MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

Phone: +601116373203 | **Email:** info@mawaevents.net

TRADE FINANCE

""Mastering the Instruments, Risks, and Mechanics of International Trade Transactions""

Schedule

Date	Venue	Fees (Face-to-Face / Online)
24 – 25 Mar 2026	Online	USD 700 per delegate
10 – 11 Jun 2026	Doha, Qatar	USD 1995 per delegate
01 – 02 Jul 2026	Dubai, UAE	USD 1995 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

Trade finance plays a critical role in facilitating international trade by bridging payment gaps between buyers and sellers, managing transaction risk, and supporting working capital. Whether importing goods, exporting services, or dealing with intermediaries, understanding trade finance instruments is essential for minimizing risk and enhancing profitability.

This intensive two-day course offers a practical understanding of trade finance products, documentation, compliance frameworks, and operational workflows. Participants will learn how letters of credit, guarantees, bills for collection, and supply chain finance instruments are used to support global trade. The course also explores UCP 600, Incoterms, and the impact of compliance and sanctions on trade activities.

Objectives

By the end of this course, participants will be able to:

- Identify the key trade finance instruments and their applications
- Structure trade transactions to manage payment, credit, and delivery risks
- Interpret key international rules including UCP 600 and Incoterms 2020
- Navigate trade documentation, workflows, and bank processes
- Understand risk mitigation, compliance, and regulatory obligations

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Why Attend

- Gain practical skills in structuring and managing international trade deals
- Learn how to use letters of credit and guarantees effectively
- Improve your ability to identify and manage trade-related risks
- Strengthen compliance with trade finance documentation and rules
- Support supply chain finance and working capital optimization

Target Audience

This program is designed for:

- Trade finance officers and bankers
- Exporters, importers, and logistics professionals
- Treasury, credit, and compliance staff
- Procurement, sales, and contract managers involved in trade
- Professionals working in shipping, freight, and forwarding

Individual Benefits

Key competencies that will be developed include:

- Practical application of trade finance instruments
- Transaction structuring for risk management
- Handling L/Cs, bills for collection, and standby instruments
- Trade documentation interpretation and compliance checks
- Knowledge of UCP 600, Incoterms, AML, and sanctions implications

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Reduced trade payment risk and fraud exposure
- More effective contract negotiation and trade structuring
- Enhanced efficiency in cross-border transactions
- Compliance with international trade finance standards
- Increased access to liquidity through trade finance tools

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – Core concepts and rules governing trade finance
- Case Studies – Real trade scenarios with instrument selection and documentation
- Workshops – Drafting and analyzing L/Cs, collections, and guarantees
- Peer Exchange – Experiences in handling trade disputes and compliance issues
- Tools – Templates for L/Cs, SWIFT messages, checklists, and trade flows

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Course Outline

Detailed 2-Day Course Outline

Training Hours: 07:30 AM – 3:30 PM **Daily Format:** 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Instruments, Rules, and Risk Management

- Module 1: Introduction to Trade Finance and Its Role (07:30 – 09:30) • Trade cycle overview, buyer-seller-bank relationships
- Module 2: Core Trade Finance Instruments (09:45 – 11:15) • Letters of credit (sight & usance), bills for collection, guarantees
- Module 3: UCP 600, Incoterms 2020, and Risk Allocation (11:30 – 01:00) • Responsibilities, risks, and documentation terms
- Module 4: Workshop – Structuring a Trade Transaction with L/C (02:00 – 03:30)

Day 2: Documentation, Compliance, and Supply Chain Finance

- Module 1: Trade Documentation and Bank Requirements (07:30 – 09:30) • Commercial invoice, packing list, bill of lading, inspection and insurance certificates
- Module 2: Sanctions, AML, and Compliance in Trade Finance (09:45 – 11:15) • KYC, dual-use goods, red flags, and regulatory screening
- Module 3: Supply Chain Finance and Modern Practices (11:30 – 01:00) • Payables finance, forfaiting, and digital trade platforms
- Module 4: Certification and Wrap-Up (02:00 – 03:30) • Case simulation, final Q&A, and certificate distribution

Certification

Participants will receive a Certificate of Completion in Trade Finance, confirming their knowledge of international trade instruments, risk management, and compliance practices for secure and efficient global transactions.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

In-House / Customized Training Interested in running this course for your team? Please contact us:	TEL: **+601116373203**	EMAIL: **info@mawaevents.net**

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