Export Credit Finance for Banks Training Course

Professional Development Training Course Outline

Category	Banking Institute	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today’s global trade finance ecosystem, Export Credit Finance has become a critical enabler of cross-border transactions, international trade growth, export risk mitigation, and working capital optimization. Banks play a pivotal role in supporting exporters through structured financing solutions such as pre-shipment finance, post-shipment finance, export credit insurance, forfaiting, and supply chain financing. Export Credit Finance for Banks Training Course is designed to equip banking professionals with cutting-edge knowledge on export credit structures, trade compliance, risk assessment, and digital trade finance innovations aligned with global best practices.

With increasing globalization and evolving regulatory frameworks, banks must adopt advanced export finance strategies, ESG-compliant trade financing, digital trade platforms, and risk-based credit decisioning models. This training provides a comprehensive understanding of export credit instruments, country risk analysis, regulatory compliance, and fintech-driven trade solutions. Participants will gain practical insights through real-world case studies, scenario-based learning, and strategic frameworks to enhance profitability while minimizing risks in export finance operations.

Programme Curriculum

Export Credit Finance for Banks Training Course

Introduction

In today’s global trade finance ecosystem, Export Credit Finance has become a critical enabler of cross-border transactions, international trade growth, export risk mitigation, and working capital optimization. Banks play a pivotal role in supporting exporters through structured financing solutions such as pre-shipment finance, post-shipment finance, export credit insurance, forfaiting, and supply chain financing. Export Credit Finance for Banks Training Course is designed to equip banking professionals with cutting-edge knowledge on export credit structures, trade compliance, risk assessment, and digital trade finance innovations aligned with global best

practices.

With increasing globalization and evolving regulatory frameworks, banks must adopt advanced export finance strategies, ESG-compliant trade financing, digital trade platforms, and risk-based credit decisioning models. This training provides a comprehensive understanding of export credit instruments, country risk analysis, regulatory compliance, and fintech-driven trade solutions. Participants will gain practical insights through real-world case studies, scenario-based learning, and strategic frameworks to enhance profitability while minimizing risks in export finance operations.

Course Duration

5 days

Course Objectives

1. Understand Export Credit Finance frameworks and global trade finance dynamics
2. Analyze pre-shipment and post-shipment financing structures
3. Apply export risk mitigation strategies and credit insurance mechanisms
4. Evaluate country risk, sovereign risk, and political risk exposure
5. Master trade finance compliance, AML, KYC, and ICC regulations
6. Develop structured export finance solutions for SMEs and corporates
7. Assess foreign exchange risk and hedging strategies in exports
8. Leverage digital trade finance platforms and blockchain innovations
9. Enhance credit appraisal techniques for export financing
10. Implement supply chain finance and receivables financing models
11. Optimize working capital management for exporters
12. Integrate ESG principles into export credit financing decisions
13. Strengthen portfolio risk management and trade finance profitability

Target Audience

1. Trade Finance Officers
2. Credit Analysts and Risk Managers
3. Corporate Banking Relationship Managers
4. Export Finance Specialists
5. Treasury and Forex Professionals
6. Compliance and Regulatory Officers
7. SME Banking Executives
8. Fintech and Digital Banking Professionals

Training Modules

Module 1: Fundamentals of Export Credit Finance

- Overview of global trade finance ecosystem
- Export credit instruments and structures
- Role of banks in export financing
- Key stakeholders in international trade
- Regulatory frameworks and guidelines
- *Case Study:* Financing an SME exporter entering international markets

Module 2: Pre-Shipment Finance

- Packing credit and working capital solutions
- Export order financing
- Risk assessment in pre-shipment stage
- Documentation and compliance
- Interest rate structures and pricing
- *Case Study:* Pre-shipment finance for manufacturing exporters

Module 3: Post-Shipment Finance

- Bill discounting and negotiation
- Letters of Credit (LCs) and collections
- Export receivables financing
- Forfaiting and factoring solutions
- Managing payment risks
- *Case Study:* Post-shipment finance using LC-backed transactions

Module 4: Export Risk Management

- Credit risk and counterparty analysis
- Country and political risk assessment
- Export credit insurance and guarantees
- Risk mitigation tools and techniques
- Portfolio risk diversification
- *Case Study:* Managing political risk in emerging markets

Module 5: Trade Finance Compliance

- AML, KYC, and sanctions compliance
- ICC rules
- Regulatory reporting requirements
- Fraud detection in trade finance
- Compliance risk management frameworks
- *Case Study:* Identifying fraudulent trade transactions

Module 6: Foreign Exchange & Treasury in Exports

- FX risk exposure in export transactions
- Hedging strategies and instruments
- Currency pricing and volatility management
- Treasury operations in trade finance
- Impact of global markets on exports
- *Case Study:* Hedging export receivables against currency fluctuations

Module 7: Digital Trade Finance & Innovation

- Blockchain in trade finance
- Digital letters of credit and e-documentation
- Trade finance platforms and fintech solutions
- Automation and AI in credit assessment
- Cybersecurity in digital trade
- *Case Study:* Implementing blockchain-based trade finance

Module 8: Structured Export Finance & ESG Integration

- Structured trade finance solutions
- Supply chain and receivables financing
- ESG considerations in export finance
- Sustainable trade finance models
- Performance measurement and KPIs
- *Case Study:* ESG-compliant export financing for green projects

Training Methodology

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com