

# Export Credit – Payments and Procedures

## 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. 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. New letter of credit rules were introduced in 2007 and new trade terms (Incoterms 3000) will be published. This is a key opportunity for exporters 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.

## Who is it for?

The training is designed for all managers and staff involved in the export process. It is suitable for those with no, or limited, experience and also as a comprehensive update for those with previous knowledge.

## What will it cover?

- **Export Credit Risk** – Customer/commercial and country/political risks
- **Sources of information**
- **Export Credit Risk Insurance**
- **Methods of Payment** – Pro-forma/funds transfer, documentary letters of credit, bank collections/bills of exchange, open account
- **Incoterms 2000** – (with a briefing on the important revision to international trade terms which will be called 'Incoterms 3000' due to be published in 2010)
- **Key documents** – invoices, movement documents, origin documents, trade/commercial documents, bills of exchange
- **Transferring the credit risk/financing** – credit insurance, factoring,forfailing/discounting, confirming houses, export finance banks
- **How to overcome payment delays** – best practice
- **Collecting overdues**
- **Debt recovery**

## Assessment

Questionnaire six weeks after training so you can check progress with your action plan.

**Duration** 1 day

**Code** S155

**Recommended next:**

**Letters of Credits**

**Taking the risk out of export sales**

## Training options



**In-company training**

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