

# ADVANCED SUPPLY CHAIN FINANCE

ICC  
ACADEMY

Level 2

Duration 2-3 hours

Language English

Price US\$200

Credits 10

Credits category CTFP Core Course

Course code TF 201-5



**Authors:** JOHN BUGEJA AND LIONEL TAYLOR

## Target audience

General practitioners working in banks, corporates, or financial institutions in functions such as Relationship Management, Credit, Compliance, etc. but with an interest in trade finance.

## Course objectives

In this lesson, individuals will gain an in-depth understanding of the key events in the physical supply chain and the trade cycle and learn to identify the parties involved in these events. Additionally, you will gain the competence to analyse the financial consequences in terms of risk, funding, liquidity, payment flows, and be able to reach a balanced assessment of inherent risks

creating a shared understanding of needs and priorities between finance provider and client. Finally, individuals will gain an understanding of the unmet and latent corporate needs not currently addressed by the current product set and the principle innovation developments currently in discussion amongst banks, non-bank financiers and technology service providers.

## Lessons:

- Module 1** Understanding the physical supply chain (key events and parties involved) and identifying the financial consequences
- Module 2** Application of supply chain finance products
- Module 3** Key factors for successful implementation
- Module 4** Unmet and latent client needs
- Module 5** Innovation
- Module 6** Case Studies



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## ABOUT THE AUTHORS



### **JOHN BUGEJA**

Co-founder and Managing Director, Trade Advisory Network Ltd

John Bugeja is a highly experienced trade, supply chain and invoice finance specialist with 40+ years of professional experience in senior leadership roles with HSBC, NatWest, RBS, Barclays and Lloyds Banking Group. Now Managing Director of Trade Advisory Network Ltd, an advisory and training solution provider delivering product development, operating model design and implementation, and training solutions to banks, non-bank finance providers, FinTechs, corporates and technology service providers. Starting his career in an operational environment, focusing on trade finance, international payments and foreign exchange, he progressed through FI relationship management,

marketing, product management and origination. After a five-year stint as Head of Training and Management Development, he returned to 'the business' to take on senior leadership roles including Head of Corporate Business Development, Head of International Products, Global Head of Trade Services, Head of Sales and Head of Open Account Products. John was a member of the drafting group that wrote the ICC rules for the Bank Payment Obligation (URBPO) and is currently a member of the BPO Commercialisation Group. He is a regular speaker at international conferences and has written several articles on supply chain finance for industry journals.

### **LIONEL TAYLOR**

Co-founder and Managing Director, Trade Advisory Network Ltd

Co-founder and Managing Director, Trade Advisory Network Ltd

Lionel Taylor is a trade, supply chain and invoice finance business leader having over 30+ years experience at senior management and director level with major financial institutions including RBS, Rabobank, Citibank and Lloyds Banking Group and with non-bank independents. Now Managing Director of Trade Advisory Network Limited, which specialises in the strategic development of global supply chain, trade and invoice finance with a client base of regional banks, independent finance providers, fintechs and technology providers, his key areas of expertise include new business

strategy, turnaround, organisation design, new product design, product management, marketing, origination, credit, team building and training. Lionel also has extensive factoring and international experience with a specific understanding of Asia and China, having opened, managed and successfully developed business and operations in that region. He currently is a Non-Executive Director of a growing UK based Fintech, sits as the independent credit committee member for another non-bank finance provider and is frequently invited to comment and write for specialist international trade publications as well as chairing and speaking at international events.

### **Assessment**

This eLearning course will include a self-assessment tool to help you prepare for the Certified Trade Finance Practitioner (CTFP) Final Examination if you choose to obtain this Certificate. The passing grade for the Final Examination is set at 70%.

### **What is an ICC Academy online course?**

ICC Academy courses are delivered via our Learning Management System (LMS) using innovative tools for combining digital learning with industry-centric community discussions.

Our courses are available for purchase individually or as pre-designed packages (ie: Certificates) and are delivered exclusively online. They include videos, animations, case studies, and a self-assessment section and are available to take at any time – anywhere in the world.

