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COURSE BROCHURE

Advanced Trade Finance and Documentary Credits Course

19 – 30 September 2027
Muscat

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Registered in the United Kingdom and Saudi Arabia

Advanced Trade Finance and Documentary Credits Course

Ref: 187_5628 **Date:** 19 – 30 September 2027 **Location:** Muscat **Fees:** 9900 GBP

Trade Finance and Documentary Credits is a 2-week training course for trade finance officers, relationship managers and corporate importers and exporters, ending with each participant assembling a Trade Deal Risk and Documents Pack. As supply chains lengthen and banks screen every shipment more closely, a poorly structured credit or guarantee can delay cargo, freeze working capital or expose a bank to fraud. Jupiter Prime Training delivers this course for experienced trade practitioners.

Why Trade Finance and Documentary Credits Matter Now

Three forces shape trade finance today. Importers and exporters are moving to open account and supply chain platforms, while banks still need security on riskier corridors. Financial crime teams expect trade desks to detect over-invoicing, dual-use goods and suspicious voyages before funds move. Volatile commodity prices stretch collateral. Handled well, cargo moves and losses stay small; handled badly, presentations are refused and claims go unpaid. The course rests on the Uniform Customs and Practice for Documentary Credits UCP 600, the International Standard Banking Practice ISBP 821, the International Standby Practices ISP98, the Uniform Rules for Bank-to-Bank Reimbursements URR 725 and the Incoterms rules.

Who Gains Most from Trade Finance and Documentary Credits

- Officers who issue, advise and confirm letters of credit and examine presented documents
- Relationship managers who structure trade facilities and price exposure for corporate clients
- Specialists who draft and handle claims under demand guarantees and standby credits
- Treasury and export staff in trading companies who negotiate payment terms with overseas counterparties
- Analysts who screen trade transactions for laundering, sanctions and fraud indicators

A trade services unit gains most when its front-office bankers and document checkers attend together, so that facilities are sold in the form operations can process cleanly.

Trade Finance and Documentary Credits Capabilities

The outcomes below follow a shipment from the sales contract through presentation, settlement and screening.

- Design a payment structure that matches Incoterms, credit type and counterparty risk — the credit committee
- Apply UCP 600 and ISBP 821 to examine documents and issue sound discrepancy notices — issuing and confirming banks
- Specify guarantee and standby wording that fits the underlying contract — beneficiaries and applicants
- Build supply chain and commodity finance structures with controlled collateral — lenders and corporate treasurers
- Assess trade transactions for laundering and sanctions red flags — financial crime officers
- Communicate a deal structure with mitigants and a documents checklist — clients and operations teams

Key Trade Finance and Documentary Credits Terms

- Documentary credit — a bank's independent undertaking to pay the seller against presentation of stated documents that comply with the credit's terms.
- Complying presentation — a set of documents consistent with the credit, the applicable rules and international standard banking practice.
- Confirmation — a second bank's added undertaking to honour a credit, protecting the seller against issuing bank and country risk.
- Standby letter of credit — a credit used as a guarantee, paid when the beneficiary presents a statement of default.
- Approved payables finance — a buyer-led arrangement letting suppliers sell approved invoices early at a discount based on the buyer's credit.
- Trade-based money laundering — moving illicit value through trade by misrepresenting price, quantity or quality of goods.

Trade Finance and Documentary Credits Day by Day

Day 1: The Trade Cycle and Its Payment Risks

- Open Account Versus Secured Terms — Choosing the Payment Method Ladder
- Counterparty and Country Risk Mapping — Exposure Before Contract Signing
- Sales Contract Payment Clauses — Aligning Commercial and Bank Terms
- Bank Roles in a Trade Deal — Issuing, Advising, Confirming, Nominated
- Trade Flow Diagram — Goods, Documents and Funds in Sequence

Day 2: Incoterms in Payment Structuring

- Incoterms Rule Selection — Transfer of Risk and Cost
- Matching Incoterms to Transport Documents — Presentation Feasibility Checks
- Insurance Responsibility Under Each Rule — Cover Required in Credits
- Delivery Point and Title Transfer — Security Interest for Lenders
- Incoterms Mismatch Cases — Disputes Between Contract and Credit

Day 3: Documentary Credits Under UCP 600

- UCP 600 Articles in Practice — Autonomy and Strict Compliance
- Credit Types — Sight, Deferred Payment, Acceptance and Negotiation
- Transferable and Back-to-Back Credits — Intermediary Trader Structures
- Red Clause and Revolving Credits — Pre-Shipment Funding Choices
- Credit Amendments — Consent, Partial Acceptance and Timing

Day 4: Document Examination With ISBP 821

- ISBP 821 Examination Practice — Consistent Reading of Documents
- Commercial Invoice and Packing List Checks — Description and Quantity
- Bill of Lading and Air Waybill Review — Clean, On-Board, Consigned
- Discrepancy Notices and Waivers — Refusal Procedure and Deadlines
- Reimbursement Claims Under URR 725 — Interbank Settlement Flow

Day 5: Documentary Collections and Confirmation

- Documents Against Payment and Acceptance — Control of Title Documents
- Collection Instruction Drafting — Protest, Charges and Release Conditions
- Silent and Open Confirmation — Pricing Issuing Bank Exposure
- Forfaiting and Discounting Accepted Drafts — Liquidity for Exporters
- Collection Versus Credit Decision Matrix — Cost Against Security

Day 6: Bank Guarantees and Standby Credits

- Demand Guarantees Versus Suretyship — Independence of the Undertaking
- Bid, Performance and Advance Payment Guarantees — Wording by Purpose
- Standby Credits Under ISP98 — Drawing Conditions and Examination
- Counter-Guarantees and Indirect Structures — Cross-Border Issuance Chains
- Extend or Pay Demands and Expiry — Claims Handling Choices

Day 7: Supply Chain Finance

- Approved Payables Finance — Buyer-Led Supplier Funding
- Receivables Discounting and Factoring — With and Without Recourse
- Distributor and Inventory Finance — Funding Stock Through Channels
- Pre-Shipment and Purchase Order Finance — Working Capital for Suppliers
- Platform Onboarding and Data Feeds — Invoice Verification and Dilution

Day 8: Structured Commodity Finance

- Borrowing Base Facilities — Advance Rates on Eligible Stock
- Warehouse Receipts and Collateral Managers — Control of Physical Goods
- Pre-Export Finance Structures — Offtake Contracts as Repayment Source
- Price Risk Hedging in Commodity Deals — Margin Calls and Haircuts
- Commodity Fraud Red Flags — Duplicate Receipts and Phantom Cargo

Day 9: Trade-Based Money Laundering Checks

- Trade-Based Money Laundering Typologies — Over and Under Invoicing
- Unit Price and Vessel Screening — Anomalies in Goods and Voyages
- Dual-Use Goods and Sanctions Screening — Parties, Ports and Cargo
- Red Flag Escalation Workflow — Documented Rationale for Decisions
- Customer Due Diligence for Trade Clients — Expected Activity Profiles

Day 10: Practising the Trade Deal Risk and Documents Pack

- Payment Structure Rehearsal — Applying Incoterms and Credit Choice to a Machinery Export
- Presentation Check Drill — Applying ISBP 821 to a Food Import File
- Guarantee Wording Exercise — Applying ISP98 to a Construction Contract
- Screening Simulation — Applying Laundering Red Flags to Both Deals
- Trade Deal Risk and Documents Pack — Structure, Mitigants and Checklist

Applying Trade Finance and Documentary Credits After the Course

- Review the unit's ten most recent refused presentations against ISBP 821 and draft a guidance note on the recurring discrepancies.
- Rerun the payment method ladder for one key client corridor and propose where a confirmed credit or approved payables finance should replace open account.

Trade Finance and Documentary Credits Questions FAQ

What are trade finance and documentary credits and why do they matter now?

Trade finance and documentary credits are the bank instruments that secure payment and fund goods between buyers and sellers. They matter now because longer supply chains, volatile prices and tighter financial crime checks make sound structuring the difference between paid shipments and stalled cargo.

Which roles gain most from trade finance and documentary credits training?

Trade finance officers, relationship managers and corporate importers and exporters gain most. Bankers sharpen document examination and facility structuring, while corporate staff learn to negotiate payment terms and present documents that banks can pay without delay.

How does a trade finance and documentary credits course differ from a treasury or credit risk course?

A trade finance and documentary credits course works at the level of individual shipments and instruments. A treasury course centres on group liquidity and funding, and a credit risk course on borrower ratings; this course joins Incoterms, credits, guarantees and screening around each transaction.

What do you bring back from trade finance and documentary credits training?

You bring back a structured trade deal with chosen instruments, risk mitigants and a documents checklist. You also return with examination, guarantee drafting and red flag screening methods your unit can use on its next presentation.

Trade Finance and Documentary Credits: The Way Forward

The Trade Deal Risk and Documents Pack sets out the payment structure, mitigants and every document a transaction needs. Its first use is the next facility proposal, where the relationship manager and credit committee test the structure before terms are offered to the client. Revisit its screening checks and collateral controls after the first shipment settles, when real discrepancies and delays show which safeguards worked.