



# INTERNATIONAL TRADE PAYMENTS AND FINANCE PROGRAMME – ITPFP

*delivered by*



THE **e-INSTITUTE OF INTERNATIONAL TRADE**  
IRELAND

***“Delivering Knowledge, Skill Sets, Enhancing Competitiveness and Efficiency in International Trade”***



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## International Trade Payments and Payments Finance Programme - ITPFP

*“ITPFP delivers a strategic perspective on using different payment and trade tools, instruments, and an understanding of the trade finance ecosystem.”*

The **ITPFP** programme provides knowledge and equips economic operators in the international trade industry with the skill sets to be efficient in completing **International Trade Payments and Finance Transactions**. The programme ensures competitiveness and enables the ITPFP participant's business to flourish.

- ❑ **ITPFP** is a **One Month Programme** with an additional **One Month Ongoing Support** as a Quality Assurance Measure
- ❑ **ITPFP** is delivered through a mix of webinars, in-house or pre-arranged location workshops, portfolio activities, review and evaluation.
- ❑ **ITPFP** Components:
  - Prior Programme Needs Assessment of each Participant / Business that includes an interrogation of the participants' business

- needs and processes so that specific tailor-made solutions can be delivered.
- Design of the Instructional Programme.
- Programme Delivery Sessions (scenario based and benchmarked to best practice with case studies).
- Programme Portfolio Activities, Review and Evaluation.
- One Month Ongoing Support as a Quality Assurance Measure

## Core International Trade Payments and Finance – ITPPF Topics

- ❑ **Managing financial risk.**
  - Financial liabilities that may arise.
- ❑ **Export Trade Payment Options and the Level of Security Offered by Each.**
- ❑ **Documentary Collections.**
  - Uniform Rules for Documentary Collections URC 522 - ICC
  - How they Work / Procedure Flow.
  - The Collection Instructions to Banks.
  - A Set of Documents Being Sent for Collection.
  - Timing of Payments: The Practice
  - Negotiations of Documentary Collections. Bill Advances and Acceptance Credits.
- Non-Payment, Non-Acceptance of Drafts and Protesting.
- ❑ **Supplement for Electronic Presentation e-URC Version 1.0 - ICC.**
  - Extending the mitigation of risks from a paper environment to the electronic milieu
  - The relationship between URC522 and e-URC
- ❑ **Documentary Credits**
  - Uniform Customs and Practice for Documentary Credits UCP 600 - ICC
  - Trade Finance Compliance requirements covering Documentary Letters of Credit.
  - Example of how Documentary Credits Operate.
- The Importance of Documents in Documentary Credits.
- The issues causing discrepancies on presentations to banks for payment.
- Alternative Course of Action When an Exporter has Presented Documents that do not Conform to the Credit.
- Documentary Credit Dispute Expertise System (DOCDEX ICC)
- ❑ **Supplement for Electronic Presentation e-UCP Version 2.0 ICC**
  - Extending the Mitigation of Risks from a Paper Environment to the Electronic Milieu
  - The Relationship between UCP and e-UCP

## Core International Trade Payments and Finance – ITPPF Topics contd.

### ❑ **Uniform Rules for Digital Trade Transactions (URDTT) Version 1.0**

- The relevance of the URDTT
- Articles, Definitions and Interpretations.
- The practical application of URDTT.

### ❑ **Bonds & Guarantees and Stand-By Letters of Credit.**

- Uniform Rules for Demand Guarantees URDG 758 - ICC
- The Role and Application of Bonds & Guarantees.
- The Relationship between parties.
- The Problems that Bonds and Guarantees can Cause for an

Exporter and how to Reduce them.

- Uses and Operation of Stand-By Letters of Credit.

### ❑ **Financing Techniques for Short – Term, Medium – Term and Long – Term Trade**

- Pre-Shipment and Post-shipment Finance.
- With Recourse and Without Recourse Financing.
- Alternative Methods of Finance Available to the Exporter and the Circumstances in which they are Appropriate.

- Export Factoring and Invoice Discounting Compared.
- Negotiations of Documentary Collections.
- Avalised Bills of Exchange
- Supplier and Buyer Credit, Forfaiting.

### ❑ **Currency and Exchange Rate Protection. Options**

- Spot rates.
- Forward Exchange Contracts.

### ❑ **Simulations / Case Studies Benchmarked to Best Practice**



*ITPPF can be delivered to individuals or groups. It is designed to fit around your work/career and is supported by contact with facilitators.*

*Contact us for arrangements that suit you on:  
<https://teoit.com/service/programme>*

**The programme is of key benefit to:**

Finance, credit, order and account administration and management, export and import sales administration and management, distribution, international shipping, logistics, and legal.

Each **ITPPF** participant will receive a copy of 'Export Payments and Finance – Essential Guide 2<sup>nd</sup> Edition' authored by **Raymond Johnson under license from The International Chamber of Commerce ICC Paris**, the representative body responsible for publishing internationally accepted codes and uniform rules used by businesses, banks, and other international trade industry actors the world over.



# Lead Facilitators



**Raymond Johnson**  
BSc./MIIT/MIEx

Raymond is the CEO and a Principal Consultant of The e-Institute of International Trade, an education, training, consulting, and representation organisation. He has, as a qualified trainer, designed and delivered bespoke international trade and finance training workshops and seminars to businesses and industry stakeholders. These include County Enterprise Board Ireland, The Training and Employment Authority of Ireland (FAS) and The Irish Exporters Association. He has given lectures and delivered training under the auspices of the EU and African Governments. Raymond is the author of *Export Trade Payments and Finance - Essential Guide Second Edition*



**Dr. Brendan McEvoy**  
MSc./PhD/Export Trade

Brendan is a former lecturer at University College Dublin, University College Cork, and the National College of Ireland. He worked with the Irish Dairy Board, IAWS, the Irish Sea Fisheries Board, and as a trainer with Export Management Systems Ltd. He designed and delivered training workshops for organisations such as the County Enterprise Boards Ireland, Irish Exporters Association, FAS, and Higher Education and Training Awards Council. He has published six books including 'International Trade Policy and Practice' He is an external consultant to Enterprise Ireland on Export and Enterprise Development.



**Leo Tilson**  
BSc./MSc

Leo lectures computer science at the Technological University Dublin TU. His duties include planning, delivering, and examining B.Sc courses. He is also a product designer at 3D Printing, a computer firm in Dublin that designs and produces 3D models of products for businesses and engages in international trade.



# Statement



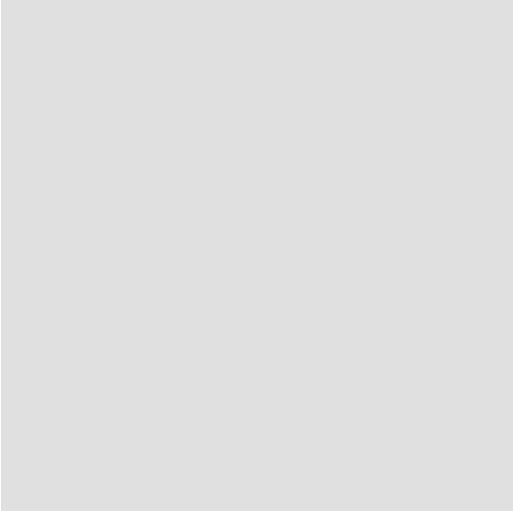
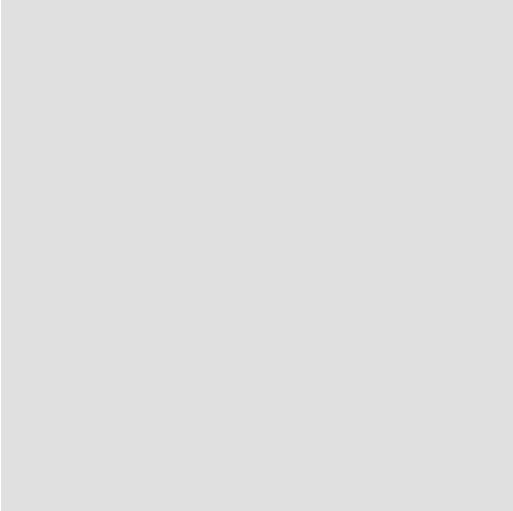
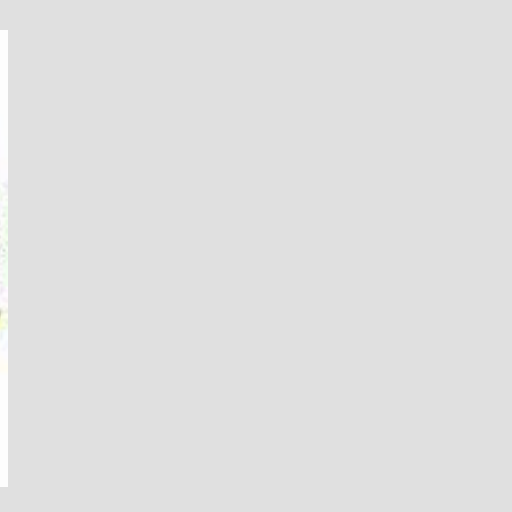
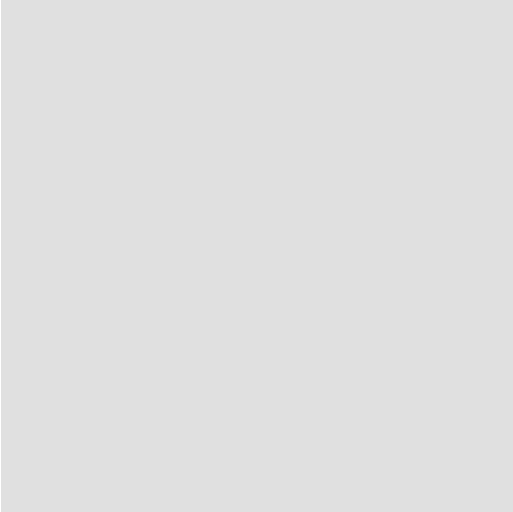
**The e-Institute of International Trade's training and professional development systems are based on prior Training and Development Needs Assessment and do not conflict or compete with national or regional systems. They acknowledge and build on existing training and development systems.**

**Our trainers and facilitators provide participants with experiential learning experience where they are able to practice skills that they are taught, thus bridging the 'knowledge-doing gap'.**

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**We review and follow up with each participant for a month after a programme has been delivered as a quality assurance measure.**

**Our trainers and facilitators are proven to be experienced and competent.**



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