

# Taking the Risk Out of Export Sales

1 Day

TRAE

## OVERVIEW

This one-day course enables participants to understand the risks, costs and cash flow pressures associated with international trade and how to manage them.

## DESIGNED FOR

Ideal for:

- Export Sales Teams.
- Finance Teams.
- Those involved in new or difficult overseas markets.
- Those who manage overseas debts.
- Those involved in negotiating favourable credit terms to promote the growth of sales.
- Those responsible for strategic and operational risk management.

## LEARNING OUTCOMES

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

- Understand the risks, costs and cash flow pressures associated with international trade and how to manage them.
- Establish an effective policy when dealing with overseas buyers.
- Assess alternative methods of payment.
- Understand key mechanisms for managing currency exposures.
- Reduce the risk of exchange losses.

## TOPICS COVERED

### Export Finance

- Key issues facing exporting companies
- Establishing an export credit policy; risk assessment; checking out the buyer and the market
- Delivery terms (INCOTERMS 2000)
- Trade Transaction and Financing Strategies: Advance Payment; Open Account: Documentary Letters of Credit; Documentary Collections & Bills of Exchange; Credit Insurance
- Bank Demand Guarantees

### Foreign Exchange Risk Management

- Understanding foreign exchange risk; how exchange risks arise; types of exchange risk
- Managing the risks - hedging techniques
- How do banks 'price' FX rates?
- Obtaining the best exchange rate and service from your bank or FX provider

## EXTRA NOTES

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