

Course No. 1086

# Fundamentals of Trade Finance

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TRADE FINANCE & INTERNATIONAL BANKING  
FINANCE, INVESTMENT & BANKING

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DURATION

**5 Days**

LOCATION

**Salalah, Oman**

DELIVERY

**Classroom**

DATES

**21 – 25 Dec 2026**



## Scheduled Event Details

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|---------------|------------------|
| CITY          | Salalah, Oman    |
| DATE          | 21 – 25 Dec 2026 |
| DELIVERY TYPE | Classroom        |
| COURSE FEE    | €5,300           |

## Course Overview

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Fundamentals of Trade Finance is a comprehensive professional training course designed to provide banking professionals, trade finance specialists, corporate bankers, and financial decision-makers with a solid foundation in the principles, instruments, processes, and risk management practices that support domestic and international trade. As global commerce continues to expand and supply chains become increasingly interconnected, trade finance plays a critical role in facilitating secure transactions, improving liquidity, mitigating commercial risks, and supporting sustainable business growth.

This course provides participants with a comprehensive understanding of the trade finance ecosystem, including the roles of importers, exporters, banks, insurers, logistics providers, and regulatory authorities. Participants will explore the core trade finance instruments such as letters of credit, documentary collections, bank guarantees, standby letters of credit, trade loans, supply chain finance, export finance, import finance, and receivables financing. The course also explains how these instruments support working capital management, improve cash flow, and reduce transaction risks for businesses engaged in international trade.

The program further examines the relationship between trade finance and Corporate Banking, Commercial Banking, Credit Risk Management, Operational Risk Management, Regulatory Compliance, Anti-Money Laundering (AML), Financial Crime Prevention, International Trade Regulations, Foreign Exchange, Treasury Operations, and Digital Trade Finance solutions. Participants will gain practical insights into transaction structuring, document examination, risk identification, compliance requirements, and best practices for managing trade finance operations efficiently.

Through interactive workshops, trade transaction simulations, practical case studies, document examination exercises, and real-world banking scenarios, participants will strengthen their ability to

process trade finance transactions, evaluate trade-related risks, ensure regulatory compliance, and support customers engaged in international business. By the end of the course, participants will be equipped with the knowledge and practical skills required to contribute effectively to trade finance operations while enhancing organizational performance and customer value.

## Objectives

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- Analyze the fundamentals of trade finance and evaluate its role in supporting domestic and international trade by the end of the course.
- Develop a comprehensive understanding of trade finance products, services, and operational processes.
- Evaluate the use of letters of credit, documentary collections, guarantees, and trade financing instruments in different commercial situations.
- Apply international trade finance principles to structure secure and efficient trade transactions.
- Design appropriate trade finance solutions that address customer needs while managing commercial and financial risks.
- Improve operational efficiency through effective document examination and transaction processing practices.
- Strengthen governance through regulatory compliance, AML controls, sanctions screening, and operational risk management.
- Implement Key Performance Indicators (KPIs) and operational metrics to monitor trade finance performance and service quality.
- Assess the impact of digital trade finance solutions, automation, and financial technology on international trade operations.
- Align trade finance activities with enterprise strategy, customer relationship management, operational excellence, and sustainable organizational growth before course completion.

## Who Should Attend

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This course is designed for trade finance officers, trade operations professionals, corporate banking officers, commercial banking professionals, relationship managers, credit analysts, lending officers, operations managers, treasury professionals, international banking specialists, compliance officers, AML professionals, risk managers, internal auditors, customer service managers, and professionals responsible for managing trade finance activities within financial institutions.

The program is equally valuable for professionals working in export and import finance departments, supply chain finance teams, logistics finance operations, export credit agencies, government trade organizations, development finance institutions, multinational corporations, import and export businesses, and organizations seeking to strengthen their international trade capabilities. It is also suitable for executives and decision-makers responsible for trade finance strategy, operational excellence, customer service, and international banking development.

## Learning Outcomes

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- By the end of this course, participants will be able to:
- Explain the core principles, products, and processes of trade finance.
- Evaluate the suitability of different trade finance instruments for various international trade transactions.
- Apply international trade finance practices to support secure and efficient import and export activities.
- Review trade documents and identify discrepancies that may affect transaction processing.
- Assess commercial, operational, compliance, and financial risks associated with trade finance transactions.
- Strengthen governance through regulatory compliance, AML controls, sanctions compliance, and operational risk management.
- Improve customer service by recommending appropriate trade finance solutions based on business requirements.
- Measure trade finance performance using operational KPIs and service quality indicators.
- Evaluate the role of digital technologies and automation in modern trade finance operations.
- Develop practical action plans to improve trade finance operations, customer satisfaction, operational efficiency, and organizational performance.

## Course Outline

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### DAY 01

## Foundations of Trade Finance

- Introduction to international trade and the trade finance ecosystem
- Roles of importers, exporters, banks, and supporting institutions

## DAY 01 — CONTINUED

- Overview of trade finance products and services
- International trade regulations and banking standards

**PRACTICAL APPLICATION OR DISCUSSION**

Mapping the trade finance transaction lifecycle

**DAY 02****Core Trade Finance Instruments**

- Letters of credit and their operational processes
- Documentary collections and documentary handling
- Bank guarantees and standby letters of credit
- Trade loans and working capital financing

**PRACTICAL APPLICATION OR DISCUSSION**

Processing trade finance documentation and identifying discrepancies

**DAY 03****Trade Finance Risk Management**

- Commercial, country, and credit risk in trade finance
- Operational risk and fraud prevention
- AML, sanctions compliance, and regulatory requirements
- Foreign exchange considerations in international trade

**PRACTICAL APPLICATION OR DISCUSSION**

Assessing trade finance risks through case studies

**DAY 04**

## Trade Finance Operations and Customer Solutions

- Import finance and export finance structures
- Supply chain finance and receivables financing
- Customer relationship management in trade finance
- Digital trade finance, automation, and operational efficiency

**PRACTICAL APPLICATION OR DISCUSSION**

Designing customer-focused trade finance solutions

**DAY 05**

## Building Excellence in Trade Finance Operations

- Trade finance governance and operational best practices
- Performance measurement and continuous improvement
- Future trends in trade finance and digital transformation
- Developing resilient and customer-centric trade finance operations

**FINAL WORKSHOP**

Develop a comprehensive trade finance implementation plan that includes transaction structuring, document management, risk assessment, regulatory compliance, AML controls, operational efficiency improvements, digital trade finance initiatives, customer service enhancement, performance measurement, and continuous improvement strategies to strengthen trade finance operations and support sustainable business growth.

## Register or Request More Information

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

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