

# Certificate in Supply Chain Finance (CSCF)

## In cooperation with the London Institute of Banking & Finance

### Banking Operation



2258-1



In-Class



75 hours

### Course Description:

Supply Chain Finance (SCF) is a term that has been around for some time in the banking and finance market, but historically, definitions have varied considerably, and there has been little consistency across the range of solutions and products available. In fact, the term 'SCF' is often used to describe a Payable Finance solution (a.k.a. Supplier Finance or Reverse Factoring) when in reality this is just one technique amongst a very broad range of solutions. The SCF family of techniques includes both receivables-purchase-based and loan-based solutions, as well as traditional documentary trade finance. The certificate will introduce students to all these valid vehicles for financing supply chains. The defining characteristic of SCF is that the various techniques are driven by events in the physical supply chain, and as such, the analysis of the client's underlying trade cycle and the accurate identification of financing, risk mitigation (including foreign exchange management), and settlement needs are central to the approach.

### Target Audience:

- The Certificate in Supply Chain Finance (CSCF) is relevant if you work or are aspiring to work within an area dealing with SCF.
- Relevant departments such as: Trade Finance, Corporate Banking, and SMEs.

### Course Objectives:

To provide the knowledge and skills required to be an effective international supply chain finance professional.

### Key Content Areas

- The supply chain finance environment.
- The role of traditional trade finance products.
- The key components of trade cycle analysis.
- The application and implementation of supply chain finance techniques and associated legal, technological, cost, and risk implications.
- The importance of innovation and strategy.

### Qualification learning outcomes

On completing this qualification, you will:

- LO1: Understand the need for and use of Supply Chain Finance.

- LO2: Understand and be able to apply Trade Cycle Analysis.
- LO3: Understand and be able to structure Supply Chain Finance solutions.
- LO4: Understand the practicalities of the implementation of Supply Chain Finance.
- LO5: Understand alternative financing and innovation in Supply Chain Finance.

### Key skills developed

The qualification will encourage you to:

- Develop your ability to undertake trade cycle analysis.
- Develop your ability to structure supply chain finance solutions.
- Increase your ability to work and study independently, and to utilize resources effectively.

### Entry requirements

There are no specified entry requirements. However, a working knowledge of the basics of trade finance would be an advantage, and you need to be satisfied with your ability to study in English.

### Learning Resources

You are provided with the following learning resources:

- Online access to the core text through MyLIBF- [www.myLIBF.com](http://www.myLIBF.com).
- Access to Knowledge Bank (e-library) through MyLIBF.
- Online study course.
- Unit syllabus.
- Study planner.
- Specimen examination paper.
- Student handbook.
- student-led forum.

### What to do before the assessment

Examinations are taken electronically at any one of the Pearson VUE test centers worldwide. You must be registered to sit an examination at a center of your choosing (subject to demand/availability); this is managed by you. It is recommended that you book your exam three weeks in advance of your preferred examination date. However, subject to availability, an examination can be booked as little as 2 working days in advance. Examinations can be booked via the Pearson VUE website or by phone.

To prepare for the assessment, you should make use of all learning resources.

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### Assessment

CSCF is mandatory and assessed by way of a single examination lasting two and a half hours. The examination paper is split into two sections:

a. 60 marks are available for Section A: 60 multiple-choice questions (MCQs), students will select one answer from four provided, one mark available for each correct answer (total of 60 marks available); b. 40 marks are available for Section B: I. five MCQs, students will select one answer from four provided, one mark available for each correct answer (total of 5 marks available); Page 7 of 15 II. five multiple-response questions, students will select three answers from six provided, one mark available for each correct answer (total of 5 marks available); and c. 3 case studies comprising a combination of questions requiring students to evaluate the scenario, including questions requiring students to pair statements from a selection of options, 10 marks will be available for each case study (total of 30 marks available).

A total of 100 marks are available overall. The pass mark for the examination is 70% of the available marks; however, you must also achieve 60% of the marks available in section B to pass the qualification.

The structure of the assessment ensures that all course content is subject to assessment.

### Qualification Grading

- The overall qualification will be graded pass/distinction. To achieve a pass, you must achieve at least 70% overall (minimum of 60% for Section B).
- Grade: Pass Mark (%)
- Pass: 70-94
- Distinction: 95-100
- Feedback is provided via analysis sheets (available on [www.MyLIBF.com](http://www.MyLIBF.com)) in order for you to see the relative strength of assessment performance.

### Registration Period

CSCF has a twelve-month registration period.

### Re-sit attempts

There are no restrictions on the number of times you can resit the unit, although each resit will require a new registration and payment of the appropriate fee.

### Course Outline:

#### Module 1: Introduction to Trade Finance Instruments

- Understanding traditional trade finance instruments.
- Trade finance history.
- ICC publications and their relation to Trade Finance instruments.
- Documentary Credits, Letters of Guarantees, and Collection types and characteristics.
- Shipping documents (commonly used) characteristics.

#### Module 2: Preliminary principles of "Supply Chain"

- Supply chain importance and history.
- Interaction and comparison between Supply chain finance and Traditional trade finance tools.
- Identification and understanding of "Physical Supply Chain Finance".
- Understanding of the Financial Supply Chain and its consequences.
- Identify and understand the client drivers, risk mitigation, and trade flows.
- International and Domestic trade key factors.
- Impact of "Digitization" on Supply Chain Finance and Traditional trade Finance instruments.
- Working Capital Cycles and contractual commercial relations.

#### Module 3: Analyzing and preparing for a successful "Supply Chain Finance"

##### Structure

- Identifying and quantifying the client's needs.
- Identifying risks and setting risk mitigation factors/plan.
- Overall Risk Management under Supply Chain Finance.
- Assess the proper trade finance instruments.
- Assess the proper Supply chain finance instruments.
- Identify the operational cycles/processes under Supply Chain Finance.
- Set the initial Supply chain structure.

#### Module 4: Supply Chain Finance Pre-Fact and Post-Fact controls

- Understand and apply the benefits of supply chain finance solutions.
- Understand and apply the supply chain finance framework.
- Understand the legal framework underpinning supply chain finance.
- Understand and analyze the competitive environment.

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- Pricing and working capital requirements of supply chain finance solutions.
- Understand and apply onboarding and the implications for supply chain finance.
- Compliance and Sanctions considerations.
- Understanding of innovation and development within the supply chain finance sector.

### Assessment Strategy:

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

### Course Language:

English

### Prerequisites:

There are no specified entry requirements. However, you need to be satisfied with your ability to study in English at Level 3.

### Instructor Bio:

#### Khaled Khedr Haggag

Khaled Haggag has extensive banking experience spanning approximately 30 years in the field of banking operations, especially in trade finance. He started his banking career at Credit International D'Egypt Bank in 1990 in the Foreign Department. He later moved to Misr International Bank (Mibank), where he worked for about 15 years, rotating through various operations departments at the head office, primarily focusing on trade finance.

In 2008, he joined BNP Paribas Bank - Egypt as Head of Corporate Centralized Departments and later became Head of the Operations Division. In 2017, he joined Arab International Bank in Egypt as Head of the Operations Division and Support Functions. In 2019, he returned to Société Arab International De Banque (SAIB) as Head of the Operations Division. In 2021, he was appointed as an expert in the Egyptian Economic Courts - Ministry of Justice.

#### Current Position:

Head of Operations Division and Support Functions in Societe Arab International De Banque (SAIB).

#### Education:

Bachelor of Commerce, Cairo University (1986-1990).

#### Certifications:

Holds internationally recognized certifications in the trade finance field from the London Institute of Banking & Finance LIBF:

- Certificate for Documentary Credit Specialists (CDCS).
- Certificate for Specialists in Demand Guarantees (CSDG).

#### Years of Experience at EBI:

20 Years

#### Courses/Topics delivered

- Trade Finance Tools Products.
- Banking Operations.