CERTIFICATE FOR SPECIALISTS IN DEMAND GUARANTEES



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TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
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Introduction

Certificate for Specialists in Demand Guarantees Training Course builds the technical capability that trade finance, contract, and banking professionals need to issue, examine, and manage demand guarantees correctly. Demand guarantees are payment obligations triggered by a compliant demand rather than by proof of default, and that distinction carries real risk for everyone involved. Mistakes in wording, expiry, or document examination produce calls that should not have been made and refusals that should not have been issued. This course develops that precision. It covers guarantee types, URDG 758 rules, issuance, examination, and claims. Furthermore, it applies risk assessment, counter-guarantees, and dispute handling. As a result, participants handle demand guarantees with technical confidence.

Certificate for Specialists in Demand Guarantees Course Objectives

- Explain demand guarantee types, parties, and commercial purposes.
- Distinguish demand guarantees from sureties and standby letters of credit.
- Apply URDG 758 rules to guarantee issuance and claims.
- Draft guarantee wordings with clear, unambiguous terms.
- Apply document examination standards under URDG and ISP98.
- Manage expiry, extensions, and termination provisions.
- Assess applicant, beneficiary, and issuing bank risk.
- Apply counter-guarantee and advising bank arrangements.
- Handle claims, refusals, and dispute resolution procedures.
- Apply compliance, sanctions, and anti-fraud considerations to guarantees.

Course Methodology

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- Interactive lectures with real guarantee and claim cases.
- Guarantee wording drafting and review workshops.
- Document examination and discrepancy exercises.
- Claim assessment and refusal practice.
- Structured peer review with facilitator feedback on guarantee positions.

Who Should Take This Course

- Trade finance and documentary credit officers.
- Banking operations and guarantee department staff.
- Contract and commercial managers.
- Procurement and project contract administrators.
- Legal advisors in banking and construction.
- Corporate treasury and risk professionals.

Certificate for Specialists in Demand Guarantees Course Outlines

Day 1: Demand Guarantee Fundamentals

- Guarantee concepts, parties, and commercial functions.
- Types: performance, advance payment, payment, and retention.
- Demand guarantees versus sureties and standby letters of credit.
- Independent versus accessory guarantee structures.
- The independence principle and its practical effects.
- Market practice and applicable rules overview.
- Case study: identifying the correct guarantee type for a transaction.

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Day 2: URDG 758 and Legal Framework

- URDG 758 structure, scope, and application.
- Key URDG articles on issuance and content.
- Governing law and jurisdiction considerations.
- Guarantee versus counter-guarantee relationships.
- Amendments, extensions, and expiry provisions.
- Force majeure and its effect on guarantee validity.
- Workshop: applying URDG 758 to a guarantee scenario.

Day 3: Issuance, Wording, and Document Examination

- Guarantee application and instruction handling.
- Drafting guarantee wordings clearly and precisely.
- Amount, currency, and reduction clauses.
- Expiry date versus expiry event formulation.
- Document examination standards under URDG 758.
- Discrepancy identification and decision making.
- Workshop: reviewing a guarantee wording for ambiguity.

Day 4: Claims, Refusals, and Risk

- Presentation requirements and examination timelines.
- Determining whether a demand is compliant.
- Refusal procedures and required notices.
- Extend or pay demands and their treatment.
- Applicant and beneficiary risk assessment.

- Counter-guarantee claim handling.
- Workshop: examining a demand and drafting a refusal notice.

Day 5: Compliance, Disputes, and Governance

- Sanctions screening and regulatory compliance.
- Fraud indicators and injunction considerations.
- Dispute resolution and expert determination.
- Internal controls and authorisation in guarantee operations.
- Record keeping, reporting, and audit readiness.
- Market developments and digital guarantees.
- Course review, assessment, and action planning.

Conclusion

By successfully completing Certificate for Specialists in Demand Guarantees, participants will gain a thorough understanding of demand guarantee fundamentals, URDG 758 and legal framework, issuance and wording practice, document examination, claim and risk assessment, and compliance and governance. They will also acquire practical skills in guarantee type selection and structuring, URDG 758 application and wording drafting, document examination and claim assessment, and guarantee risk, compliance and dispute management. In addition, the course prepares them to handle demand guarantees with technical confidence and defensible decisions. Gentex Training Center delivers this programme with a strong focus on applied trade finance practice and defensible guarantee handling.

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FAQs for Certificate for Specialists in Demand Guarantees course

Q1 What is the "Certificate for Specialists in Demand Guarantees" course about?

It is a five-day programme on issuing, examining, and managing demand guarantees. It covers guarantee types and structures, URDG 758 rules, wording drafting, document examination, claim and refusal handling, risk assessment, compliance, and dispute resolution.

Q2 What are the key benefits of the "Certificate for Specialists in Demand Guarantees" course?

Participants reduce both wrongful calls and wrongful refusals. The course improves guarantee type selection and wording clarity, strengthens document examination under URDG 758, sharpens claim assessment and refusal procedure, improves applicant and beneficiary risk evaluation, and reduces compliance and fraud exposure in guarantee operations.

Q3 What skills will I gain from the "Certificate for Specialists in Demand Guarantees" course?

Participants gain guarantee type selection and structuring, URDG 758 application and wording drafting, document examination and claim assessment, and guarantee risk, compliance and dispute management. These four skills cover the practical core of demand guarantee work.

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Q4 What tools, methods, or standards are covered in the "Certificate for Specialists in Demand Guarantees" course?

The course covers demand guarantee concepts and commercial functions, performance, advance payment, payment and retention guarantee types, sureties and standby letter of credit distinctions, independent versus accessory structures, the independence principle, URDG 758 structure, scope and application, key URDG articles on issuance and content, governing law and jurisdiction, guarantee and counter-guarantee relationships, amendment, extension and expiry provisions, force majeure treatment, guarantee application and instruction handling, wording drafting for precision, amount, currency and reduction clauses, expiry date versus expiry event formulation, document examination standards under URDG 758 and ISP98, discrepancy identification, presentation requirements and examination timelines, compliance determination for demands, refusal procedures and notices, extend or pay demand treatment, applicant and beneficiary risk assessment, counter-guarantee claim handling, sanctions screening and regulatory compliance, fraud indicators and injunctions, dispute resolution and expert determination, internal controls and authorisation, record keeping and audit readiness, and digital guarantee developments.

Q5 How is the "Certificate for Specialists in Demand Guarantees" course applied in real-world practice?

Participants apply the methods to their own transactions. They select the appropriate guarantee type, review and draft guarantee wordings, apply URDG 758 to issuance, examine presentations against guarantee terms, decide on compliance, issue or defend refusals, manage extensions and expire dates, assess applicant and beneficiary risk, screen for sanctions, and prepare audit-ready records. Many leave with a guarantee wording checklist, a document examination template, and a refusal notice format ready to use.