MERCURY

Trade Finance Professional (TFP)

30 August – 3 September 2027
Nairobi (Kenya)



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Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

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Ref: 121320_1072482 **Date:** 30 August – 3 September 2027 **Location:** Nairobi (Kenya) **Fees:** 5300 Euro

Introduction

The Trade Finance Professional TFP course provides an in-depth understanding of global trade finance principles and practices. Participants will explore the mechanisms of letters of credit, international payments, and risk management in cross-border trade. The course emphasizes practical applications, enabling professionals to confidently handle trade documentation, compliance, and financial instruments. It also covers emerging trends in trade finance, including digital solutions and regulatory updates. Designed for banking and corporate professionals, the program balances theoretical knowledge with real-world case studies. By the end of the course, participants will manage trade transactions effectively and minimize financial risks.

Targeted Groups

This Trade Finance Professional TFP course targets professionals seeking specialized knowledge and skills:

- Banking and finance officers
- Trade finance analysts
- Corporate treasury professionals
- Export and import managers
- Risk and compliance officers
- Consultants in international trade
- Supply chain and logistics specialists

Course Objectives

Participants will achieve the following objectives by completing the Trade Finance Professional TFP course:

- Understand international trade finance frameworks
- Analyze letters of credit and documentary collections
- Apply risk mitigation strategies in cross-border transactions
- Manage trade finance documentation efficiently
- Evaluate compliance with trade regulations
- Interpret foreign exchange and payment mechanisms
- Identify emerging trends in global trade finance
- Enhance decision-making for trade operations
- Develop practical skills in trade finance tools
- Strengthen professional competence in international trade

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Targeted Competencies

Participants will gain the following competencies during the program:

- Proficiency in letters of credit processing
- Knowledge of import-export financing options
- Ability to assess trade risks and mitigate them
- Skills in managing international payment systems
- Compliance with global trade regulations
- Competence in evaluating trade finance documents
- Understanding of currency exchange impacts
- Application of digital trade finance solutions
- Analytical skills for trade decision-making
- Enhanced problem-solving in international transactions

Studying Scenarios

In this training, participants will develop their skills through the analysis of the following scenarios:

- Structuring letters of credit for export transactions
- Evaluating documentary collections for risk management
- Resolving payment disputes in cross-border trade
- Assessing compliance issues in trade finance
- Applying trade finance instruments in corporate treasury
- Managing foreign exchange exposure in import/export deals
- Implementing digital solutions in trade documentation

Course Content

Unit 1: Fundamentals of Trade Finance

- Overview of global trade finance
- Key concepts in international trade
- Roles of banks and financial institutions
- Trade agreements and regulations
- Introduction to letters of credit
- Understanding trade payment terms
- Risk factors in cross-border trade

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Unit 2: Letters of Credit and Documentary Collections

- Types of letters of credit
- Application process and documentation
- Obligations of banks and parties involved
- Analyzing documentary collections
- Case studies on credit transactions
- Managing discrepancies and disputes
- Compliance requirements for letters of credit

Unit 3: Risk Management in Trade Finance

- Identifying trade-related risks
- Mitigation strategies for financial risk
- Currency and exchange rate risk management
- Political and country risk assessment
- Credit risk evaluation for exporters and importers
- Insurance and guarantees in trade finance
- Tools for risk monitoring and reporting

Unit 4: Trade Finance Operations and Compliance

- Processing international payments
- Documentation standards and procedures
- Legal and regulatory frameworks
- Compliance with global trade rules
- Handling audits and inspections
- Corporate governance in trade finance
- Practical exercises on trade operations

Unit 5: Advanced Topics and Emerging Trends

- Digital trade finance platforms
- Blockchain and fintech applications
- Sustainable trade financing practices
- Strategic decision-making in trade finance
- Case studies on complex transactions
- Trends in global supply chain finance
- Future opportunities for trade finance professionals

Final Insights & Key Takeaways

The Trade Finance Professional TFP course equips participants with essential skills for managing global trade transactions efficiently. Graduates will confidently navigate trade finance operations, compliance, and risk management in international commerce.