

# INTRODUCTION TO COLLECTIONS

ICC  
ACADEMY

Level 1

Duration 3 learning hours

Language English

Price US\$150

Credits 3

Credits category Meeting Client Needs

Course code TF 101-5

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GET STARTED

## 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

This introductory course provides a practical overview of the first type of trade financing instrument based on shipping documents and bank intermediation. In the trade world this operation is also known as “Collection”.

In this course, you will learn how to describe the two types of Documentary Collections, portray the cycle in its entirety, and understand the role and perspective of a Relationship Manager in this cycle. Additionally, you will obtain a clear insight into the risks and documents involved in a Documentary Collection.

## Course outline

- Lesson 1 What is a Documentary Collection?
- Lesson 2 How does a Documentary Collection work?
- Lesson 3 What are the various documents that can be called for under a Documentary Collection?
- Lesson 4 International Chamber of Commerce (“ICC”)
- Lesson 5 Value of the Documentary Collection to exporters and importers
- Lesson 6 Comparison of the use of Acceptance Terms versus Sight
- Lesson 7 The bank’s roles and obligations
- Lesson 8 Financing the Documentary Collection
- Lesson 9 The Documentary Collection – the RM’s perspective
- Lesson 10 Trade Operations / Legal & Compliance



# INTRODUCTION TO COLLECTIONS ABOUT THE AUTHOR

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## CARLO DI NINNI

Consultant, ICC Italy

Currently a consultant, speaker and trainer at ICC Italy and various banks and companies. Secretary of ICC-Italy Banking Commission and member of the current ICC DOCDEX list of experts. Promoter and Vice Chairman of Credimpex-Italia (Professional Association).

- Co-chair of the UCP 600 revision “Consultant Group”
- Member of the ISBP 745 revision “Drafting Group”
- Representative of Italian Banks for revision of: UCP 400, 500 and 600, URC 522, URDG 458 and 758, ISBP 645, 681, 745.
- Responsible for the “Interbank Documentary Operations Commission” at the Italian Bankers Association (ABI) Rome for 25 years (now retired)

## 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.

