

The Institute  
of Bankers  
Pakistan



# TRADE PROCESSING SPECIALIST-EXPORTS

**DATE:** August 10-11, 2017

**FEE:** PKR 17,000/- per participant

**VENUE:** IBP, M.T. Khan Road, Karachi

**TIMINGS:** 9:00 am to 5:00 pm

**5%**  
**DISCOUNT**  
on 3-5 nominations

**10%**  
**DISCOUNT**  
on 6+ nominations

**LAST DATE OF REGISTRATION**  
**August 08, 2017**

**COURSE FACILITATOR**  
**Mr. S. Khalid.H. Faridi**

## COURSE OVERVIEW

International trade is vital to the development and growth of national economies because not all the countries have the resources and skills required to produce certain goods and services. Similarly, the role of banks can't be underestimated in the execution of international trade transactions. For the same purpose, IBP brings you this two-day training program, specifically designed to develop and/or improve the participants' knowledge and skills related to export documentation, discrepancies, processing credits, generation of LCs, risks affecting trade and reporting of transactions as per SBP's instructions. The program also includes discussion regarding SWIFT messages and Incoterms.

# TRADE PROCESSING SPECIALIST-EXPORTS

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## LEARNING OBJECTIVES

On Successful Completion of the training, participants will be able to:

- Define trade and explain the role of imports & exports in economic development
- Understand implications of local/international laws and regulatory framework of trade
- Assess the validity and completeness of trade documentation
- Explain the role, usage & types of LCs and other payment modes
- Identify common discrepancies in trade documentation
- Elaborate different modes of transportation involved in trade transactions
- Significance and usage of Bill of Lading and Airway Bill
- Explain the reporting parameters of export transactions

## COURSE CONTENTS

- Introduction to International Trade - its scope, importance and trade cycle
- Laws and regulations pertaining to trade
- Applicable international standards, Incoterms & SWIFT messages
- Export products, modes of transportation and payments
- Trade documentation & collection and Letter of Credit
- Discrepant documents and their causes
- Reporting requirements
- Risks associated with international trade

## WHO SHOULD ATTEND?

Personnel handling international trade-related activities in banks, including but not limited to:

- Branch/Operation Managers
- Officials from Regional Trade and Credit Hubs
- Trade Processing Unit Staff
- Audit, Legal and Compliance Officials
- Regulators

## FACILITATOR

### S. Khalid.H. Faridi

Mr. Faridi is a senior professional with experience of more than 38 years in banking, teaching and professional trainings. He has worked with a number of famous organizations in various positions during his long professional career, these include, Habib Bank , Soneri Bank & Summit Bank etc. Mr. Faridi is one of the senior trainers in the industry and has conducted many workshops in the areas of International Trade and Banking Operations, from the platform of various renowned organizations. He also teaches graduate-level courses at various reputable universities of our country. He holds MSc degree and is also DAIBP from the Institute of Bankers Pakistan.

## CONTACT DETAILS:

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**NOTE: Payment should be made on or before the course start date in the name of "THE INSTITUTE OF BANKERS PAKISTAN". Please send nominations/requests for participation at least two days before the training date.**