzing Cash Flow	English	Dubai	US\$ 4800



## Courses in Accounting and Finance

Dates	Course Name	Language	Location	Fees
1 - 5 Dec, 2019	Efficient Finance and Accounting Operations: 2019 Best Practices and Updates	English	Dubai	US\$ 4800
8 - 12 Dec, 2019	Accounts Receivable and Credit Policies Management	English	Dubai	US\$ 4800
8 - 12 Dec, 2019	International Financial Reporting Standards (IFRS) and 2019 Updates	Arabic	Dubai	US\$ 4800
8 - 12 Dec, 2019	Professional Skills for Finance and Accounting	English	Dubai	US\$ 4800
15 - 19 Dec, 2019	Accounting and Finance Policies and Procedures	English	Dubai	US\$ 4800
15 - 19 Dec, 2019	Advanced Financial Analysis	English	Dubai	US\$ 4800
15 - 19 Dec, 2019	Effective Budgeting and Cost Control	English	Dubai	US\$ 4800
22 - 26 Dec, 2019	Certificate in Cost Analysis, Control and Optimization	English	Dubai	US\$ 5100
22 - 26 Dec, 2019	Finance for Non-Finance Professionals	English	Dubai	US\$ 4800
22 - 26 Dec, 2019	Financial Accounting and Reporting	Arabic	Dubai	US\$ 4800





# Meirc Timeline

