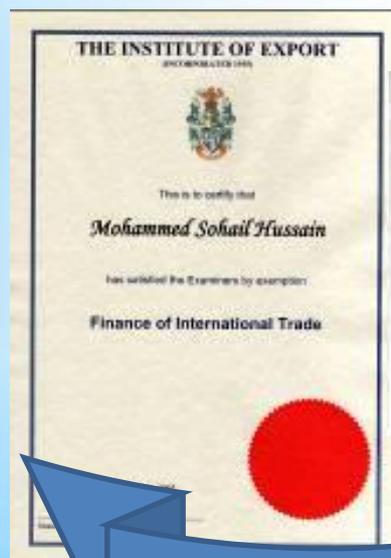


# Finance of International Trade Certificate Programme



**Provides 16  
PDUs towards  
CDCS  
Recertification**



## eBSI Export Academy leads way in e-Learning for Trade Finance Practitioners

### FIT Certificate – Key Development Benefits

The key benefits of the FIT Certificate can be outlined as follows:

- Builds capacity in technical international trade and finance skills.
- Uses accelerated learning techniques to speed up the learning curve in what is considered to be a technical area of expertise.
- Learning can be accessed regardless of geographic location of learner and at a pace and time suitable to learner.
- Learner joins network of participants with similar focus on developing international trade finance knowledge and skills.
- Provides international certification by the Institute of Export United Kingdom (IOE) which has a long track record in trade certification.
- Course Content also includes optional extra module of ICC approved online training in UCP 600 provided by Coastline Solutions in Ireland.
- Provides an operational day-to-day support tool for trade finance professionals with responses to technical queries and issues.
- Reduces operational risk for banks in emerging markets as trained and certified staff are unlikely to make operational errors leading to operational losses. Operational risk and its potential to cause financial loss is a component for risk determination under Basel II.
- Increases the penetration of the use of traditional trade finance instruments into the corporate market as such trade instruments have been acknowledge as involving less risk than conventional lending or general banking facilities.
- Skilled trade finance professionals have capacity to support their emerging exporters and importers in engaging in cross border international trade which in turn promotes economic activity, development and reduction in poverty.
- Provides access to learners in emerging markets to skills, knowledge and international qualifications which otherwise would be impossible or extremely expensive to achieve by standard learning methods.
- With the increasing level of travel and visa restrictions this program provides otherwise unavailable access to learning to participants in emerging and developing markets.
- The highly visual and interactive learning system provides learners with an enjoyable learning experience and increases their retention capability and in turns empowers participants in the workplace.
- The FIT Certificate provides 16 PDUs towards Recertification for the Certified Documentary Credits Specialist Accreditation offered by BAFT-IFSA and IFS.

### FIT CERTIFICATE Key Indicators

1500+ Professional Graduates

2 International Certifications

70 Countries in Trade Network

Fully revolving elearning program

87% Received their First Trade Qualification thanks to eBSI

16 PDUs towards CDCS Recertification

### Finance of International Trade

- Participants will receive over 50 hours of interactive content online as well as live online lectures with global trade finance experts.
- Participants will gain exclusive **lifetime** access to the '**eBSI Online Campus**'.
- The innovative double certification in Core Trade Finance Skills by way of the Finance of International Trade from the Institute of Export and optional ICC issued certificate of Completion in UCP 600 from Coastline Solutions positions participants to propel their career in International Trade and Finance!



## COURSE OUTLINE

### METHODS OF PAYMENT

- Classification of the Different Methods of Payment
- Method of Payment Selection Criteria
- Methods of Payment Analysis
- Personal Check
- Bank Draft
- Payment Order
- Clean Collection
- Documentary Collection
- Markets and Methods of Payment
- **Bank Payment Obligation - BPO**

### DOCUMENTARY COLLECTIONS

- Overview of Collections
- Documentary Collection
- Clean Collection
- **Bills of Exchange**
- Managing Collections

### DOCUMENTARY CREDITS FUNDAMENTALS

- The Documentary Credit
- Opening an LC
- Contents of a Credit
- Import Credits
- Transmission of a Credit

### DOCUMENTARY CREDITS MANAGEMENT

- Availability of the LC
- Documents under the L/C
- Checklists for Document Checkers
- Types of LC (I)
- Types of LC (II)

### BONDS AND GUARANTEES

- Types of Bonds and Guarantees
- Bonds & Guarantees and Documentary Credits
- Managing of Bonds and Guarantees

### SHORT AND MEDIUM TERM FINANCE

- **Management of Receivables**
- Invoice Discounting
- Factoring
- **Bill Discounting**
- Forfaiting

### FACTORING

- Factoring Fundamentals
- The Factoring Process
- Risk Management for Factoring Operations

### EXPORT CREDIT AGENCY FINANCE

- **ECA Based Financing**
- Buyer Credits
- Supplier Credits
- Warehouse Finance

### STRUCTURED & COMMODITY TRADE FINANCE

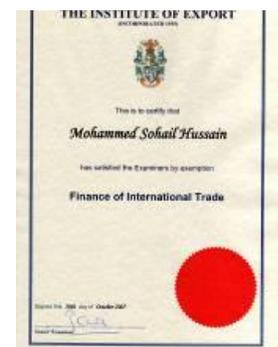
- **Structured Trade Finance**
- **Commodity Trade Finance**
- Letters of Indemnity
- Collateral Control in Trade Finance

### TRADE FINANCE FRAUD IDENTIFICATION AND PREVENTION

- Trade Finance Fraud Structures and Schemes
- LC Fraud and UCP 600 Related Articles
- Bonds & Guarantees in Trade Fraud
- The Bank and Customer Relationship
- Fraudster Profile and Bank Relationships
- Fraud Identification and Prevention
- Due Dilligence, KYC and Anti-Money Laundering.
- The Fraud Exception and LC Independence Principle

### OPTIONAL Certification from Institute of Export

**Participants who successfully complete the course can be awarded a Certificate in Finance of International Trade from the Institute of Export UK.**



## CERTIFIED TRADE FINANCE PROGRAM

The FIT Certificate has been established to provide participants with:

- Structured Training in best practice in International Trade Finance
- Access to International Network of Trade Finance Professionals
- Optional ICC Training (Mentor or Upskill 600) from Coastline Solutions
- Formal Certification from Institute of Export UK
- Provides 16 PDUs towards CDCS Recertification.
- An ongoing infrastructure for professional development, networking and global trade facilitation.



These objectives have led to the launch of the FIT Certificate.

## COURSE UNIQUE FEATURES

**The Finance of International Trade (FIT) Certification** is comprised of a number of unique learning features:

- *Interactive training modules*
- *Logged and interactive assessments*
- *Web based Discussion Forums*
- *Knowledge Retention exercises*
- *Self-assessment Crosswords*
- *Online Video Sessions from experts*
- *Printable Course Summaries*
- *Lifetime access to course materials*
- *Lifetime access to discussion forum support*
- *Lifetime membership to the IFC FIT Graduate alumni*
- *50 PDF Reports on deeper issues relating to the course*



## COST OF PROGRAMME

The standard cost of the 'FIT' Certificate is **EUR 695**. To Include ICC Mentor 600 Training a supplement of EUR 300 will be added to the course fee.

*Fee includes course materials, Certificate in Finance of International Trade from Institute of Export UK, online lectures, assessments, and exclusive access to the eBSI Online Campus.*

## FIT CERTIFICATE RATIONALE

**The FIT Certificate** is an e-learning program that is designed with an important dual purpose:

1. to train and certify international trade finance professionals
2. to build an online global network of international trade and finance professionals who will share knowledge and experience on an online platform specifically developed for the program

This **Two to Three Month program** is delivered in a combination of the following learning elements:

### **Online Support site for students**

Students will be incorporated into the eBSI Alumni and will be able to collaborate through a purpose built learning platform.

### **Online Collaboration Site for stakeholders**

To leverage the network aspect of the 'FIT' Certificate all stakeholders (participants, tutors and coordinators) will have access to an online networking and collaboration system designed to facilitate exchange of ideas and contact building.

## eBSI Export Academy



The eBSI is a leading International Trade and Finance Training organisation specialising in the delivery of eLearning programs in international trade and finance since 2002.

Thousands of individuals and corporates as well as major multinationals and banks have benefitted from our training since then.

## FIT INITIATIVE STRUCTURE

- FIT participants undertake the study of the Finance of International trade over a period of **2-3 months** leading to a **Certificate in Finance of International Trade** from **The Institute of Export UK**.
- FIT participants are provided interactive **Online Training Modules** with 54 hours of interactive training
- FIT participants take part in high-level and engaging online discussions, where the eBSI Learning Guides present on specific trade Finance topics.
- During the program, participants will undergo a number of continuous assessments from their tutors in the form of Open exercises which must be completed by the student and returned to the assigned tutor for correction and feedback.
- FIT Participants will also have the option to undertake online training in UCP 600 (Mentor or Upskill 600 sold separately). Successful participants will achieve formal certificate of completion from ICC Paris.
- FIT participants gain exclusive membership to the 'eBSI Online Campus'
- FIT Graduates can avail of 16 PDUs towards CDCS Recertification plus an additional 12 PDUs if they take Mentor 600 as their optional supplementary Course

## CONTACT US

You can contact us for further information:

### **eBSI Export Academy – EBSI Trade Finance Certificate course global course coordinator**

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Email: [info@ebsi.ie](mailto:info@ebsi.ie)

Website: <http://www.ebsi.ie>

## *Finance of International Trade (FIT)* **Participant Feedback**



As a trainer, I want to say that my acquisition of the knowledge on Trade Finance through the eBSI Trade Finance Course gave me the necessary tools required to impact on the students who were basically management trainees for induction towards being employed by the deposit money banks

The online interaction was quite an experience as it afforded me to have diversified local experiences to be shared on line. Again, the program helped me in my PhD Finance program as the certification was recorded for me as 5units credit for my assessment. I was one of the first group of participants from Nigeria. The course brought out clearly all the issues of concerns in the 36 articles of UCP 600 especially in the areas of documentations. I thank you for the opportunity to share my experience and the joy and pleasure of being one of the lucky ones to access this course. Thank you.



**Molly Akanji, Executive Director**  
**SOFOMAX Consult**



The study was so real to my daily work. I was able to practically apply most of the things learned. The material covered was relevant to Trade finance daily cases on collection and letters of credit.

I was able to get answers to on complicated cases which my clients needed answers immediately. The response from the tutors was given on time and was well informed and up-to-date and relevant to the cases. The student's interaction was very exciting and interesting and the fact that the students shared freely their experiences was encouraging. Mr O'Brien was very interesting to listen to and very motivating. The questions helped me understand some tricky issues in trade finance better. My thanks to the eBSI Team for making this program possible.



**Eunice Monzi, Head of Trade Finance**  
**Victoria Commercial Bank Ltd**



I have always had a high knowledge of international trade practice and processes as it relates to live transactions, because I work in a bank's international trade unit, but after the training and the Certification that I acquired through EBSI Trade Finance Certificate course (eBSI Export Academy).

it became obvious to me that I didn't know as much as I thought, the Lectures, discussions and trainings really exposed me to the REAL WORLD OF INTERNATIONAL TRADE and also sharpened my skills and knowledge of GLOBAL TRADE PRACTICES. I will have no hesitation in recommending this course and certification to all and sundry.



**Damian Anochirionye, Ag Head, Trade Customer Service Centre | International Operations**  
**Diamond Bank Plc.**



I really appreciate the services provided by eBSI Academy teams. After finish the courses, I got more experiences from discussing forum which has been joined from worldwide participants and more knowledge from very good supported documents.

It was the most fantastic course I have ever joined



**Angkearith Nuon, AVP & Manager**  
**of Trade Finance**  
**ACLEDA Bank Plc. (Mean Chey Branch)**



I started the eBSI Trade Finance Course because as a Administrator of the Association of Banks in Cambodia I need to stay aware of the developments in various areas of Banking..

The elearning format of the course helped me structure my training in a time that was convenient to me which was very helpful given the busy schedule my role involved.

I can recommend the course not only to Bankers but also to the general international trading community given that effective payment and finance is essential for trade development.



**Sothea Chrek, Administrator, Association of Banks in Cambodia.**



I thought I have vast knowledge about International Trade and Finance but EBSI Trade Finance Certificate course (eBSI Export Academy) provides the answer to all my problems.

It's fun to learn with them as they were able to give sufficient answers on all complicated situations I may face on my work. I get immediate response from all my tutors which help me more about the courses. Thank you very much!



**Saramao Tam, Foreign Trade Bank of Cambodia**



The Finance of International Trade Course by eBSI Export Academy was my first attempt at e-learning and I must say it beat my imagination by far. The tutors are very knowledgeable; the lectures and discussion were very insightful and enlightening.

I particularly cherish the international mix of the participants on the course. 2 years on, I am still an avid student of the academy.



**Ajibola Adeoye-Adeyemi, Team Leader Global Trade and Payments Intercontinental Bank**



Honestly, UCP 600 is my weakspot before but the Finance of International Trade Course by eBSI Export Academy helped me to understand it clearly. I never imagined that I can ease my burden with them, thus, I am very happy.

eBSI's Finance of International Trade Course and ICC Mentor Training are well recommended training. I will continue to share this good news to everyone.



**Tin Kim, ANZ Bank, Cambodia**



Continuous updating of knowledge by professionals is indeed now compulsory with the ever changing business world and this I have achieved by participating in the eBSI Trade Finance Course

I have gained immensely and I cannot but be grateful to eBSI and Institute of Export for enriching my knowledge of International Trade.



**Bayo Ayangbesan , Foreign Operations  
Union Bank Nigeria**



I am Japhet Justine from Tanzania that works as a Banker. I really appreciate the Management and staffs of ebsi. It is quite an interactive online course with live business application approach.

With my busy schedule, I was still able to read, do my assignment and receive my feedbacks on time, with that I am now committed for an ITS course.

***I do recommend eBSI Trade Finance Course to any one inspiring to have a carrier in Trade Finance, Thank you!***



**Japhet Justine, Manager Bank Reconciliation  
NMB Bank - Tanzania**



The eBSI Trade Finance Course is an eye opener as far as trade education is concern. It opened me up to the other relevant trade certifications which I have now completed likewise ISP Master, International trade Specialist Accreditation, Advanced Certificate in International Trade and UCP Upskill 600.

So for me it did not just broaden my trade finance knowledge, It also increased my horizon and profile as far as trade certifications are concern.



**Bamidele Ayemibo  
Diamond Bank, Nigeria**



Sincere thanks to eBSI export academy for the Finance in International Trade course. This has really broadened my knowledge of trans border trading and financing.

The online campuses model adopted makes the training very easy and flexibility of the study makes it convenient for anybody to participate no matter the schedule. The study materials are available, understandable and adequate. The instructors also know their job very well. I will recommend this for anybody with interest in international trade and financing.

Keep up the good work.



**Dayo Komolafe, Head, Information Technology  
GTHomes Limited**



I benefited immensely from the eBSI Trade Finance Course. It increased my knowledge of International Trade Finance by providing clear and practical trade solutions to the everyday challenges I encountered in the course of practice.

Additionally, the user friendly training tools and the interactive forum provided a platform for the exchange of valuable information and great ideas from the vast experiences of both the participants and facilitators alike. I recommend this program to all trade practitioners worldwide.



**Simon Umegbu, Head Office Operations  
Bank PHB, Nigeria**



I see myself better now than before in terms of International Trade and Finance. The eBSI Trade Finance Course help me to handle conflict situations and teach me how to solve those serious issues.

Though it's a tight schedule for me, I was able to learn on time as I know this will be helpful on my work. I will recommend eBSI Trade Finance Course to anyone I know that wants to learn about Trade Finance.

Thank you!!!!



**Nazir Hossain, Head of Import & Guarantee  
Trade Services Division  
Eastern Bank Ltd. Bangladesh**



The eBSI Trade Finance Course help me build trust and just decision on my work. At start, I found it to be hard but Jevgenia was very supportive throughout the course. The staff and tutor are very reliable in making sure you will learn.

The online campus was very interactive and flexible to my very tight work schedule and the addition of the ICC Certificate of Completion in UCP600 ensured the industry relevance of the course.



**Samarendra Banik, AVP  
National Bank Limited, Bangladesh**



This is a highly interactive, extremely inspiring and life changing program. The programs build confidence in operating Foreign Trade and Finance Business.

I had the most interest in the practical based assessment sessions and was delighted with my scores in the assessment of both the qualification launched both by ICC Bangladesh in collaboration with the IFC and eBSI Export Academy.



**Md. Ashraf Ali, Senior Officer  
Human Resources Division  
Mutual Trust Bank Limited, Bangladesh**



From the eBSI Trade Finance Course, it uplifts my understanding about International Trade Finance. It proves to me that I can find understandable and practical solutions on everyday challenges I will encounter.

Training materials and the interactive forum provides an exchange of essential ideas about international trade finance. They too are valuable tools for me in understanding and applying the lessons learned from the course. Thank you very much.



**Md. Shamim Kabir, Junior Asstt. Vice President  
Mutual Trust Bank Limited, Bangladesh**



I would like to take this opportunity and recommend EBSI. The online training classes, reading material and the tests all have added a lot to my knowledge and confidence.

The courses are designed to meet requirements of all audience whether beginners or senior managers.



**Ms Sehba Mansoor, Manager F.I. operations at  
International Division  
Habib Metropolitan Bank Ltd**



I have been a trade specialist for over a decade. Notwithstanding my experience, I would like to say that it was my participation in the eBSI Trade Finance Course that brought a turning point to my

Career in terms of finding practical solutions to some trade challenges for which access to ICC recognized experts and practical discussion through the trade finance forums has proven to be a real benefit.



**Moses Akinnawonu  
Group Head of Trade Services  
Sterling Bank, Nigeria**



I undertook the Trade Finance Course of the eBSI while completing my MBA in France in 2010. The opportunity to complement my high level academic studies with some practical industry

Knowledge and real like cases added tremendous value to my studies. Now I am working as an independent consultant and I find the ability to return to eBSI Trade Finance Course Forums for practical and engaging discussions with my tutors and fellow graduates is an added bonus to the studies which cannot be underestimated.

I would like to thank the eBSI Team from the bottom of my heart for the opportunity to learn and network with other trade finance professionals here.



**Etiemana Idaresit  
Bilingual Finance Manager and International  
Trade Professional, Nigeria**



When I first enrolled for this program I was seeking a formal recognition of my Trade Finance skills. The eBSI Trade Finance Course has exceeded my expectations. The online methodology meant I could study when it was convenient.

What I did not expect was the pleasant bonus of being able to network with professionals from so many countries around the world! That is a great benefit! Thank you eBSI for this engaging course.



**Md. Bakhteyar Hossain, Mutual Trust Bank Ltd. Dhaka, Bangladesh**



It gives me a great pleasure in getting successful completion of my eBSI Trade Finance Course. And to this, once again I am extremely indebted to the entire team of eBSI for their constant support / guidance / help to make this possible for me.

I would also like to extend my special gratitude to Mr. Vincent O'Brien for giving me this opportunity to be an FIT through your esteemed institution. His encouragement guidance only allowed me to achieve this milestone. Thank you, Sir. Once again I am extremely thankful for your all support and help.



**Sohail Hussain, VP / Trade Ops Head, Dubai Islamic Bank – Pakistan**



Its been a real pleasure studying under your support. I must acknowledge one thing, which I have experienced while I studied. You have been tremendous support.

I am sure even eBSI Trade Finance Course ends up here, we will remain part of EBSI network and team for ever. Thank you for every support and cooperation you provided to us during this program.



**Burhan Akhlaq, General Manager, Shakoor & Co, Karachi, Pakistan**



I am pleased that I am part of the eBSI Trade Finance Course; it not only gave recognition to my Trade Finance skills and practice, but also exceeded my expectation and introduced me to the new concepts as well.

I would like to extend my special gratitude to Mr. Thomas Smith for his support throughout the course. Being an online course, it ensured to provide ample opportunity to study as convenient. Discussion forum is great place to interact with other trade practitioners and to converse on issues. Thanks eBSI for this highly practical course, I would definitely recommend it to all trade practitioners."



**Muhammad Tahir Baig Askari Bank, Pakistan**



Without solid foundations it is impossible to build something solid!

The eBSI Trade Finance Course provides a solid foundation in the key areas for skill and knowledge in international trade finance.

At Eastern Bank Limited we have seen graduates of the program move through an accelerated learning curve to become proficient in the delivery of trade finance products and services to our expanding trade customer base. Our staff have enjoyed the learning experience and appreciated being part of an expanding network of certified international trade finance professionals.



**Ahmed Shaheen, Head of Structured Trade Finance, Eastern Bank Ltd. Dhaka, Bangladesh**



The eBSI Trade Finance Course is a comprehensive one stop solution for all the trade finance professionals. It enriches you with the latest ICC standards and publications along with the basic concepts involved in the documentary credits.

It allows its participants to complete the course work at their own pace and ease, which is an added advantage for working professionals. There is still room available for improvement in the course content, but for anyone who is new to International Trade Finance, this course is a must.



**Jawad Iqbal, Associate, Corporate Banking Bank Alfalah – Islamabad, Pakistan**



I wish to express my special thanks to the International Finance Corporation for the kindness and helpful information in this course.

I highly appreciate this course and the international certification that it provides. Such a training would have been beyond my budget without the IFC's help. I also want to thank Mr. O'Brien and Andrie for their constant support in the forums which I found enlightening.



**Muhammad Naeem, Trade Officer, Muslim Commercial Bank, Pakistan**



The EBSI Trade Finance Certificate course program holds enormous benefit which cannot be measured; noteworthy is the quality of information and the professionalism with which information is relayed.

Frankly speaking, the EBSI Trade Finance Certificate course program should be the first point of call for any serious personal desiring insight in the tenets of international trade.

I recommend the EBSI Trade Finance Certificate course program without a moment's hesitation!



**Idoko Sylvester-Onoja Trade Products |Diamond Trade Centre Diamond Bank PLC, Lagos, Nigeria**



# eBSI Export Academy



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