

# Certificate for Specialists in Demand Guarantees (CSDG)

In-cooperation with London Institute of Banking & Finance

Banking Operations



**In-Class**



**105 hours**



**EGP 22,500  
+ GBP 695**

## **Course Description:**

The Certificate for Specialists in Demand Guarantees (CSDG®) designed to enable demand guarantee professionals to demonstrate your knowledge and expertise. The qualification will develop your understanding in the use of guarantees, industry rules, legislation and the challenges relating to demand guarantees and standby credits. CSDG® enables you to demonstrate a high level of expertise and improves knowledge and understanding of the complex issues associated with demand guarantee best practice. CSDG develops the knowledge and skills required to manage demand guarantees and identify risks through application of knowledge and checking the accuracy of demand guarantee and standby credit presentations. Within this, it provides a core understanding of products, processes, parties, rules and regulations that underpin demand guarantees. The CSDG® will enable you as a demand guarantee professional to gain a practical knowledge and understanding of the complex issues associated with demand guarantee practice.

## **Target Audience:**

Letters of Guarantee officers

## **Course Objectives:**

**By the end of this course, participants will be aware of the following:**

- Demand guarantees – including tender, performance and advance payment
- Indemnities, Suretyships and standby letters of credit and how they compare
- Scope of industry rules including URDG 758 and ISP98
- Parties involved in demand guarantees and their roles and obligations
- Risk issues, including types, control and mitigations
- Impact of external factors including governing law and force majeure  
Reasons why you should take the CSDG?
- Enables you to demonstrate a level of expertise in demand guarantees that is recognized worldwide
- Improves your knowledge and understanding of the complex issues associated with demand guarantee best practice
- Helps you develop the skills to apply your knowledge in the workplace and to perform at a high level
- Gives you the right to add the professional designation 'CSDG' after your name
- Improves your career and promotion prospects

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## **Course Outline:**

### **Chapter 1:**

- Introduction
- Demand Guarantees and counter-guarantees in a nutshell
- The road to URDG 758
- A brief history of the revision
- URDG 758 and URDG 458

### **Chapter 2:**

- What are the URDG?
- Are there conditions for URDG to apply to a guarantee?
- How do the URDG apply?
- The URDG and the law
- Using the URDG : advantages to all parties
- The scope of URDG : what's in – what's out
- Other questions on the scope of URDG

### **Chapter 3:**

- Drafting a URDG guarantee
- Issuing a URDG guarantee
- Changing the terms of a URDG guarantee
- Making a presentation
- Examining a presentation
- Making payment
- Termination of the guarantee
- The relationship with the instructing party

### **Chapter 4:**

- Commentary on URDG 758 article by article
- ISP 98 in nutshell

### **Chapter 5:**

- The URDG in various languages
- The URDG and other ICC rules
- The URDG and the UN Convention
- The URDG as a model for national laws
- The URDG as a model for other organizations' standard guarantee forms
- The URDG in courts

### **Chapter 6:**

#### **International Standard Demand Guarantee Practice (ISDGP):**

- Definitions for some terms that defined in URDG as well as other terms that are not defined in the URDG.
- General drafting considerations.
- Expiry terms.

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- Governing law & its relative Jurisdiction.
- When is a guarantee “ issued”?
- Premature presentation & presentation in an electronic / digital form.
- Demands & supporting statement (s) under Article 15 (a) & (b).
- Extend or pay demand including examination & suspension technique.
- Standard for determination of compliance.
- Date of payment & Set-off rule.
- Non-complying Demand , waiver and notice.
- Force majeure.
- Transfer by operation of law.
- Fraud.
- Provisional court measure.
- Sanction clauses

## **Assessment Strategy:**

No final evaluation is required, as the participants will be directly examined through the London Institute of Banking & Finance

## **Course Language:**

English

## **Course Modality:**

In Class (Nasr City)

## **Prerequisites:**

Good command of English, and It is recommended that candidates have a minimum of three years in the letters of Guarantees

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## **Instructor Bio:**

**Mostafa El Toweiry**

## **Instructor Biography:**

- 22 Years of Banking experience within Retail Banking, E-Payments, and Cards & ATMs Operations associated with management, communication, and presentation skills. Knowledge about Cards & E-payment operating regulations for Visa, MasterCard, and Meeza networks. Along with Excellent Leadership and Managerial skills.

## **Current Position:**

- Head of Trade Finance Ops – at Attijariwafa Bank Egypt

## **Education:**

- Bachelor of Commerce – Ain Shams University, Cairo- the year 1990

## **Certifications:**

- Diploma in banking certificate from the Chartered Institute of Bankers – Scotland U.K. – year 2000
- MBA – Master of business administration from the Arab Academy for financial science & banking – Year 2007
- CDCS – Certificate in Documentary Credit Specialists – from The London Institute of banking & Finance U.K. – year 2008
- CITF – Certificate in International Trade & Finance from The London Institute of banking & finance U.K. – year 2010
- CSDG – Certificate for Specialists in Demand Guarantees, from The London Institute of banking & Finance U.K. – in year 2015

## **Years of Experience at EBI:**

- 8 years

## **Courses/Topics delivered:**

- CSDG – Certificate for Specialists in Demand Guarantees
- ISDGP – International Standard for Demand Guarantees Practices
- Local Guarantees & Standby L/C's
- International Trade & Finance including two main topics
  - o Introduction for Letters of Credit
  - o Documentary Collection