

CASE STUDIES ON LETTERS OF CREDIT (A HIGHLY INTERACTIVE & HANDS ON WORKSHOP)

"Mastering the Application, Structuring, and Risk Mitigation of Letters of Credit Through Real-World Scenarios"

Schedule

Date	Venue	Fees (Face-to-Face)
09 - 10 Jul 2026	Dubai, UAE	USD 1995 per delegate

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

Introduction

Letters of Credit (LCs) remain a vital instrument in international trade and finance, providing assurance to exporters and importers alike. However, their complexity and susceptibility to discrepancies demand deep understanding and hands-on expertise to ensure effective usage and risk management.

This interactive workshop is designed for professionals involved in trade finance, procurement, and contracting, using real-life case studies to build practical skills in LC structuring, compliance, documentation, and problem resolution. Participants will actively analyze scenarios, spot red flags, and simulate LC applications to improve their transactional confidence and accuracy.

Objectives

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

- Understand the full lifecycle and legal framework of Letters of Credit
- Identify and resolve common discrepancies and documentation errors
- Structure LCs to minimize risk and protect both buyer and seller interests
- Apply ICC rules (UCP 600, ISBP) in day-to-day trade transactions
- Analyze and solve LC disputes using practical case-based scenarios

Why Attend

- Learn from real-world LC cases across industries and regions
- Enhance your accuracy and risk awareness in handling LCs
- Improve communication between procurement, trade finance, and legal teams
- Build confidence in structuring and interpreting trade documents
- Avoid costly mistakes and ensure regulatory compliance in cross-border trade

Target Audience

This program is designed for:

- Trade finance and banking professionals
- Procurement and contract managers
- Import/export officers and supply chain personnel
- Legal advisors and contract specialists
- Treasury, risk, and compliance professionals involved in trade

Individual Benefits

Key competencies that will be developed include:

- In-depth knowledge of LC instruments and rules
- Ability to identify risk points and mitigate documentation issues
- Expertise in resolving discrepancies and managing claims
- Hands-on skill in completing and verifying LC documentation
- Better alignment with international trade protocols

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Stronger controls over trade finance and contractual obligations
- Reduction in rejected LCs, delays, and costly amendments
- Improved collaboration between departments handling trade documents
- Lower exposure to fraud, non-compliance, and transactional risk
- Enhanced supplier relationships and reliability in execution

Instructional Methodology

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

- Strategy Briefings - LC types, structures, and compliance frameworks
- Case Studies - Real disputes, discrepancies, and corrective actions
- Workshops - Analyze, complete, and troubleshoot LC documents
- Peer Exchange - Group reviews of diverse transactional challenges
- Tools - Sample LCs, UCP 600/ISBP checklists, document templates

Course Outline

Training Hours: 7:30 AM - 3:30 PM Daily Format: 3-4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 - 02:00

Day 1: Fundamentals and Risk Management of Letters of Credit

- Module 1: Introduction to Letters of Credit and UCP 600 (07:30 - 09:30) • Purpose, parties, and rules overview
- Module 2: Types of LCs and Their Applications (09:45 - 11:15) • Sight, usance, revolving, standby, red clause, transferable
- Module 3: Common Pitfalls and Discrepancies in LCs (11:30 - 01:00) • Incorrect descriptions, dates, inconsistent documentation
- Module 4: Workshop - Discrepancy Diagnosis (02:00 - 03:30) • Group review of flawed LC documentation

Day 2: Advanced Structuring and Case-Based Practice

- Module 5: Structuring LCs to Match Contract Terms (07:30 - 09:30) • Shipping terms, payment conditions, partial shipments
- Module 6: Applying ISBP 821 in Practical Scenarios (09:45 - 11:15) • Interpretation rules for trade documents
- Module 7: Case Studies - LC Fraud, Disputes, and Resolution (11:30 - 01:00) • Real examples involving banks, buyers, and sellers
- Module 8: Final Workshop - Draft and Evaluate an LC Set (02:00 - 03:30) • Teams simulate the drafting and checking process

Certification

Participants will receive a Certificate of Completion in Case Studies on Letters of Credit, validating their practical expertise in handling, structuring, and resolving issues related to LCs in international trade operations.

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