

# INTRODUCTION TO TRADE FINANCE

ICC  
ACADEMY

Level 1

Duration 3 learning hours

Language English

Price US\$150

Credits 3

Credits category Meeting Client Needs

Course code TF 101-1

**Author: DANIEL COTTI**

## 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

On completion of the course you will have developed a good foundational understanding of global trade and how companies settle their cross border commercial activities, what their basic needs are, identify the risks as well as instruments available to mitigate those risks.

The case study will provide you with “real-life” situations and allow you to apply the content and knowledge you have acquired during this course, specifically showcasing the logic and ease of trade finance products and which ones to use under various circumstances.

## Course outline: Fundamentals of Trade Finance & Services

- Module 1 Relationship Between Trade and Trade Finance
- Module 2 Introduction to Trade Finance
- Module 3 What is Trade?
- Module 4 What are the Risks in Cross Border Commercial Activities?
- Module 5 Trade Finance as Working Capital Management
- Module 6 How do Companies Settle their Cross Border Commercial Activities?
- Module 7 Commercial Contract Settlement – Documents
- Module 8 What are the Trade Finance Solution Sets
- Module 9 Trade Market Infrastructure
- Module 10 Case Study
- Module 11 Assessment



# INTRODUCTION TO TRADE FINANCE ABOUT THE AUTHOR

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## DANIEL COTTI

Founder & Managing Director of CTT - Cotti Trade & Treasury

CTT is a boutique consulting firm in the trade finance & treasury space. Daniel has 30+ years' experience in this industry and has spent most of his career in leading roles with end-to-end management and P&L responsibility of global businesses of considerable size working for Citibank, ABN AMRO, RBS and JPMorgan. He has achieved significant growth and transformation results with all the institutions that he has worked

for and was also proactively engaged with the major relevant industry associations (ICC, SWIFT, BAFT) to drive the trade finance Industry agenda forward (founding member and Head of the Advisory Board of the Banking Commission of the ICC, founding member and Head of the Global Trade Industry Council of BAFT, founding member of the Trade Services Advisory Group of SWIFT).

## Assessment

This eLearning course will include a self-assessment tool to help you prepare for the Global Trade Certificate (GTC) 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.

