

# Course : International bank guarantees

*Practical course - 1d - 7h00 - Ref. GBL*

*Price : 930 CHF E.T.*

NEW

This training course will enable you to understand, analyze and secure international bank guarantees for your export operations. Through practical case studies and analysis of actual documents, you will learn to identify the various guarantees and secure your practices.

## Teaching objectives

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

- ✓ Understanding the different types of international bank guarantees
- ✓ Identify the associated legal and financial risks
- ✓ Applying best practices to secure international contracts
- ✓ Assess the relevance of a warranty and know how to negotiate its content
- ✓ Responding to warranty disputes

## Intended audience

All export, sales, logistics, accounting and financial staff involved in drawing up the documents required for documentary credits.

## Prerequisites

No

## Practical details

### Hands-on work

Études de cas pratiques Analyse de documents réels Échanges d'expériences

### Teaching methods

Active

## Course schedule

### PARTICIPANTS

All export, sales, logistics, accounting and financial staff involved in drawing up the documents required for documentary credits.

### 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.

## 1 Understanding the fundamentals of international bank guarantees

- Define the concepts of guarantee, surety and security
- Identify the different types of warranty: contractual, on-demand and SBLC
- Distinguishing bank guarantees from other means of payment
- The role of warranties in international contracts

### Group discussion

sharing experiences

## 2 Identifying and analyzing different warranties

- Differentiating between guarantees: Bid Bond, ABG, PBG, RMB
- Understand their functions, objectives and timetables
- Check consistency between guarantees, schedules and Incoterms
- Assess the buyer's true intentions and identify sensitive clauses

### Hands-on work

Analysis of real documents.

## 3 Secure contractual and banking practices

- Distinguish between direct and indirect warranties, and analyze their implications
- Assessing risks: abusive calls, accumulation, non-discharge, extend or pay
- Integrate ICC rules (RUGD 758, RUU 600, ISP 98)
- Formulate protective clauses and mobilize insurance (e.g. COFACE)

### Case study

Étudier un cas de contrat export impliquant plusieurs garanties.

### 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 to review your request and its feasibility.

## Dates and locations

### REMOTE CLASS

2026 : 31 Mar., 23 June, 6 Oct., 15 Dec.