

# **FORTUNE INSTITUTE OF INTERNATIONAL BUSINESS**

## **Methods of Payment in International Trade including Documentary Credit**

### **About the program:**

Methods of payment play an important role in International Trade. The terms of payment and division of costs are finalized before signing up an export/import deal. While securing an export order payment terms besides quality of goods, delivery schedule and price play a vital role. The Commercial Banks also provide funds both before and after sending shipments, till the actual realization of exports. Proper understanding of various articles of UCP 600 and their compliance will enable executives to smoothly complete transactions involving Letters of Credit.

### **Objectives:**

- ) To make the exporters understand the different methods of payment in international trade.
- ) To make them aware about the possible risk situations to be taken care of while finalizing an export/import deal.
- ) To make them understand the importance of UCP 600.

### **Content:**

- ) Letter of Credit – parties involved, role of Banks, UCP600 conditions
- ) Documentary credit – Documents against Payment (D/P) & Documents against Acceptance (D/A)
- ) Cash in Advance & Open Account
- ) Sharing of transportation & other ancillary costs

### **Methodology:**

- ) Presentations
- ) Lectures followed by discussions
- ) Content handouts

### **Who may attend?**

- ) Suited for executive in MSME sector engaged in export-import business and prospective entrepreneurs
- ) Officials of trade facilitation and service agencies & Export Import consultants
- ) Researchers and academicians who want develop to expertise in the area.

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## **Expected outcome:**

- ) The participants will get insights on minimizing the export risks in terms of payments.
- ) Informative inputs on different options of payments in International Trade.

## **Resource Person:**

Mr. Partha Saikia has seven years of experience in various divisions like sales. He has worked for four years in sales particularly in B2B sales, selling through teams/channel players and new market development at ICICI Lombard, GIC Ltd and Interkardio Healthcare Technologies. He has also been teaching and mentoring several Business School students for the last six years. He has keen interest in Export Import Documentation and International Business

**Venue:** FIIB Campus, New Delhi

## **Registration Details:**

For details regarding registration process and other queries please contact our MDP cell at:

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