

# Course : Managing international payment guarantees

**Trade Finance: tools for financing the risks of international trade**  
*Synthesis course - 2d - 14h00 - Ref. TRY*  
**Price : 1720 € E.T.**

Trade Finance is a set of techniques and products designed to finance and secure international trade operations. In addition to presenting the ecosystem of different financial products, this course focuses specifically on international payment guarantees.

## Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Understanding the challenges of international trade
- ✓ Identify the benefits of letters of credit as a payment, financing and import-export risk management tool
- ✓ Manage letters of credit and any irregularities that may arise

## Intended audience

Anyone in the banking, insurance, import-export or logistics sectors wishing to learn more about trade finance.

## Prerequisites

No special knowledge required.

## Course schedule

- 1 The challenges of Trade Finance**
  - Basel III regulations.
  - The challenges of compliance.
- 2 General terms and conditions for international sales and logistics**
  - The various support teams.
  - Transportation.
  - Incoterms.
  - Customs procedures.

### PARTICIPANTS

Anyone in the banking, insurance, import-export or logistics sectors wishing to learn more about trade finance.

### PREREQUISITES

No special knowledge required.

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

### 3 Payment instruments and techniques, the documentary chain

- From the physical supply chain to documents.
- Payment methods: by payment, by acceptance, by deferred payment
- Choice of documents.
- Optimizing document delivery.
- Obtaining payment by documentary credit.
- Payment instruments and techniques.

### 4 International warranties

- Stand-by Letters of Credit.
- Guarantee organizations.
- Public bodies.
- Private organizations.
- Banks.
- Insurance companies.

### 5 International bonds and guarantees

- The warranty technique.
- Payment methods.

### 6 Import documentary credit mechanisms and procedures

- Linking credit content to the commercial contract.
- Amounts, validities, payment terms, documents to be used and drafting methods.
- Issuing request by the client.
- Determining the documents required for credit.
- Credit realization.

### 7 Export documentary credit mechanisms and procedures

- Receipt of credit by beneficiary.
- Use of credit by the beneficiary.

### 8 Documentary credit: a financing tool?

- Mobilizing documentary credits.
- Transferable and back-to-back documentary credits.
- Financing receivables: receivables financing, forfaiting.

#### TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

#### TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

#### ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at [psh-accueil@orsys.fr](mailto:psh-accueil@orsys.fr) to review your request and its feasibility.

## Dates and locations

### REMOTE CLASS

2026 : 16 June, 22 Sep., 17 Dec.

### PARIS LA DÉFENSE

2026 : 16 June, 22 Sep., 17 Dec.