

# TRADE PROCEDURES AND FINANCING

PPP, PROCUREMENT, SUPPLY CHAIN AND TRADE PORTFOLIO



**CROWN AGENTS**  
ACCELERATING SELF-SUFFICIENCY & PROSPERITY

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# TRADE PROCEDURES AND FINANCING

## COURSE OUTLINE

Trade finance is the catalyst for increased international trade and overall economic growth. However, exporting is not a simple process and all contracts for the international sale of goods comprise four sets of procedures: commercial, transport, regulatory and financial. These procedures are the pillars of international trading and are all interlinked; if the linkages are not robust, the contract is likely to fail in one or more key aspects.

This course will explore the connectivity required between the principal international trade finance instruments, such as Documentary Letters of Credit and Documentary Collections, and the other elements of the export contract.

**COURSE OBJECTIVES:** On completion, you will be able to:

- Understand and apply the principal protocols, terms and rules
- Appreciate the role of the four pillars in export contract performance
- Understand the key elements of international trade facilitation
- Analyse the challenges of supply chain security and the associated risks
- Outline recent changes to international trade laws and procedures

## KEY TOPICS

- The Incoterms® 2020 Rules and how these are used to give certainty to the contract
- Constructing a contract for the international sale of goods
- Shipment modes and distribution solutions
- Arranging cargo insurance and making a claim
- Types of movement, origin and commercial documents

- Regulatory customs compliance and the WTO Trade Facilitation Agreement
- Assessing export credit risk
- Mitigating payment risk and selecting payment methods
- Preparing Letters of Credit
- Supply chain security

**Incoterms**  
2020 by the International  
Chamber of Commerce (ICC)

## ACCREDITATION:

This Incoterms® content is delivered by an ICC Registered Trainer in the Incoterms® 2020 Rules.

DURATION	FEE	DATE	VENUE
05 days	£2,650	21 - 25 October 2024	London

## "ON DEMAND" COURSES



In addition to the scheduled dates shown, we are flexible to schedule additional dates to our calendar in a location of your choice. To ensure we can explore adding an additional date, do aim to contact us with your request with a minimum of 4 months' notice to allow the course to be advertised.

## WE REWARD LOYALTY

We offer all our clients a '4+1' loyalty scheme. For every four delegates enrolled from an organisation in any calendar year, we will provide you with one additional place, free of charge.

**"Jon is the encyclopaedia of information related to export/import. Amazing class."**

NADINE MASSAD, a small business owner participating in the Export Strategy for Consultants programme delivered for EBRD Jordan in August 2022.



## FEATURED TRAINER JON WALDON

Jon Walden is a Principal Consultant in Customs, Export Competitiveness and Trade Facilitation at Crown

Agents, with over 35 years'

experience in international trade practice including trading, customs and compliance, sales, contracting, freight forwarding, marketing, finance, insurance and export competitiveness together with WTO and WCO protocols.

Jon provides technical consultancy, training inputs and advisory services in international trade disciplines. He is a trainer to the public sector, trade associations and private companies (multi-nationals and SMEs) and considered a thought leader in global customs, export competitiveness, international transport, trade finance, logistics, procedures and trade facilitation issues.

Jon sits on the Roster of Experts for UNCEFACT, ICC and UNCTAD. He is a regular speaker at high-profile international conferences including the WCO AEO Conference, Cranfield Agile Club, Africa Cashew Alliance and Intermodal Africa and was guest speaker at the Zimtrade export competitiveness conference in Harare and provides on-going training for exporters in Zimbabwe. He has also developed and delivered a series of programmes for the EBRD aimed at SME exporters' capacity enhancement in Europe, Middle East and Central Asia, so far delivered in 13 countries.