

# Course : Operational management of documentary credits

**Practical course - 2d - 14h00 - Ref. CDI**

**Price : 1540 CHF E.T.**

NEW

Master documentary credits to secure your international payments, optimize your contractual documents and limit banking and customs risks thanks to a practical, operational approach. Thanks to real-life case studies, you'll be able to manage documentary credits methodically.

## Teaching objectives

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

- ✓ Understanding how documentary credits work (L/C)
- ✓ Identify the documents required by Incoterms and type of contract
- ✓ Analyze the critical points of a letter of credit
- ✓ Managing interactions with the banks involved
- ✓ Optimize documentary practices to secure international payments

## Intended audience

Export managers, lawyers, accountants, sales managers, international traders

## Prerequisites

No

## Practical details

### Hands-on work

Analyser des cas réels Manipuler des documents types (ex. SWIFT MT700)  
Acquérir des apports théoriques via des exemples concrets

### Teaching methods

active

## Course schedule

### PARTICIPANTS

Export managers, lawyers, accountants, sales managers, international traders

### PREREQUISITES

No

### 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.

### 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.

## 1 Exploring the documentary credit context

- Defining the role of banks in international transactions
- Identify customer, environmental and political risks
- Understand applicable customs and tax aspects
- Situating Incoterms in the international logistics chain

### Hands-on work

Work on and decipher a document. Simulate scenarios: delays, errors, disputes.

## 2 Analyze documentary credits methodically

- Analyze the structure and objectives of a credoc
- Examine the role and interactions between the banks involved
- Check that the credoc complies with the commercial contract
- Check the consistency of goods and customs designations

### Hands-on work

Country case studies: Egypt, Benin, etc.

## 3 Securing document compliance

- Identify the documents required according to the chosen Incoterm
- Check documentary compliance with UCP 600 rules
- Detecting the pitfalls: dates, amounts, high-risk clauses

### Case study

Deciphering a typical credoc (MT700) in a real-life situation.

## 4 Explore alternatives to documentary credits

- Compare options: transferable credit, back-to-back
- Discover how SBLC (Stand-by Letter of Credit) works and how it is used
- Evaluate other tools: forfaiting, document delivery
- Identify complementarities with international guarantees

### Hands-on work

Analyze real-life cases.

## Dates and locations

### REMOTE CLASS

2026 : 2 Apr., 26 May, 13 Oct., 17 Nov.

### 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.