

Understanding International Trade

12 & 13 January 2010 - Kota Kinabalu
12 & 13 May 2010 - Kuching



Who will benefit?

This course will benefit entrepreneurs, managers, executives in accounts, marketing, import, export and audit departments in commercial and shipping companies. Relevant bank staff will also benefit from this course which has been found to be useful to police officers in the Commercial Crime department and lawyers.

Organiser:



ADROIT

HRDF:



Malaysia

International Partners:



Australia



Singapore



Australia


Course Introduction

In a world with ever expanding mobility of goods and services, the importance of understanding the fundamentals of International Trade becomes essential. With so much at stake, it is imperative that people who are involved in International Trade understand the ideas and concepts behind it.

The feasibility of any International Trade transaction requires exporters and importers to understand the International Trade terms, the role of banks and types of financing associated with International Trade, the use of Trade Finance Instruments to mitigate the costs and risks associated with International Trade transactions, responsibility for shipping costs, purchasing insurance, customs clearance and duties, etc.

If something should go wrong during transportation, who has title to the goods? What obligations did each of the parties agree to? These issues will matter greatly!

This 2-day workshop will give a comprehensive knowledge of the responsibilities and requirements of the seller and buyer in International Trade. It will also help participants understand the risks, frauds, precautions, the documents used in trade and international trade terms.



International trade is the exchange of goods and services across international borders

Facilitator's Profile - Noel Vong



Noel Vong is an accomplished trainer and consultant. He specializes in providing training and consultancy services in Trade

Finance and Documentary Credits. He has lectured extensively on Trade Finance for the staff of a number of commercial banks as well as conducting Trade Seminars for their customers, both locally and overseas.

Noel has more than 30 years of hands-on experience in International Trade Finance. He began his career with an international foreign bank as a Senior Trainer. He was later promoted to the ranks of senior management. He has been posted to various branches throughout Malaysia and his overseas postings have taken him to Manila, Vietnam and Cambodia.

His knowledge of Trade Finance covers both Conventional and Islamic Trade Financing Concepts. During his terms in the bank, Noel has not only set up or reorganized Trade Bills Centres but has also written Procedures and Operations Manuals as he is conversant with the technical and finer operational details of the subject.

Noel is an Associate of the Institute of Bankers, London and is a panel trainer for several businesses.



Course Schedule

Time	Contents	Day 1 .	Time	Contents	Day 2 .
08.30 am	Registration		08.30 am	Registration	
09.00 am	Overview <ul style="list-style-type: none"> • All the parties involved in international trade • Requirements, risks of traders and precautions for them 		09.00 am	Actions to Take <ul style="list-style-type: none"> • Goods arrive before the shipping documents or where the Bill of Lading has gone astray (Shipping Guarantee) 	
10.30 am	Tea break		10.30 am	Tea break	
10.45 am	Incoterms 2000 <p>Common Documents Used in Trade</p> <ul style="list-style-type: none"> • Financial documents • Commercial documents • Transport documents • Insurance documents • Official documents <p>Insurance</p> <ul style="list-style-type: none"> • Basic risks to be covered • Risks not covered • Period of cover • Claims procedure <p>Methods of settlement of trade transactions</p>		10.45 am	Various Types of Import Financing Products <ul style="list-style-type: none"> • Bankers' Acceptance • Trust Receipts <p>Various Types of Export Financing Products</p> <ul style="list-style-type: none"> • Bill Purchasing/ discounting 	
12.30 pm	Lunch break		12.30 pm	Lunch break	
01.30 pm	Trade Cycle of a 'Collection' Bill <ul style="list-style-type: none"> • Documents against Payment and Acceptance <p>'LC' (Letter of Credit) Bills</p> <ul style="list-style-type: none"> • Parties involved • Advantages and disadvantages • How to open an LC 		01.30 pm	Negotiating documents under LCs and common discrepancies <p>Financing schemes under Central Bank</p> <ul style="list-style-type: none"> • Export Credit Refinancing (ECR) • Bilateral Payments Arrangement (BPA) 	
03.15 pm	Tea break		03.15 pm	Tea break	
03.30 pm	How to interpret SWIFT LCs <p>Various Uses of LCs</p> <ul style="list-style-type: none"> • Money Laundering • Obtain low interest financing • Circumvent foreign exchange control • Purchasing contraband goods • Obtain goods without payment • Ship out rubbish/ junk <p>How to apply to the bank for an LC in compliance with UCP600/ ISBP</p>		03.30 pm	How to compute financing requirements <p>Overview of trade frauds and precaution steps</p>	
05.00 pm	End of Day 1		04.50 pm	Q & A/ Certificate presentation	
			05.00 pm	Closing	



REGISTRATION FORM

Understanding International Trade

Please tick : 12 & 13 January 2010 - Hyatt Regency Kinabalu
 12 & 13 May 2010 - Four Points by Sheraton, Kuching

PLEASE COMPLETE THIS FORM AND KINDLY FAX TO 6082 - 463 712

• FOR PARTICIPANTS

Please tick :

FEE : RM1,380.00 per participant
inclusive of course materials, tea breaks, lunch,
and Certificate of Attendance

GROUP DISCOUNT : 10% off total
fees payable (for 3 or more participants from
the same company)

SPECIAL DISCOUNT : early bird
(RM1,280.00 per participant on paid registration by
22 December 2009 for KK and 21 April 2010 for Kuching)

Contact Person :

Designation :

Mobile no :

Email :

Company Name :

Company Address :

Telephone :

Fax :

Email :

Name of Participants :

1.

Designation

2.

3.

THE ORGANISER RESERVES THE RIGHT TO AMEND OR CANCEL THE EVENT DUE TO UNFORESEEN CIRCUMSTANCES

TERMS & CONDITIONS

1. CANCELLATION OF REGISTRATION

- Must be made in writing.
- Received more than 14 days before the training — a full refund will be given.
- Received 7 - 14 days before the training — a 50% refund will be given.
- Received less than 7 days before the training — no refund but a substitute delegate is welcomed.
- Non-attendance on the day of the course attracts a full fee.

2. PAYMENT

- All cheques must be made payable to Adroit Global Network Sdn Bhd and payment must be received prior the workshop.

ORGANISER :



ADROIT GLOBAL NETWORK SDN BHD (CO.NO. 568457-M)
(Formerly known as Adroit & Associates Sdn Bhd)
1st & 2nd Floors, Unit 41, RH Plaza
Lrg Lpg Terbang 1, 93250 Kuching, Sarawak, Malaysia
Tel : 6082 462 712 / 452 712 Fax: 6082 463 712
H/P : 6012 892 8484
Email : adroitconsultation@yahoo.com
Website : www.adroitglobalnetwork.com.my