



EXPORT TRADE PAYMENTS AND FINANCE PROGRAMME – ETPFP1

delivered by

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



“Delivering Knowledge, Set Skills, Enhancing Competitiveness and Efficiency in International Trade”



EXPORT TRADE PAYMENTS AND FINANCE PROGRAMME - ETPFP1

“for the exporter, getting paid in full and on time is the ultimate goal of each export trade”

The **ETFPF** programme delivers knowledge and equips economic operators in the industry with, the *skill sets* to be efficient in completing **Export Trade Payments and Finance** transactions and, secure payments and finance. It ensures competitiveness and enables businesses to flourish.

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

ETFPF1 is a **One Month** Programme with an additional **One Month Ongoing Support** as a Quality Assurance Measure

ETFPF is delivered through a mix of **Webinars, Portfolio Activities and One Month Ongoing Support** (e.g. via Skype and Email).

ETFPF1 Components:

- Prior Programme Needs Assessment of Participants / Businesses (to reveal the Programme Need – GAP).
- Design of the Instructional Programme
- Delivery of the Programme (scenario based and Benchmarked to best Practice) and Portfolio Activities
- Review, Simulations and Case Studies
- One Month Ongoing Support as a Quality Assurance Measure



Participants will receive a copy of the guide ‘Export Payments and Finance – Essential Guide’ produced under license from The International Chamber of Commerce ICC Paris, the body responsible for publishing internationally accepted codes used by banks, businesses and other industry members world over.

Core ETPFP1

topics:

Export Trade Payments and Finance

How to Secure Payments

- ❑ **Financial Risks Inherent to International Trade**
- ❑ **The Terms of a Transaction with Regard to Payment and Delivery of Goods**
- ❑ **International Trade Payment Options and the Level of Security offered by each in Securing Payments**
- ❑ **Open Account Terms**
- ❑ **Documentary Collections URC 522**
- ❑ **Documentary Credits UCP 600**
- ❑ **Electronic Presentations eUCP 600**
- ❑ **Bonds & Guarantees URDG 758 and Stand-Letters of Credit ISP98**
- ❑ **Financing Techniques for Short – Term, Medium – Term and Long – Term Trade**
- ❑ **Currency and Exchange Rate Protection. Options**



❑ **Open Account Terms**

- How an Exporter can Reduce the Risks under Open Account Terms

❑ **Documentary Collections (URC 522)**

- The Principles of Documentary Collections
- How they Work / Procedure Flow
- The Collection Instruction to a Bank
- Timing of Payments: The Practice
- The Legal and Practical positions Regarding the Duties of the Remitting Bank
- Negotiations of Documentary Collections. Bill Advances and Acceptance Credits
- Non-Payment Non-Acceptance of Drafts
- Protesting
- A Set of Documents Being Sent for Collection

❑ **Documentary Credits (UCP 600)**

- Types and Parties to a Documentary Letters of Credit
- Example of How Documentary Credits Operate
- The Importance of Documents in Documentary Credits.
- Alternative Course of Action When an Exporter has Presented Documents that do not Conform to the Credit.
- Documentary Credit Dispute Expertise System (DOCDEX)

Core ETPFP1 topics: contd.

Export Trade Payments and Finance

❑ Electronic Presentation (eUCP 600)

- Areas of Letter of Credit Practice that are Impacted by Electronic Commerce.

❑ Bonds & Guarantees and Stand-By Letters of Credit

- The Role of Bonds & Guarantees in International Trade
- The Application of Bonds and Guarantees and How they Work
- Type of Bonds & Guarantees.
- 'On Demand Bonds' and Conditional Bonds
- The Problems that Bonds and Guarantees can Cause for an Exporter and How to Reduce them
- Uniform Rules for Demand Guarantees URDG 758
- Uses and Operation of Stand-By Letters of Credit
- International Stand-By Practices ISP98



❑ 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 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



Target audience: The programme is of key benefit to exporters, importers, carriers, freight forwarders, customs brokers, lawyers and bankers.

Export Trade Payments and Finance Programme1 (ETPP1) Dates

Dates for Webinars (60 minutes duration for each Webinar on ZOOM Platform)	Dates for Portfolio Activities	Dates for One Month Ongoing Support
Saturday 31/10/2020 11:00 am – 12: 00 pm GMT	31/10/2020 to 21/11/2020	28/11/2020 to 19/12/2020
Saturday 07/10/2020 11:00 am -12: 00 pm GMT		
Saturday 14/11/2020 11:00 am -12:00 pm GMT		
Saturday 21/11/2020 11:00 -12: 00 pm GMT		

€300 per participant

A discount of 20% of the fee is available for a second participant registered from the same company.

Lead Consultants



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 Payments and Finance Essential Guide



Dr. Brendan McEvoy

MSc./PhD/Export Trade

Brendan is a former lecturer at University College Dublin, University College Cork and National College of Ireland. He worked with 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 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 organisation



Leo Tilson

BSc./MSc

Leo lectures at the School of Computing, Dublin Institute of Technology

His duties include planning, delivering and examining courses in areas of computing to B.Sc. students in Computer Science.

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

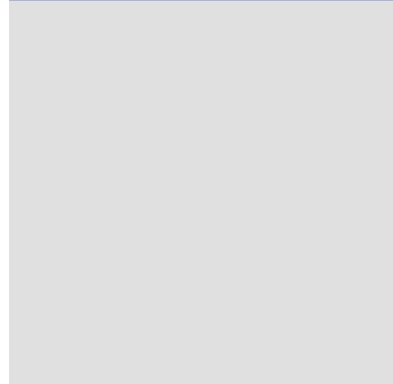
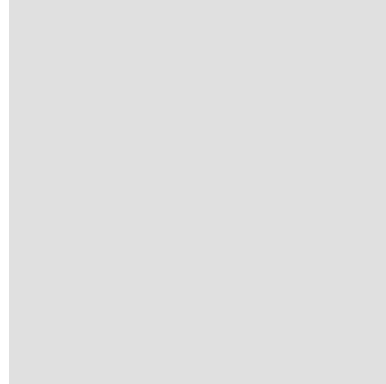
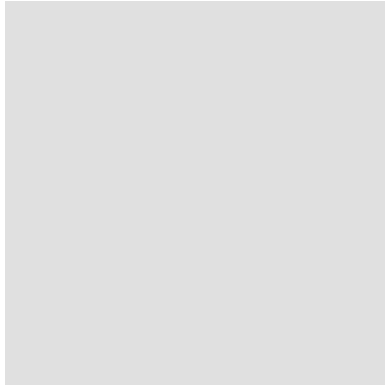


The e-Institute of International Trade's training and professional development systems are based on prior Training and Development Needs Assessment and do not conflict or compete with national or regional systems. They acknowledge and build on existing training and development systems.

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

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

Our consultants are proven to be experienced and competent.





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