

Trade Finance: Letters of Credit & UCP 600

Learn to structure and manage trade finance transactions using letters of credit, guarantees and UCP 600 compliance requirements.

3 Days

4 HOURS A DAY

9

MODULES

22

TOPICS

2

HANDS-ON ACTIVITIES

COURSE OVERVIEW

This course introduces the fundamentals of trade finance, covering its role in international and domestic trade, key stakeholders, core documents such as invoices and bills of lading, and the risks involved. It then examines trade finance instruments including letters of credit, bills of exchange, promissory notes, bank guarantees and documentary collections, along with their workings, advantages and limitations. It concludes with the regulatory and compliance framework, including UCP 600 and INCOTERMS 2020, anti-money laundering and know-your-customer requirements, and the operational lifecycle of a trade finance transaction from initiation to settlement.

WHO THIS COURSE IS FOR

Trade Finance Professionals

Exporters

Importers

Bank Officers

Compliance Officers

Regulators

LEARNING OBJECTIVES

- Explain the role of trade finance in international and domestic trade
- Identify key stakeholders and documents in trade finance transactions
- Analyse payment, operational and compliance risks in trade finance
- Compare instruments such as letters of credit and bank guarantees
- Assess the advantages and limitations of key trade finance instruments
- Interpret regulatory requirements under UCP 600 and INCOTERMS 2020
- Describe compliance essentials including AML and KYC requirements
- Plan the operational lifecycle of a trade finance transaction

Certification

Post-Training Deliverables:

Handouts: Summary of key concepts, templates, and trade finance guidelines.

Assessment: Post-training quiz and feedback form.

Certification: E-certificate for participants who complete the program.

TRAINING APPROACH

This program balances theoretical knowledge, practical application, and interactive activities to ensure an engaging learning experience.

COURSE SYLLABUS

9 Modules, 22 Topics

DAY 1

Understanding Trade Finance Basics

4 hours (240 minutes)

Introduce participants to the fundamentals of trade finance, its importance, and applications.

01

30 minutes

Introduction to Trade Finance

TOPICS

- Definition and overview
- Importance in international and domestic trade
- **Key stakeholders:** exporters, importers, banks, and regulators

02

45 minutes

Trade Finance Ecosystem

TOPICS

- Overview of global trade
- Role of trade finance in mitigating risks
- **Key documents in trade finance:** Invoice, Bill of Lading, etc.

03**45 minutes**

Risks in Trade Finance

TOPICS

- Payment risk, operational risk, and compliance risks
- **Case study:** Real-world examples of trade finance challenges

04**60 minutes**

Interactive Activity

TOPICS

- **Group discussion:** “Identify trade finance challenges in your business context”
- Scenario-based quiz to recap the day’s learnings

DAY 2

Types of Trade Finance Instruments

4 hours (240 minutes)

Deepen participants' understanding of various instruments used in trade finance and their applications.

01**60 minutes**

Overview of Trade Finance Instruments

TOPICS

Letters of Credit (LCs): Types and functions · Bills of Exchange and Promissory Notes · Bank Guarantees · Documentary Collections

02**75 minutes**

Detailed Analysis of Instruments

TOPICS

Working of key instruments · Advantages and limitations · Real-life use cases for each instrument

03**60 minutes**

Interactive Case Study

TOPICS

- **Case-based learning:** Structuring an LC and addressing compliance issues

Equip participants with regulatory knowledge and operational skills for managing trade finance transactions.

01**60 minutes**

Regulatory Framework

TOPICS

- **International regulations:** UCP 600, INCOTERMS 2020, etc.
- **Compliance essentials:** Anti-Money Laundering (AML), Know Your Customer (KYC)

02**75 minutes**

Operational Procedures in Trade Finance

TOPICS

- **Transaction lifecycle:** Initiation to settlement
- **Monitoring trade finance processes** for efficiency and accuracy

Final Project: End-to-End Trade Finance Case

75 minutes

WHAT IS INCLUDED

Everything You Need to Succeed

- Koenig course material for every module
- Delivery by certified instructors and subject matter experts
- Hands-on exercises throughout the course
- Course completion certificate from Koenig

ABOUT KOENIG

Who We Are

Established in 1993, Koenig Solutions is a globally recognised training provider with 35+ technology partnerships, 5,000+ training programmes and a network of certified instructors and subject matter experts, supporting individuals and enterprise teams worldwide.

FLEXIBLE DELIVERY

Learn the Way That Suits You

Classroom Training

Live Online Classes (ILO)

Fly-Me-A-Trainer (FMAT)

Flexi (Self-Paced)

1-on-1 Training

Ready to Get Started?

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