

Advanced Letters of Credit Workshop

1 Day Course

Overview

A one-day interactive and practical workshop aimed at exporting companies and freight forwarders who regularly receive or handle letters of credit.

Case-study based, enabling lots of opportunity for practice and sharing experience, the course will help companies to negotiate the most favourable terms to be incorporated within letters of credit as well as reduce the risks and costs associated with presenting discrepant documents to the bank.

Is it right for me?

- Experienced people who need a refresher and update
- Those who have attended our 'The Essential Guide to Letters of Credit for Exporters' course who would like an in-depth, practical follow-up
- Finance and documentation staff who need practice with live examples and an opportunity to see their challenges in a new light

What will I learn?

By the end of this course you will be able to:

- Understand the forms and types of letters of credit.
- Devise a formula to influence the letter of credit content.
- Appreciate how credit insurance fits in.
- Understand UCP 600 legislation and the opportunities it brings to your letter of credit performance.
- Identify the best performing banks and who to give your business to.

What will it cover?

- Trade Methods of Payment – a Refresher
- Documentary Collections & Bills of Exchange
- Documentary Letters of Credit – Introductory Refresher
- The Letter of Credit Cycle
- Negotiating Terms with overseas Customers
- Common Problems and Discrepancies
- Bank & Country Risk – Letters of Credit Confirmation
- Other types of Letters of Credit – Transferable, Back-to-Back, Standby
- Letters of Credit exercises
- Current examples and issues
- Checking the letter of credit upon receipt
- Identifying and reducing discrepancies
- Calculating the costs and how to manage them
- Document Checking Exercise
- Financing under Letters of Credit

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Further courses to consider?

- You may also like: Principles of Supply Chain Management