



# Introduction to Cross-Border Trade

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## Level 1

**Duration** 3 learning hours

**Language** English

**Price** US\$150

**Credits** 3

**Credits category** Meeting Client Needs

**Course code** TF 101-22

## Course objectives

This introductory course provides a practical overview of global trade.

## 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.

Upon completion you will have developed a good foundational understanding of the mechanisms, dynamics and key issues around international trade, commercial considerations in the pursuit of business across borders, and the linkages between trade, financing and international development.



## Course outline

- Lesson 1** Understanding International Trade
- Lesson 2** Market Selection, Entry and Development
- Lesson 3** PESTE Dimensions in Global Trade
- Lesson 4** Linking Trade, Banking and Finance
- Lesson 5** Financing as a Key Enabler of Trade
- Lesson 6** Payment, Financing, Risk Mitigation and Information Flow in Trade
- Lesson 7** Transaction Lifecycles, Cash flow and Working Capital
- Lesson 8** Legal Traditions, Jurisdictions and Dispute Resolution
- Lesson 9** Looking Ahead: Evolution of the Global Trade Environment
- Lesson 10** Assessment

## 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.



## Alexander R. Malaket, CITP

**President, OPUS Advisory Services International Inc.**

Alexander Malaket is a recognized specialist in international trade and trade finance, with over 25 years of professional experience in Canada and internationally. Alexander is Deputy Head of the Executive Committee of the ICC Banking Commission (Paris), a member of the Executive Committee of the Board of Directors, World Trade Centre (Winnipeg) and a member of the Board of the Forum for International Trade Training (Ottawa). Alexander is a member of the B20 Task Forces for 2015, the International Affairs Committee of the Canadian Chamber of Commerce, and a “Nominated Expert” in trade finance at the UN/CEFACT, as well as a member of the ICTSD/World Economic Forum E15 Initiative.

Author of “Financing Trade and International Supply Chains” published by Gower, UK in 2014, Mr. Malaket is a frequent speaker, panel chair and participant at leading industry events around the world.