

INTERNATIONAL BANKING & TRADE FINANCE LETTERS OF CREDIT AND COLLECTIONS PROGRAMME

27th June - 1st July, 2016



A Collaboration by

**KENYA SCHOOL
OF MONETARY
STUDIES (KSMS)**





The Executive Director

The Kenya School of Monetary Studies (KSMS), currently under the leadership of Prof. Kinandu Muragu was established in 1997 in Kenya by the Central Bank of Kenya and Ministry of Finance to address capacity building and training needs of the financial sector.

The School has demand-driven long term academic and short term programs designed to address capacity building needs of the financial sector that keep evolving in response to the changing global business environment and economic landscape. To this end, the School has collaborated with Letters of Credit Academy (LCTA), India, an institution of repute, to deliver specialized training on International Banking, Trade Finance and Letters of Credit as part of its deliverables. LCTA is an authority on regulations, guidelines and practices enunciated by the International Chamber of Commerce.

Prof. Kinandu Muragu
Executive Director
Kenya School of Monetary Studies

ABOUT LCTA

Letters of Credit Training Academy (LCTA) of India is a professional training institution established in 2001. Its 4 members faculty are internationally recognized, reputed trade finance specialists, bankers and experienced trainers in Letters of Credit, competent in designing the course content and teaching the course as per International Standards. These faculty members share an aggregate of around 150 years of banking experience with specialisation in International Trade and have been conducting training programs for KSMS since 2002 and across countries with more than a century of training programs.

COURSE BACKGROUND

This Course on International Trade Finance and Business is being facilitated by a group of four internationally recognized, reputed trade finance specialists, bankers and experienced trainers in Letters of Credit and is aimed at providing a detailed and in depth study and understanding on the intricacies of practical conduct of International Trade – both at the Exporters and Importers levels and their Bankers. The course would provide an elaborate coverage on the governing and guiding principles and Internationally accepted Rules that is used in day-to-day conducting of the international trade business.

LEARNING OUTCOMES

On successful completion of the Course, participants will be able to:

- Conduct effective audit/ inspections of Trade Finance departments
- Make rational choices among alternative trade financing instruments.
- Minimize losses in terms of rejection of documents, reshipment of cargo, etc.
- Make savings in terms of discrepancy charges, discounts, etc.
- Manage Cash Flows more efficiently through timely execution of payments.
- Understand the need for efficient communication with different parties/entities to avoid disputes.
- Explore possibility of financing foreign trade discounting L/C receivables (issuance credit).
- Foreign reserves / Risk Management

COURSE CONTENT

- A details hand-held walk through on International Trade ; international payment Mechanisms & International Trade Documents
- International commercial Terms-INCOTERMS
- Article by Article articulation of :
 - a) Uniform Customs and Practice for Documentary Credits.
 - b) Uniform Rules for Collection
 - c) Uniform Rules for Bank to Bank reimbursements
- Discuss and explain the synchronized and combined application of the provisions of the revised International Standard Banking Practices (ISBP)
- Concept & Important Articles of :
 - a) International Standby Practices (ISP)
 - b) Uniform Rules for Bank's Payment Obligations (URBPO)
 - c) Uniform Rules for Demand Guarantees (URDG)
 - d) Uniform Rules for Forfaiting
- Financing the Trade Cycle
- Common Frauds in International Trade and Letters of Credit with Live cases
- Risks in International Banking and Trade
- Live International Court Cases on Letters of Credit Business
- Live cases referred to International Chamber of Commerce for their opinion

TARGET AUDIENCE

This Course has been designed for Staff/Officers/ Executives in Central Banks, Commercial Banks, Corporates, Transport and Insurance Companies, Trade Finance Practitioners handling Exports and Imports in their respective organizations – which may be categorized as:

- Supervisory staff of Central Banks to equip them with requisite knowledge to effectively conduct periodical inspections in Foreign Trade Finance domain
- Officers/Managers from all Grades/Seniority and streams from Corporates and Commercial Banks from Operations, commercial, finance, audit and compliance domain.
- Foreign Trade Consultants.
- International Trade Lawyers and Insurers.
- Managers handling Exports and Imports and guarantees and related financing.
- Supervisors of foreign exchange trade and dealings.

COURSE FEE

The fee is Kshs. **92,800 (inclusive of 16% VAT)**, equivalent to **USD 1092** per participant.

The above fee will cater for tuition, training materials, certificates, mounted group photograph, lunches and midmorning and afternoon teas with snacks for the duration of the program. This course fee will also cater for a field excursion.

Accommodation is also available at the School's Hotel for an additional charge of **Kshs.7, 200** equivalent **US\$85** per night to cover for bed and breakfast. However, in the event that the participant makes alternative accommodation arrangements, he/she will be responsible for his/her transport to and from the School. Any other incidental expenses incurred shall be paid for by the course participants themselves.

Delegates are required to have a medical insurance cover.

PROGRAMME DIRECTOR



Mr. Joshua Kimoro

Head of the Management Development Centre
Kenya School of Monetary Studies

The program will be directed by Mr. Joshua Kimoro, who is the Head of the Management Development Centre at KSMS. MDC Division is charged with responsibility of designing and delivering short term capacity building programs.

PROGRAMME FACILITATORS

The Program is being facilitated by **Letters of Credit Training Academy [LCTA]** India through its team of: Four Resource Persons who are Professional Bankers, possessing vast Trade Finance Knowledge and enormous practical exposure in International Trade Finance spread over 25 years on an average.

All four, holding Senior, high-profiled and responsible positions, also engage themselves in writing/publishing Articles, Papers/ Materials, conduct regular Trainings, Seminars and Developmental Programs across Banks and Corporates, on International Trade Finance and related subjects.

LCTA FACULTY & EMINENT SPEAKERS



R.V. BALASUBRAMANI



S. SATHAPPAN



BALACHANDRAN CP



V. AMARANATHAN

1976

**TECHNICAL
ADVISOR & EXCO
MEMBER ICC
BANKING
COMMISSION PARIS**

40

**DIRECTOR
IGS-GBITC
BNP PARIBAS
COMMERZBANK
BNP & BOB**

1984

**HEAD
INDIA OPERATIONS
DOHA BANK**

32

**AGM
MAY BANK
SCOTIA BANK
COMMERZBANK
CANARA BANK**

1980

**DY.CEO
BANK ONE
MAURITIUS**

36

**SOCIETE
GENERALE
OMAN INTL BANK
INDIAN OVERSEAS**

1979

**ASSISTANT GM
PRIME BANK
INTERNATIONAL
TRADE FINANCE
& TREASURY**

37

**CHIEF
MANAGER
FINA BANK
SCOTIA BANK
CANARA BANK**

TRAINING METHODOLOGY

The co-facilitators will use lectures, case studies and panel discussions. The case studies are intended for participants to fully understand key practical issues and appreciate operational parameters relevant to documentary collections, letters of credit and other related trade products in international trade finance.

VENUE

Classes will be held at Kenya School of Monetary Studies, Ruaraka, Off Thika Road, Nairobi, Kenya between 9.00 a.m. and 5.30 p.m. daily.

Class size is limited. Programme participants will be chosen on first come, first served basis.

Full payments for the course should be received on or before course commencement date by either banker's cheque in Kenya Shillings at the rate ruling before or on course commencement date or US dollars in favour of the Kenya School of Monetary Studies or by wire transfer to the School's account, whose details are as follows:

Bank details

Central Bank of Kenya,

KSMS Revenue Collection Account,
Account Number: **100009926**

or

US Dollar Account details:

Bank Name : RESERVE BANK OF NEW YORK
Country: USA
City: New York
Location: 33 Liberty Str, 7th Floor, New York, NY, 10045
Swift Code: FRNYUS33
Account Name: CENTRAL BANK OF KENYA
Account no.: 021084571
Country: KENYA
Beneficiary: KENYA SCHOOL OF MONETARY STUDIES,
A/C 100009926



PROGRAMME CO-ORDINATOR


Benta Awori

Mrs. Benta Awori will co-ordinate the Programme at KSMS. Enquiries about this programme may be directed to her on: **Email:** aworib@ksms.or.ke **Tel:** +254 20 8646181
Mobile: +254 722 307 256



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