

Course No. 1087

Advanced Trade Finance

TRADE FINANCE & INTERNATIONAL BANKING
FINANCE, INVESTMENT & BANKING

DURATION

5 Days

LOCATION

Munich, Germany

DELIVERY

Classroom

DATES

11 – 15 Jan 2027



Scheduled Event Details

CITY	Munich, Germany
DATE	11 – 15 Jan 2027
DELIVERY TYPE	Classroom
COURSE FEE	€5,400

Course Overview

Advanced Trade Finance is a comprehensive professional training course designed to equip banking professionals, trade finance specialists, financial institutions, government entities, and corporate executives with the advanced knowledge and practical skills required to structure, manage, and optimize international trade finance operations. As global trade continues to expand in complexity, financial institutions must provide innovative, compliant, and risk-managed trade finance solutions that facilitate cross-border commerce while protecting organizational interests.

The course provides an in-depth understanding of advanced trade finance products, including documentary credits, standby and commercial letters of credit, bank guarantees, documentary collections, supply chain finance, working capital finance, export and import finance, receivables finance, structured trade finance, and trade-related lending. Participants will also examine the legal, operational, and regulatory frameworks governing international trade finance while strengthening their ability to manage complex trade transactions efficiently.

The program further explores the integration of Advanced Trade Finance with Enterprise Risk Management, Credit Risk Management, Regulatory Compliance, Anti-Money Laundering (AML), sanctions compliance, treasury management, corporate banking, operational risk management, customer relationship management, and digital trade finance solutions. Participants will gain practical insights into mitigating financial and operational risks, improving transaction efficiency, strengthening regulatory compliance, and delivering value-added trade finance services to corporate clients.

Through interactive workshops, international trade case studies, transaction analysis, document examination exercises, risk assessment simulations, and practical implementation scenarios, participants will strengthen their capabilities to structure complex trade finance facilities, evaluate trade risks, improve operational controls, optimize client solutions, and support sustainable business

growth. By the end of the course, participants will be able to develop effective trade finance strategies that enhance operational excellence, strengthen risk management, improve customer satisfaction, and support international business expansion.

Objectives

- Analyze Advanced Trade Finance concepts and evaluate their impact on international trade operations and banking performance by the end of the course.
- Develop strategic trade finance solutions that support corporate clients engaged in international trade.
- Evaluate documentary credits, bank guarantees, documentary collections, and structured trade finance products.
- Apply international trade finance practices to improve transaction processing, working capital management, and trade facilitation.
- Design effective trade finance solutions that balance customer needs, profitability, compliance, and risk management.
- Improve decision-making by evaluating trade finance risks, transaction structures, and financing alternatives.
- Strengthen governance through regulatory compliance, AML controls, sanctions screening, and operational risk management.
- Implement Key Performance Indicators (KPIs) to measure trade finance performance, operational efficiency, and service quality.
- Assess digital trade finance technologies and their role in improving operational efficiency and customer experience.
- Align trade finance strategies with corporate banking objectives, international trade requirements, and sustainable organizational growth before course completion.

Who Should Attend

This course is designed for Trade Finance Managers, Corporate Banking Managers, Relationship Managers, Credit Managers, Treasury Managers, Operations Managers, Risk Managers, Compliance Officers, AML Professionals, Trade Operations Specialists, Documentary Credit Officers, Bank Guarantee Specialists, Internal Auditors, International Trade Specialists, Corporate Finance Professionals, Product Managers, and banking professionals responsible for trade finance operations.

The program is equally valuable for professionals working in central banks, government agencies, export credit agencies, import and export companies, logistics organizations, multinational corporations, financial institutions, consulting firms, trade support organizations, and decision-makers responsible for international trade, trade finance strategy, operational excellence, and regulatory compliance.

Learning Outcomes

- By the end of this course, participants will be able to:
- Develop comprehensive trade finance solutions for complex international transactions.
- Structure and manage documentary credits, bank guarantees, and documentary collections effectively.
- Evaluate trade finance risks and implement appropriate mitigation strategies.
- Design working capital finance and supply chain finance solutions for corporate clients.
- Apply international trade finance rules, regulations, and banking best practices.
- Strengthen compliance with AML requirements, sanctions regulations, and international trade standards.
- Measure trade finance performance using KPIs and operational performance metrics.
- Integrate digital trade finance technologies into banking operations to improve efficiency and client service.
- Advise corporate clients on selecting appropriate trade finance products and financing structures.
- Develop a practical implementation roadmap that enhances operational efficiency, strengthens risk management, improves customer value, supports regulatory compliance, and contributes to sustainable business growth.

Course Outline

DAY 01

Foundations of Advanced Trade Finance

- The evolution of international trade finance
- Global trade finance ecosystem and key stakeholders
- Trade finance products and banking services

DAY 01 — CONTINUED

- International rules, regulations, and trade finance frameworks

PRACTICAL APPLICATION OR DISCUSSION

Mapping a complete international trade finance transaction

DAY 02

Advanced Trade Finance Products and Structures

- Documentary credits and letters of credit
- Bank guarantees and standby letters of credit
- Documentary collections and trade documentation
- Export finance, import finance, and working capital solutions

PRACTICAL APPLICATION OR DISCUSSION

Structuring trade finance solutions for corporate clients

DAY 03

Trade Finance Risk Management and Compliance

- Trade finance risk identification and assessment
- Regulatory compliance and international sanctions
- Anti-Money Laundering (AML) in trade finance
- Trade fraud detection and financial crime prevention

PRACTICAL APPLICATION OR DISCUSSION

Conducting a trade finance risk assessment

DAY 04

Digital Trade Finance and Operational Excellence

- Digital transformation in trade finance
- Financial Technology (FinTech) and digital trade platforms

DAY 04 — CONTINUED

- Supply chain finance and digital trade solutions
- Performance measurement using KPIs and operational metrics

PRACTICAL APPLICATION OR DISCUSSION

Designing a digital trade finance operating model

DAY 05

Strategic Trade Finance Management

- Developing enterprise trade finance strategies
- Product innovation and value-added trade finance services
- Corporate client relationship management in trade finance
- Future trends in international trade finance

FINAL WORKSHOP

Developing a comprehensive Advanced Trade Finance implementation roadmap that includes product development, transaction optimization, risk management, regulatory compliance, AML controls, sanctions compliance, digital transformation, operational excellence, performance measurement, customer relationship management, and continuous improvement initiatives to strengthen operational efficiency, enhance customer value, support international trade growth, and improve organizational competitiveness.

Register or Request More Information

Course page: <https://quest-training.com/courses/advanced-trade-finance>

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