

MANAGING TRADE PRODUCTS

ICC
ACADEMY

Level 2

Language English

Price US\$200

Credits 5

Credits category CTFP Elective

Course code TF 201-9



Primary Author: KIM FUI LIEW
Associate Author: HIM CHUAN LIM

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Target audience

Individuals with at least five years of full-time working experience in a trade finance department of a bank—either in operations, sales or product management.

Course objectives

This course provides a detailed overview of:

- a bank manager's role and responsibilities in handling trade finance products;
- a bank's key functions in managing trade products on an on-going basis and how they support the enhancement and/or development of new products;
- a trade product manager's working model to enhance and/or develop trade products;
- management philosophies to build a trade product management team.

Lessons

- [Lesson 1](#) Introduction
- [Lesson 2](#) Organisational Functions
- [Lesson 3](#) Working Model to Develop New Products
- [Lesson 4](#) Management Philosophies

Special thanks

This course was created by the International Chamber of Commerce (ICC) Academy in partnership with learning materials provided by DBS Bank, a leading financial services group in Asia.



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ABOUT THE AUTHORS

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PRIMARY AUTHOR: KIM FUI LIEW

Senior Vice-President, Global Transaction Services, DBS Bank

Kim Fui Liew has almost 25 years of banking experience with specific expertise in trade finance activities. He is currently the Senior Vice-President of Global Transaction Services at DBS Bank. Mr Liew holds the position of Regional Trade Advisor in the same department and is involved in the management of the technicalities and training of trade finance, especially in the area of commodity and structured trade finance. Before his time at DBS Bank, he worked at Credit Agricole Indosuez, ABN AMRO Bank and the Hong Kong and Shanghai Banking Corporation. Mr Liew graduated with a Bachelor of Commerce in Accountancy from the University of Otago in New Zealand with Professional Examination passes for admittance to The New Zealand Society of Accountants.

ASSOCIATE AUTHOR: HIM CHUAN LIM

Managing Director and Group Head, Global Transaction Services, DBS Bank

Him Chuan Lim is the Managing Director and Group Head of Product Management for Global Transaction Services at DBS Bank. In this role, he is responsible for the strategic governance and management of product development, commercialisation and profitability of the cash management and trade finance business. Prior to this, Mr Lim was the Group Chief Operating Officer for the DBS Institutional Banking Group and International Markets; Head of Group Audit for DBS Bank; former Basel II Programme Director and Head of Group Operational Risk for DBS Bank.

Additionally, he has worked for corporations such as JP Morgan Singapore and PricewaterhouseCoopers. Mr Lim was a member of the National University of Singapore's Risk Management Institute Industry Advisory Panel and was the former Chairman of the Association of Banks in Singapore's Operational Risk Taskforce. Mr Lim holds a Bachelor degree in Accountancy with honours from the National University of Singapore. He has also been conferred the title of Singapore Institute of Banking and Finance Fellow.

Assessment

This e-Learning 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?

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Our courses are available for purchase individually or as pre-designed packages (i.e. certificates) and are delivered exclusively online. They include videos, animations, case studies and a self-assessment section—all of which are available to take at anytime, anywhere in the world.

