



EXPORT CLINIC

TRAINING TITLE : LETTERS OF CREDIT
DATE : 03 DECEMBER 2018 (MON)
VENUE : MEA TRAINING CENTRE, PUCHONG

OBJECTIVES

Upon the completion of the program, participants will be able to:

- Understand the different modes of settlement in international trade
- List the common documents used in trade
- Recognize the various types of LCs available from banks
- Identify the values and creative uses of LCs
- Complete LC Applications and impose terms and conditions to beneficiaries correctly
- Interpret SWIFT LCs and messages on LCs
- Recognize the differences between conventional and Islamic LCs
- Understand the international rules governing LCs

TARGET PARTICIPANTS

This course is designed for the Entrepreneurs, Managers, Account Executives, Import / Export and Sales & Marketing Personnel who require knowledge of the operations of the various types of Letters of Credit (LC).

METHODOLOGY

Lectures, briefing, case studies, group discussions, group projects

COURSE OUTLINE

- Introduction to International Trade
- INCOTERMS
- Trade Documents
- Methods of Payment (how traders pay each other)
- Documentary Credits (DCs) or Letters of Credit (LCs)
- Various uses of LCs
- Benefits of LCs to both buyers and sellers are explained
- SWIFT LCs
- How to apply for an LC
- Some innovative uses of LCs
- Questions and Answers

PARTICIPATION FEES

Fee: RM650 per pax

SBL claimable (Inclusive of lunch, tea breaks, notes)

TRAINER'S PROFILE

Mokhlis Maizan, 59 years of age and a seasoned banker with experience of more than 35 years in financial services and holds a Master in Business Administration – International Trade from Laredo State University, Texas, USA. He has worked for several domestic and international banks prior to joining Baraqaq Muttaqin Malaysia Sdn. Bhd. as a financial advisor. Among others, he had served as the Chief Business Officer of EXIM Bank Malaysia where he was responsible over the management and overall performance of EXIM Bank Business Group. His function includes strategizing, developing and driving the implementation of effective marketing programs to existing customer. He is currently advising Bank Kerjasama Rakyat Malaysia Berhad on the setting up of its Business and Trade Finance Division. Over the years, he has developed specialisation in trade finance and services. He also serves as Chairman of the Banking Committee of the International Chamber of Commerce (ICC) Malaysian Chapter since 2003. He has been invited as a guest speaker at several Trade Seminars organized by Trade Associations, Chamber of Commerce, Banks, Universities and Colleges.