

# Taking the Risk out of Export Sales

## What will you gain?

The course will help exporting companies understand how to establish an effective policy when dealing with overseas buyers assess the alternative methods of payment as a means of:

- securing overseas debts
- negotiating favourable credit terms to promote the growth of sales

It will also highlight the key mechanisms for managing currency exposures and reduce the risk of exchange losses.

## Who is it for?

The training is designed for Export Sales and Finance Teams who are concerned with: Developing new or difficult overseas markets, the risks, costs and cash flow pressures associated with international payment terms and managing the risks associated with exchange rate movements when pricing contracts in foreign currencies.

## What will it cover?

- **Export Finance**  
Key issues facing exporting companies  
Establishing an export credit policy: risk assessment; checking out the buyer and the market  
Delivery terms (incoterms 2000)  
Trade transaction and financing strategies: advance payment; open account; documentary letters of credit; documentary collections and bills of exchange; credit insurance  
Bank demand guarantees
- **Foreign Exchange Risk Management**  
Understanding foreign exchange risk: how exchange risks arise; types of exchange risk  
Managing the risks – hedging techniques  
How do banks 'price' FX rates? Obtaining the best exchange rate and service from your bank or FX provider

**Duration** 1 day

**Code** S156

**Recommended next:**

**Letters of Credit**

## Training options



**In-company training**

“ Excellent course with lots of content. ”

## Assessment

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

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