

Risk Management & Finance for Importers

Sourcing raw materials and inputs from abroad can raise all sorts of uncertainty and risk. However, if this is right for the business, then the risks and finance can be understood and managed.



Who is it for?

This interactive workshop is ideal for anyone engaged in sourcing raw materials, components or finished goods from overseas suppliers. It is appropriate for Purchasing Managers, Finance and Logistics Teams.

Benefits

From attending this course people will be able to:-

- Understand the significant financial risks and costs associated with purchasing goods from overseas
- Negotiate the most favourable payment terms with suppliers
- Identify circumstances when Letters of Credit and Bills of Exchange should be used to secure orders
- Complete paperwork associated with arranging Letters of Credit through the bank
- Manage Foreign Exchange risk effectively

Content

- Issues facing importing companies and suppliers
- Terms of Payment – Advance Payment and Open Account
- Delivery Terms – Incoterms 2000
- Understanding and Financing the Trade Gap
- Using Letters of Credit and Bills of Exchange to negotiate improved terms with suppliers
- Managing Foreign Exchange Risk
- Getting the best deal from your bank

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 options; half day or full day depending upon your requirements

To discuss **call** Mike on 07899 728 628 or David on 07984 817 328
our office on 01908 632713 or **email** office@xlearning.co.uk