



9203-1



In-Class



25 hours



EGP 9,750

Course Description:

This course is designed for trade finance staff, relationship managers, and risk management staff. Participants will gain a comprehensive understanding of the international trade lifecycle, explore the various risks associated with cross-border trade and their underlying causes, and examine the structured risk management processes that different parties should adopt. The course emphasizes practical strategies to mitigate and control risks when executing international trade transactions.

Target Audience:

- Trade finance staff.
- Relationship managers.
- Risk management staff.

Course Objectives:

- Understand the mechanisms and lifecycle of trade finance instruments.
- Identify different risks related to international trade.
- Understand the Risk Management process.
- Determine the banking tools to mitigate and control Risks.

Course Outline

Module 1: Trade Transaction Lifecycle Understanding

- Sales contract and its terms and conditions.
- Payment terms under trade transactions.
- Shipping documents.
- Incoterms.

Module 2: Types of Risk related to international Trade.

- Understanding risk and uncertainty.
- Factors influencing risk categorization.
- Risks faced by exporters and importers.
- Risks faced by banks.
- The impact of risk on trading parties.

Module 3: Risk Management Process

- Different Risk management process.
- Causes of credit risk.
- Credit assessment and the usage of working capital metrics.
- The Purpose and key elements of credit assessment.

Module 4: Banking mitigation methods

- Risk exposures for banks in trade finance.
- Risk distribution tools and their purpose.
- Mitigating risks through monitoring and control of transactions.
- The different security options available to banks that finance trade transactions.

Assessment Strategy

Participants will be informally assessed on their interaction during sessions and their participation in group exercises.

Course Language:

English.

Prerequisites:

None.



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Instructor Bio:

Mr. Mohamed Montaser

Mohamed Montaser has extensive banking experience spanning approximately 10 years in the field of trade finance. Mohamed's training methodology focuses on real-world case studies, risk evaluation projects, and practical trade finance applications. His strategic approach, combined with practical insights, makes his training sessions engaging and highly effective for a diverse audience in trade finance training.

Current Position

Trade Finance Manager

Education

Bachelor of Commerce and Business Administration, Helwan University (2008-2012)

Certifications

holding international recognized certificates in the trade finance field from the London Institute of Banking & Finance LIBF:

- Certificate for Documentary Credit Specialists (CDCS)
- Certificate in international trade and finance (CITF)
- Certificate in International Trade Risk (CITR)

As a result of successfully passing the above-mentioned three Certificates, he was awarded the Qualified Trade Finance Specialist diploma (QTFS) by the London Institute of Banking and Finance.

Courses/Topics delivered

- Trade Finance tools products.
- Banking Operations.