NID CAPITAL

Executive Certification in Trade Finance & Structured Trade Operations

Executive Certification | 17–18 Credit Hours

1. Program Overview

Trade finance is a core banking function that supports importers, exporters, manufacturers, traders, and corporate clients engaged in domestic and international trade. Effective trade finance requires bankers to understand transaction flows, documentation requirements, payment mechanisms, risk allocation, guarantees, letters of credit, and operational controls. This executive certification is designed to strengthen practical trade-finance capability for banking professionals involved in trade operations, relationship management, credit support, branch banking, corporate banking, compliance, and client advisory roles.

2. This Program Helps Participants Answer

1. How do trade finance transactions actually work from start to settlement?
2. What documents, risks, and controls must bankers understand?
3. How do letters of credit, guarantees, and documentary collections protect parties?
4. What can go wrong in import, export, and structured trade transactions?
5. How can banks support trade clients while managing operational, credit, and compliance risk?

3. Key Learning Areas

Trade finance fundamentals, import/export flows, letters of credit, documentary credits, collections, open account trade, guarantees, standby instruments, trade documentation, import/export financing, structured trade, commodity trade, operational risk, fraud risk, compliance, discrepancies, and controls.

4. Target Participants

Trade finance operations staff, corporate banking professionals, relationship managers, branch managers handling trade clients, commercial banking teams, credit support staff, compliance professionals, risk professionals, import/export desk officers, banking trainees, and professionals involved in trade finance, guarantees, or transaction banking.

5. Program Structure / Modules

	Module	Focus	Indicative Hours
1.	Foundations of Trade Finance	Trade finance role, import/export ecosystems, trade parties, payment methods, and transaction-flow basics.	2
2.	Letters of Credit & Documentary Credits	LC structure, issuing/advising/confirming banks, applicant/beneficiary roles, documents, discrepancies, and settlement.	3
3.	Documentary Collections, Open Account & Trade Payment Methods	Collections, open account, advance payment, buyer/seller risk allocation, and banking implications.	2
4.	Guarantees, Standby Instruments & Risk Protection	Bank guarantees, performance guarantees, bid bonds, advance payment guarantees, standby LCs, and claim risks.	2
5.	Import, Export & Working Capital Trade Financing	Import finance, export refinance, pre/post-shipment finance, receivables finance, inventory-linked finance, and working capital support.	3
6.	Trade Documentation, Compliance & Operational Controls	Shipping documents, invoices, bills of lading, insurance, document checking, sanctions/AML awareness, fraud risks, and controls.	3
7.	Structured Trade & Practical Case Workshop	Structured trade overview, commodity risks, transaction structuring, client scenarios, documentation gaps, and trade-risk cases.	2–3

6. Practical Learning Methodology

Transaction-flow walkthroughs, LC and guarantee cases, document-checking examples, import/export scenarios, documentation exercises, discrepancy identification, fraud-risk discussions, structured trade mini-cases, and transaction-banking discussions.

7. Expected Learning Outcomes

1. Understand major trade finance products and transaction flows.
2. Explain letters of credit, guarantees, documentary collections, and trade payment methods.
3. Identify key trade documents, parties, responsibilities, and discrepancies.
4. Recognize trade-related credit, operational, fraud, and compliance risks.
5. Apply trade-finance concepts to practical client and transaction scenarios.

8. Program Information

Item	Details
Course Code	C2026/09/05
Certification Type	Executive Certification
Duration	17–18 Credit Hours
Delivery Format	In-Person / Online / Hybrid, subject to institutional requirements
Recommended Cohort Size	20–35 participants
Scheduling Options	Weekday / Weekend / Customized corporate cohorts
Corporate Delivery	Available for in-house institutional delivery
Assessment Format	Trade transaction exercises, documentation scenarios, case discussions, and practical assessment
Certification Awarded By	NID Capital
Pricing	Customized corporate pricing available upon request
Note	Module hours are indicative and may be adjusted for customized corporate cohorts.