

EXPORTS: INCURRED RISKS, CONTRACT BONDS, PAYMENTS AND FINANCINGS

To familiarize oneself with the incurred risks and the financial aspects in operations of international trade

PUBLIC

Export managers, managers of international contracts, bank executives, administrative or financial, commercial executives working in import/export companies.

OBJECTIVES

To know the risks incurred in the operations of international trade

To familiarize oneself with the contract bonds set up by the exporter within the framework of export markets

To know the main techniques of payment and financing used in the export operations

PRE-REQUISITE: none

TEACHING METHOD

Alternation of talks/discussions, practical cases

DURATION: 1 day

PROGRAM

I The panorama of risks on seller and buyer side

Various types of risks

The chronology of the risks

II The contract bonds set up by the exporter

Typology of the guarantees set up (tender bond, performance bond, retention money guarantee...)

Chronology of the guarantees

Typology of the guarantees (legal aspects)

- Suretyship
- First demand Guarantee

- Standby L/C

Working of the guarantees (Object/coming into effect/amount/validity/calling)

The reduction of the risks within the framework of the guarantees set up by the exporter

III Techniques of payment

Documentary collection

The documentary credit

The standby letter of credit

First demand guarantee

IV Financing with short, average and long run

Advances in currency

Factoring

The buyer credit

The supplier credit

Forfaiting

Leasing

The compensation

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