

# Export payments, procedures and Brexit implications

Build your effectiveness and results at work with this programme designed especially for credit and collections professionals.

## What will you gain?

The current global financial situation poses many challenges for traders of all sizes who look to the export market to maintain, or improve, their profitability especially given uncertainty around Brexit. It is now more important than ever for exporters to understand export contract terms and the implications of the various terms of payment to their business. Careful selection of payment methods will avoid the need for costly downstream debt collection processes.

## What will it cover?

New letter of credit rules, UCP 600 were introduced in 2007 and International Standard Banking Practice was updated in 2013. You will be briefed on these protocols and recent rulings by the ICC leading to reduction in discrepant documents. Incoterms is currently under review and a new version, Incoterms 2020 is being prepared. You will be appraised of the current state of that review. This is a key opportunity for credit managers to update themselves on the latest processes and procedures to ensure that payments for their exports are made on time and export credit risk is minimised. You will be alerted to sensible preparation for Brexit.

## Who is it for?

The training is designed for all managers and team members involved in the export process, credit control, finance, sales, documentation and shipping. It is suitable for those with no, or limited, experience and also as a comprehensive update for those with previous knowledge.

**Duration** 1 day

**Code** S155

**Recommended next course:**

**Letters of Credit**

## Training options



**Open training**



**In-company**

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