



TrainingCentral

TrainingCentral Solutions Pvt. Ltd.

Trade Finance & Forex Risk Management (Face-to-Face)

Contents

Day 1					
Topic	Methodology	Contents	Outcome	Duration (in min.)	Time
Introduction	Trainer Led Discussion,	- Facilitator & Participant	Global Economic Scenario,	45	10:00 am to 10:45 am
	Activity	Introduction, QE & Zero/negative Int. Rates	Regulation of Foreign Currency Transactions – Current/Capital Account- BOP, QE to QT		
Workshop Objectives	Trainer Led Discussion	- Objective to understand the Regulatory Mechanism, Regulation of FC transactions, BOP etc	Role in brief – MOC - DGFT-FTP 2015-20, RBI-FEMA 1999/ FEDAI/ECGC, convertibility, Interventions & Fx Risk Mngmnt	45	10:45 am to 11.30 am
Tea Break				15	11:30 am to 11:45 am
Workshop	Trainer Led Discussion	- Objective to understand the	Enable the participants to understand International Trade	30	11:45 am to 12:15 pm
Foreign Exchange Risk	TLD, PPTs	- Transaction risk	Enable participants to understand the Business risk –Equity, Currency, Interest Rate & commodities Risk and how to cover risks in intl. trade	45	12:15 pm to 1:00 pm
		- Translation risk			
		- Economic/Operating Risk - Market Risk			
Lunch Break				45	01:00 pm to 1:45 pm
Factors Affecting Foreign Currency Rates	TLD & PPTs	- Trade in goods and services	Enable participants to understand factors impacting the forex markets	45	1:45 PM to 2:30 pm
		- Interest rates			
		- Inflation rates etc			
International Monetary System	TLD & PPTs	Institutional set-up and other mechanism	Enable Participants to Understand IMS, Gold standard, PPP theory, Bretton wood system	45	2:45 pm to 3:30 pm
		-Fixed Exchange Rate			
		-floating/Dirty Float			
Tea Break				15	03:30 pm to 3.45 pm
The Market for foreign currencies	PPT, Discussion Based	- Features	Enable participants to understand Forex Market dynamics, Cash/Spot, Fowd	45	03.45 pm to 4.30 pm
		- Participants			
		- Motives			
The Market for foreign currencies	Trainer Led Discussion	- Instruments	Enable participants to understand Fx Market Arbitrage, Fx-Retail	30	04:30 pm to 05:00 pm
		- arbitrage			
Recap and Closure	Recap		Questions and Answers	15	05:00 pm to 05:15 pm



Day 2					
Shipment Terms	TLD, PPTS	- Terms of Shipments	Incoterms 2010 - ICC Paris,	60	10:00 am to 11:00 am
Costing/Pricing & Hedging	TLD, PPTS	- Costing/Pricing	Enable participants to understand costing/pricing	30	11:00 am to 11:30 am
		- Hedging the price			
Tea Break				15	11:30 am to 11:45 am
Terms of Payments	TLD, PPTS	- Payment Terms	Enable participants to understand Payment terms - DP/DA/CAD, Collection/Open Account, Advance Payment, Sight, Usance, LC etc	30	11:45 am to 12:15 pm
		- Risk Involved			
		-Hedging the risk			
Documentary Credit	TLD, PPTS	- Types of LC	Enable participants to understand Documentary Credit - Definition, Purpose, Types, Parties, Operation, Documentation, Risks, Adv & disadvantage - UCP 600	45	12:15 pm to 1:00 pm
		-role of UCPDC 600			
Lunch Break				45	01:00 pm to 1:45 pm
Financing of Trade	TLD and PPTS	- Export finance	Enable participants to understand PC-INR, PCFC, Bills Discounting & Hedging	60	1:45 PM to 2:45 pm
		- Pre-Post shipment			
		- Interest sub-vention			
Financing of Trade	TLD and PPTS	Export/Import Finance	Enable to understand Working capital finance for Export/Import	30	2:45 pm to 3:15 pm
		- Factoring/Forfaiting			
		-buyer's/Supplier Credit			
Hedging Foreign Exchange Risks	TLD and PPTS	Strategies for Hedging	Enable participants to understand Strategies for INR/PCFC Finance, Interest Sub-vention scheme, FCNR-B, FC Loan with Risk Management	30	3:15 pm to 3:45 pm
		-PCFC-INR loans			
Tea Break				15	03:45 pm to 4:00 pm
Case Studies	Trainer Led Discussion	Difficult Risk Management Lessons.	UCP 600 Practical Cases/ Case Studies, Caselets and Question / Answers	60	04:00 pm to 05.00 pm
Recap and Closure	Recap		Questions and Answers	15	05:00 pm to 05:15 pm



Day 3					
Hedging Risks	TLD, PPTs	-Risk Management Strategies	Enable participants to understand Risk Management strategies – Internal/External	30	10:00 am to 10:30 am
Hedging Foreign Exchange Risks	TLD, PPTS	- Forward hedge	Enable participants to understand need & procedure of booking forward contracts	60	10:30 am to 11.30 am
Tea Break				15	11:30 am to 11:45 am
Hedging Foreign Exchange Risks	TLD, PPTs	- Forward hedge and Money market hedge	Enable participants to understand the integration of forward and money market hedge and procedure	30	11:45 am to 12:15 pm
Hedging Foreign Exchange Risks	TLD, PPTS	- Hedging with currency futures and options	Enable participants to understand different types of hedging instruments OTC, Exchange Traded etc	45	12:15 pm to 1:00 pm
Lunch Break				45	01:00 pm to 1:45 pm
Hedging Foreign	TLD and PPTs	Hedging with Swaps	Enable participants to understand different types of hedging	60	1:45 PM to 2:45 pm
Hedging Foreign Exchange Risks	TLD and PPTs	Strategies for Hedging -FCNR-B Loan -FC Loan -buyer's/Supplier Credit	Enable to understand Pre shipment & Post Shipment Credit in Rupee and Foreign Currency with Risk management	30	2:45 pm to 3:15 pm
Hedging Foreign Exchange Risks	TLD and PPTs	Strategies for Hedging -PCFC-INR loans	Enable participants to understand Strategies for INR/PCFC Finance, Interest Sub-vention scheme, FCNR-B, FC Loan with Risk Management	30	3:15 pm to 3:45 pm
Tea Break				15	03:45 pm to 4:00 pm
Risk management	Trainer Led Discussion	Difficult Risk Management Lessons.	Practical Cases/Case Studies, Questions and Answers	60	04:00 pm to 05.00 pm
Recap and Closure	Recap		Questions and Answers	15	05:00 pm to 05:15 pm