

## International Trade Finance – Course Overview

### Course Overview

The **International Trade Finance** course focuses on the financial strategies and risk management practices required for successful international trade transactions. Organizations involved in global trade must understand how to optimize payment methods, manage financial risks, structure contracts, and maintain effective cash flow.

This course equips international trade professionals with the knowledge and practical tools needed to manage trade finance effectively. Participants will explore payment mechanisms, financial instruments, currency risks, and dispute resolution strategies to support secure and profitable international transactions.

By the end of the course, participants will have the competencies required to structure, finance, and manage international trade transactions with confidence.

### Course Structure

This course consists of one comprehensive module divided into several units that explore the key financial aspects of international trade.

Topics include:

- Payment methods used in international trade
- Risk mitigation strategies for importers and exporters
- Financial tools and banking support for global trade
- Trade financing options and export credit agencies
- Currency exchange risk management
- Cash flow planning and financial forecasting
- Contract terms and payment negotiations
- Dispute resolution and collection procedures

### Pre-Requisites

It is recommended that you have the required learning from the **Feasibility of International Trade** course prior to beginning this course.

### Course Learning Outcomes

Upon successful completion of this course, participants will be able to:

- Identify commercial, financial, and currency risks in international trade transactions and apply strategies to minimize them
- Evaluate the competitiveness and profitability of potential import ventures
- Assess the viability of export ventures including cost structures and market conditions
- Negotiate payment methods as part of international contracts
- Apply strategies to manage risks related to currency exchange rate fluctuations
- Understand how banks and financial institutions support international trade finance

- Identify the role of export credit agencies in facilitating international transactions
- Develop cash flow projections and financial forecasts
- Apply appropriate collection procedures when international buyers fail to make payments
- Understand common disputes in international trade and the value of arbitration and mediation clauses

### Course Schedule

Duration: 4 Weeks

Delivery: Live Online

- 4 instructor-led online sessions
- Each session is 4 hours
- Weekly live classes with practical discussions and case examples

### Course Materials & Resources

Participants will receive the **International Trade Finance** textbook in eBook format prior to the start of the course.

Additional resources may include:

- Weekly presentation slides
- Case studies and real-world trade scenarios
- Sample examination questions
- Interactive learning exercises

### Final Assessment

Participants must complete a formal assessment within 30 days after the course ends.

Online FITTskills Examination:

- Open-book online exam
- 45 multiple-choice questions
- 3-hour time limit
- Can be completed from any location before the deadline

### Grading

Pass with Distinction: 85% or higher

Pass: 65% – 84%

Fail: 64% or lower

Successful completion earns a FITTskills course credit.

### FITT International Business Credentials

Credits earned from FITTskills courses contribute toward internationally recognized global trade credentials.