

## INTERNATIONAL TRADE HORIZONS: ELEVATING BANKS IN EXPORT-IMPORT EXCELLENCE

### Overview

In a rapidly evolving global economic landscape, the success of banks hinges on their ability to navigate the intricacies of international trade. The "International Trade Horizons: Elevating Banks in Export-Import Excellence" training course is meticulously crafted to offer an immersive and comprehensive exploration of export-import operations, empowering banks to excel in the dynamic world of cross-border transactions. This course provides an excellent opportunity for professionals to gain insights into the latest trends and innovations shaping global trade. Moreover, participants will acquire practical skills to streamline export-import operations and reduce inefficiencies and learn effective strategies to navigate risks associated with cross-border transactions. This will ultimately elevate their organisations' role in the global trade landscape through strategic decision-making.

The MBF Academy provides a first-class training course empowering professionals with the knowledge and skills needed to excel in international trade. This course will run for eleven days comprising the theoretical-empirical sessions alongside visiting the SEACITY Museum (Southampton) and the London Sightseeing Tour to complement the programme.

### Target Audience

This professional training course is well-suited for a diverse range of professionals including trade finance professionals, risk management experts, compliance officers, government-regulatory representatives, financial analysts, academics and researchers. We welcome participants from various business sectors to create a diverse, interactive and world-class learning environment.

#### ***Requirements:***

- Participants should ideally have at least 1 year of professional experience in their respective fields. This level of experience is recommended to ensure that all attendees can fully engage with the advanced topics covered and actively contribute to discussions;
- A moderate level of English (or higher) is required.

To maximize both the (1) effectiveness of the training course and (2) participants' learning experience, the MBF Academy aims to deliver the course in a dynamic and learner-centred environment. The invited leading experts will deliver relevant theoretical and practical sessions.

**Please note that places in this course are limited and tend to fill up quickly. We encourage interested professionals to register early to secure their spot. The registration deadline is the 15<sup>th</sup> of March, 2024.**

## Agenda

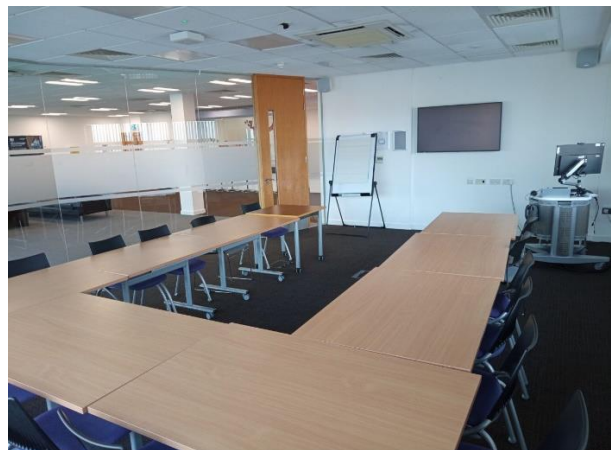
<b>May 21, 2024</b>	
17:00	Arriving at the London Heathrow Airport
<b>May 22, 2024</b>	
14:00-18:00	Bournemouth Sightseeing Tour
<b>May 23, 2024</b>	
9:00 am-13:00 pm  Coffee: 10:50am-11:10am	<p>Welcome and orientation.</p> <p>Module 1. Introduction to International Trade:</p> <ul style="list-style-type: none"> <li>• Definition and basic concepts.</li> <li>• Historical evolution and milestones.</li> </ul> <p>Module 2. Theories of comparative advantage and absolute advantage</p> <ul style="list-style-type: none"> <li>• Explaining the concepts and their relevance</li> <li>• Practical applications and case studies</li> </ul> <p>Module 3. Trade policies and agreements</p> <ul style="list-style-type: none"> <li>• Overview of global trade policies</li> <li>• The role of international trade agreements (e.g., WTO, regional trade agreements)</li> </ul> <p>Module 4. Tariffs, quotas, and non-tariff barriers</p> <ul style="list-style-type: none"> <li>• Types of trade barriers and their impact</li> <li>• Case studies on recent trade disputes and resolutions</li> </ul>
<b>May 24, 2024</b>	
9:00am-13:00pm  Coffee: 10:50am-11:10am	<p>Module 5. Overview of Transaction banking</p> <ul style="list-style-type: none"> <li>• Definition and scope of transaction banking</li> <li>• Key services and products offered by transaction banks</li> </ul> <p>Module 6. Digital transformation in Transaction banking</p> <ul style="list-style-type: none"> <li>• Technological advancements in transaction banking</li> <li>• Fintech partnerships and innovations in the field</li> </ul> <p>Module 7. Practical risk management in Trade Finance</p> <ul style="list-style-type: none"> <li>• Identifying and assessing risks in trade finance</li> <li>• Strategies for managing credit, operational, and market risks</li> </ul>
<b>May 27, 2024</b>	
9:00 am-13:00 Coffee: 10:10am-10:25am 11:35 am-11:50 am   Lunch: 13:00-14:00  14:00-17:30 Coffee break: 15:10-15:25 16:35-16:50	<p>Module 8. Introduction to Export-Import Operations</p> <ul style="list-style-type: none"> <li>• Overview of International Trade Dynamics and its Significance in the Global Economy</li> <li>• Understanding Export and Import Processes, Documentation, and Regulatory Requirements</li> <li>• Role of Financial Institutions in Facilitating Export-Import Transactions</li> </ul> <p>Module 9. Transaction Banking in UK Banks</p> <ul style="list-style-type: none"> <li>• Definition and Scope of Transaction Banking Services</li> <li>• Transaction Banking Offerings by UK Banks</li> </ul> <p>Module 10. European Experience in Export-Import Operations</p> <ul style="list-style-type: none"> <li>• Analysis of Export-Import Trends and Patterns in European Countries</li> <li>• Comparison of Export-Import Regulations and Practices across European Union Member States</li> <li>• Case Study</li> </ul> <p>Module 11. Procedures for Banking Operations in Foreign Currencies</p> <ul style="list-style-type: none"> <li>• Overview of Foreign Exchange Markets and Currency Trading</li> <li>• Procedures for Opening and Maintaining Accounts in Foreign Currencies</li> <li>• Risk Management Strategies for Mitigating Foreign Exchange Risk in Banking Operations</li> </ul> <p>Module 12. Incoterms in International Trade</p> <ul style="list-style-type: none"> <li>• Introduction to Incoterms and their Importance in Global Trade Contracts</li> </ul>

	<ul style="list-style-type: none"> <li>• Explanation of Different Incoterms Rules and their Implications on Buyers and Sellers</li> <li>• Practical Application of Incoterms in Negotiating Trade Terms and Minimizing Risks</li> </ul> <p>Module 13. Regulatory and Compliance Framework</p> <ul style="list-style-type: none"> <li>• Compliance Requirements Related to Export-Import Operations and Transaction Banking</li> <li>• Activities</li> <li>• Regulatory Frameworks Governing Cross-Border Transactions and Foreign Currency</li> <li>• Dealings</li> <li>• Best Practices for Ensuring Compliance with International Trade Finance Regulations</li> </ul> <p>Module 14. Emerging Trends and Future Outlook</p> <ul style="list-style-type: none"> <li>• Exploration of Emerging Trends in International Trade Finance and Transaction Banking</li> <li>• Analysis of Technological Advancements and their Impact on Trade Finance Operations</li> <li>• Discussion on the Future Outlook of Global Trade and Transaction Banking Landscape</li> <li>• Questions and Answers</li> <li>• Quiz</li> </ul>
<b>May 28, 2024</b>	
9:00 am-19:00	London sightseeing tour.
<b>May 29, 2024</b>	
10:00am-13:00 Coffee: 10:20am-10:40am	Round-table discussions: “Contemporary challenges in international trade”  Concluding remarks, comments and feedback. Certificate presentation*.
<b>May 30, 2024</b>	
9:00 am-13:00    19:00-21:00	Visiting SEACITY Museum (Southampton) to explore Southampton’s Titanic Story. Opened in 2012 for the centenary of the Titanic sinking, the museum presents the items that tell the story of Titanic and Southampton, which was the main port of the ship.  Gala dinner.
<b>May 31, 2024</b>	
9:00 am	Departure for the London Heathrow Airport

**\*All participants will receive their certificates upon completion of the training course.**

## The training course venue

The training course will take place at the Executive Business Centre in Bournemouth, United Kingdom.



## Accommodation

Participants of the training course will be hosted by The Royal Bath Hotel ([www.royalbathhotel.co.uk](http://www.royalbathhotel.co.uk)), Bath Rd, Bournemouth BH1 2EW, UK. Opened on Queen Victoria's coronation day in 1838, The Royal Bath Hotel was Bournemouth's first ever hotel. The stunning hotel is ideally positioned (400 meters from Bournemouth Beach), allowing guests to visit the variety of attractions on offer, whilst also offering the opportunity to venture out on a peaceful walk along the promenade.



## The training course price

**£2950 (UK POUNDS) PER PARTICIPANT<sup>1</sup>.**

This price (£2950 UK pounds) includes *an eleven-day training course* and the *transportation costs* (from London Heathrow Airport to Bournemouth on the 21<sup>st</sup> of May 2024 and Bournemouth to London Heathrow Airport on the 31<sup>st</sup> of May 2024).

The MBF Academy covers the *accommodation costs* of the participants (bed, breakfast and dinner) at the Royal Bath Hotel (from the 21<sup>st</sup> of May to the 31<sup>st</sup> of May, 2024) and the Gala Dinner costs, Bournemouth, UK. In addition, the Academy covers the *London Sightseeing Tour costs* (the 14<sup>th</sup> of May 2024) and the visiting *SEACITY Museum costs* (the 16<sup>th</sup> of May 2024). ***For general queries about the training course, please contact us via Telegram/WhatsApp at +447895651543 or visit our website (mbfacademy.co.uk).***

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<sup>1</sup> The Terms and Conditions will apply.