

FORTUNE INSTITUTE OF INTERNATIONAL BUSINESS

"Trade Finance & Foreign Exchange"

About the program:

Foreign trade, being international in character, importers need to make payment in a currency other than their home country currency, while exporters receive payment in a currency other than their home country currency. This program is mainly targeted at small and medium exporters and importers, including their executives, who wish to understand the nuances of import and export financing, as well as deal with issues that arise on account of movement in foreign exchange rates vis-à-vis the domestic currency.

Objectives:

This program has been designed mainly for working professionals in order to:

-) Understand trade finance products and processes
-) Understand foreign exchange markets
-) Understand foreign exchange rates and their movements

Content:

The topics covered would include:

-) Overview of Foreign Exchange Market
-) How foreign exchange rates are quoted
-) Determination of Exchange Rates including Interest Rate Parity Theory & Purchasing Power Parity Theory
-) Different ways of financing foreign trade
-) Role of banks in financing international trade including letters of credit
-) Role of export credit guarantee organizations like ECGC

Methodology:

-) Presentations
-) Lectures & discussions
-) Case studies

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Who may attend?

-) Officers/ managers involved in trade finance – both banks and corporates
-) Officers/ managers involved in credit management – both banks and corporates
-) Officers/ executives dealing in foreign exchange
-) Executives/ owners of small & medium sized businesses desirous of improving their knowledge and skills

Expected outcome

The course has been designed especially for junior and middle level executives. Upon completion of the course, the participants can look forward to the following learnings:

-) Structure of foreign exchange markets in India and abroad
-) Identification of factors which determine exchange rates
-) Calculation of foreign exchange rates
-) Documentary Collections and Documentary Credits
-) Pre-shipment and post-shipment finance available to Indian exporters
-) Buyers' and suppliers' credits
-) Role of Exim Bank of India and ECGC

Resource Person:

Professor Abhijit Roy, with over 20 years of rich experience with SBI, will be the main resource person. Professor Roy has also been an advisor to an international bank and has teaching experience at leading management institutions for over a decade.

Venue: FIIB Campus, New Delhi

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Registration Details:

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

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