

Trade Finance Training Workshop

Foundations of International Trade & Finance

Pristina – Thursday 15 & Friday 16 February 2018

Supported through the EBRD TFP by



THE GOVERNMENT
OF THE GRAND-DUCHY OF LUXEMBOURG
Ministry of Finance

Objectives and scope of training

This workshop has been developed by the EBRD Trade Facilitation Programme (EBRD TFP) with the objective of providing the players in the international trade supply chain with the foundation knowledge in international trade and finance in order to expand their business in international markets.

The target participants for this training are trade finance operations staff, business development executives within banks, small to medium sized companies, transport operators, insurers and legal advisors.

This workshop has the valuable additional feature of acting as a preparation event for participants that may wish to acquire an international recognised qualification known as the Certificate in International Trade and Finance (CITF ©) which was developed by the London Institute of Banking and Finance in partnership with the International Chamber of Commerce.

Timing	:	Day 1 – 09.30 until 17.00 Day 2 – 09.30 until 15.00
Facilitator	:	Mr. Vincent O'Brien, EBRD Trade Finance Trainer and Member Executive Committee, ICC Banking Commission.
Venue	:	Shoqata e Bankave të Kosovës, Lidhja e Pejës Stret, Industrial Zone, 10000 Prishtina
Language	:	Delivered in English without translation.
Catering	:	Lunches and coffee breaks provided to registered guest delegates.
Certification	:	All successful delegates will receive a certificate of completion awarded by the EBRD TFP in association with the London Institute of Banking and Finance.

Workshop participants qualify for 12 CPD Learning Hours/ PDUs towards recertification for ICC CDCS and/or CSDG

- The London Institute of Banking and Finance acclaimed manual "Guide to International Trade & Finance" will be available to all participant in soft copy as learning materials with compliments of the London Institute of Banking & Finance.
- This workshop provides advanced preparation for CITF examinations



SHQQATA E BANKAVE TE KOSOVES
KOSOVO BANKING ASSOCIATION



European Bank
for Reconstruction and Development

**The London Institute
of Banking & Finance**

Workshop Contents

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Target Participants

The target participants for this training are trade finance operations staff, business development executives within banks, small to medium sized companies SME'S transport operators, insurers and legal advisors.

CITF Exam Ready Preparation

This workshop also acts as a preparation event for participants that may wish to acquire an international recognised qualification known as the Certificate in International Trade and Finance (CITF ©) which was developed by the London Institute of Banking and Finance in partnership with the International Chamber of Commerce.

Workshop Topics

- Presentation 1 - Overview of International Trade Finance
- Presentation 2 - Practical Aspects of International Trade Finance
- Presentation 3 - Overview of Methods of Payment in International Trade
- Presentation 4 - Agreeing the International Contract and INCOTERMS 2010
- Presentation 5 - The role of commercial and transport documents
- Presentation 6 - Documentary Collections
- Presentation 7 - Documentary Letters of Credit
- Presentation 8 - Issuing a Documentary Credit and completing the application form
- Presentation 9 - Bonds Guarantees and Standby Letters of Credit.
- Presentation 10 - Short term trade financing techniques
- Presentation 11 - Islamic Trade Finance
- Presentation 12 - Financial Crime and fraud in international trade finance transactions
- Presentation 13 - EBRD Trade Facilitation Programme
- Presentation 14 - Benefits of CITF International Certification

Presentations supported by interactive cases and simulations

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Facilitator : Mr. Vincent O'Brien, EBRD Trade Finance Trainer and Member Executive Committee, ICC Banking Commission.

**The London Institute
of Banking & Finance**

- The London Institute of Banking and Finance acclaimed manual "Guide to International Trade & Finance" will be available to all participant in soft copy as learning materials with compliments of the London Institute of Banking & Finance.
- The materials, cases and simulations will also be provided to each participants on USB memory stick complimentary from EBRD Trade Facilitation Programme.

Workshop Facilitator

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The Facilitator



Mr. Vincent O'Brien is a member of the Executive Committee of the Banking Commission of the International Chamber of Commerce (ICC). He is also a Vice Chair of the Banking Commission of ICC UAE.

Mr. O'Brien has more than 25 years' international trade banking experience and has delivered trade finance technical assistance in developing trade finance in more than 100 countries worldwide.

He's core expertise is in trade finance dispute resolution and has acted as an expert witness in major international trade related disputes cases. He was recently appointed as a Director of the Institute of International Banking Law and Practice (IIBLP) in Washington, USA.

Mr. Vincent O'Brien is also Technical Trade Advisor to China Systems Corporation.

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