INTERNATIONAL TRADE AND COMMODITY FINANCE



GENTEX®

TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

Introduction

International Trade and Commodity Finance Training Course builds the practical knowledge that bank, trading and corporate professionals need to finance cross-border trade in goods and commodities. Participants learn how documentary credits, collections and guarantees work, and how banks assess and structure commodity funding. The programme covers Incoterms, trade documentation, letters of credit under UCP 600, supply chain finance, pre-export finance and borrowing base facilities. Furthermore, it addresses price risk, collateral management, fraud risk and the regulatory expectations that apply to trade finance. As a result, delegates can structure funding that protects both buyer and financier. Gentex Training Center delivers the programme through documentation workshops and deal case work.

International Trade and Commodity Finance Course Objectives

- Explain the flow of a cross-border trade transaction from contract to settlement.
- Apply Incoterms rules correctly to allocate cost, risk and responsibility.
- Interpret trade documentation including bills of lading, invoices and certificates.
- Apply UCP 600 rules to documentary credits and discrepant documents.
- Structure collections, open account and guarantee-backed transactions.
- Assess commodity funding structures including borrowing base and prepayment facilities.
- Evaluate price risk and hedging in commodity finance transactions.
- Apply collateral management and warehouse receipt practices.
- Identify trade-based money laundering and fraud indicators.
- Apply regulatory, sanctions and compliance requirements to trade finance.

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

Course Methodology

The course combines practical briefings with documentation workshops and deal case studies. Participants review trade documents for discrepancies, structure a commodity facility and identify red flags in a trade-based fraud case. In addition, structured peer review and group discussion reinforce each technique, and every day closes with an applied trade finance task.

Who Should Take This Course

- Trade finance and commodity finance bankers.
- Corporate treasurers and export finance managers.
- Commodity traders and supply chain managers.
- Shipping, logistics and documentation staff.
- Compliance and financial crime professionals in trade finance.
- Auditors and consultants reviewing trade-based transactions.

International Trade and Commodity Finance Course Outlines

Day 1: Trade Transaction Flow and Incoterms

- The trade cycle from contract negotiation to settlement.
- Roles of exporter, importer, carrier, insurer, bank and clearing agent.
- Incoterms 2020 rules and allocation of cost, risk and responsibility.
- Transport documents, bills of lading and multimodal documents.
- Commercial invoices, packing lists, certificates of origin and inspection.

- Payment methods: open account, collections and documentary credits.
- Workshop: mapping a trade transaction and its document flow.

Day 2: Documentary Credits and Trade Documentation

- UCP 600 principles and the independence principle.
- Types of credit: sight, usance, transferable, revolving and standby.
- Issuing, advising, confirming and negotiating bank roles.
- Examining documents for discrepancies and handling refusal.
- Bills of exchange, drafts and acceptance practice.
- Guarantees, letters of indemnity and performance bonds.
- Workshop: examining a document set and identifying discrepancies.

Day 3: Commodity Finance Structures

- Commodity funding structures: borrowing base, prepayment and tolling.
- Pre-export finance and export credit agency support.
- Inventory, warehouse receipt and collateral management practices.
- Offtake agreements and their role as security.
- Borrowing base calculation, eligibility and advance rates.
- Structured commodity trade finance and syndication.
- Workshop: building a borrowing base for a commodity portfolio.

Day 4: Price Risk, Collateral and Fraud Control

- Price volatility and its impact on facility performance.
- Hedging with futures, options and swaps in commodity finance.
- Margin calls, margining and valuation of collateral.

- Trade-based money laundering typologies and red flags.
- Documentary fraud, phantom shipments and duplicate financing.
- Sanctions, dual-use goods and compliance screening.
- Workshop: identifying red flags in a trade-based fraud case.

Day 5: Risk Management, Documentation and Deal Execution

- Credit risk assessment for trade finance facilities.
- Country, counterparty and performance risk evaluation.
- Facility documentation: agreements, security and conditions precedent.
- Monitoring, reporting and covenant compliance over facility life.
- Distressed trade finance, claims and recovery options.
- Presenting a trade finance proposal to a credit committee.
- Workshop: defending a commodity finance proposal before a review panel.

Conclusion

By successfully completing International Trade and Commodity Finance Training Course, participants will have acquired the knowledge to structure and control cross-border trade funding. They will understand Incoterms, documentary credits, trade documentation, commodity finance structures, price risk and fraud controls, and they will know how to protect both trade parties and financiers. As a result, delegates handle trade transactions with greater confidence and control. Gentex Training Center builds the programme around current trade finance practice.

LEARN BOLD. **LEAD BEYOND**
GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

FAQs for the International Trade and Commodity Finance course

Q1 What is the "International Trade and Commodity Finance" course about?

It explains how cross-border trade in goods and commodities is financed. You learn Incoterms, trade documentation, UCP 600 documentary credits, commodity funding structures, price risk and fraud controls, with practical documentation and deal case work.

Q2 What are the key benefits of the "International Trade and Commodity Finance" course?

You gain the ability to structure trade funding that matches real transaction risk rather than accepting standard terms. You also reduce documentary discrepancies and payment delay, spot fraud and money laundering red flags earlier, and manage commodity price exposure more effectively.

Q3 What skills will I gain from the "International Trade and Commodity Finance" course?

You will gain trade transaction and documentation analysis, documentary credit examination and structuring, commodity finance and borrowing base structuring, and trade finance risk, collateral and fraud control.

GENTEX® TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

Q4 What tools, methods, or standards are covered in the "International Trade and Commodity Finance" course?

The course covers Incoterms 2020, UCP 600 rules for documentary credits, bills of lading and trade documentation, collections and guarantees, borrowing base and pre-export finance structures, warehouse receipt and collateral management, commodity hedging with futures, options and swaps, and trade-based money laundering typologies and sanctions screening.

Q5 How is the "International Trade and Commodity Finance" course applied in real-world practice?

Graduates apply it to examine document sets for discrepancies, issue and negotiate letters of credit, structure and monitor commodity facilities, calculate borrowing bases and advance rates, hedge price exposure, screen transactions for sanctions and fraud, and present trade finance proposals to credit committees.