INTRODUCTION TO CROSS-BORDER TRADE

Level 1
Duration 3 learning hours
Language English
Price US$150
Credits 3
Credits category Growing Business - Corporate Clients
Course code TF 101-22

Author: ALEXANDER R. MALAKET

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 global trade.

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
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ABOUT THE AUTHOR

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.

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?
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