

“Managing Export Debt & Risk”

Exporting adds additional risks and issues for a business. But understanding and dealing with these can open up lucrative markets and enable you to focus on making the sales.



Who is it for?

This Programme is ideal for Export Sales and Finance Teams concerned with the significant risks and costs arising from international trade payment terms.

Benefits

From attending this course people will be able to:-

- How and when export payment risks arise
- Establish an effective export credit policy
- Identify and implement the most appropriate export delivery term (Incoterms 2000)
- Understand the alternative methods of payment and related costs
- Identify when and how to enhance cash flow through trade finance structures
- Understand how to reduce the risks associated with foreign exchange rate movements

Content

- Export sales – the key issues
- Establishing an export credit policy
- Incoterms 2000
- Terms of Payment – Advance Payment and Open Account
- Letters of Credit & Bills of Exchange
- Trade Finance strategies
- Managing Foreign Exchange risk

This list is not exhaustive so please talk to us if you don't see what you are looking for

Why X Learning?

So much finance training can be dull and boring. We make this subject lively, fun, interesting and above all relevant by:

- Drawing learning from day to day events within the business
- Allowing participants to directly reflect on the organisation and the job they do
- Incorporating high levels of interactivity, for example:
 - Running light hearted but focussed business games
 - Using live company data where possible
 - Providing realistic case studies
- Cutting out the jargon and keeping things simple
- Encouraging group work
- Catering for different learning styles and providing multi sensory input

Programme length: 1 full day

To discuss **call** Mike on 07899 728 628 or David on 07984 817 328
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