

Advanced Letters of Credit Workshop

1 Day ALCW

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 L/Cs as well as reduce the risks and costs associated with presenting discrepant documents to the bank.

DESIGNED FOR

The workshop is suitable for:

- Experienced people who need a refresher and up-date.
- Those who have attended our 'How to Handle Letters of Credit' courses 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

LEARNING OUTCOMES

By the end of this course participants 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 USP 600 legislation and the opportunities it brings to their L/C performance.
- Identify the best performing banks and who to give their business to.

TOPICS COVERED

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 – L/C Confirmation

Other types of L/C – Transferable, Back-to-Back, Standby

L/C exercises

- Current examples and issues
- Checking the L/C upon receipt
- Identifying and reducing discrepancies
- Calculating the costs and how to manage them

Uniform Customs & Practice For Documentary Credits – UCP 600

Document Checking Exercise

Financing under Letters of Credit



EXTRA NOTES

An equivalent course is available in Arabic. Please call us for details.