# Trade Credit Management for Banks Training Course

Professional Development Training Course Outline

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

## Course Introduction

In today’s dynamic financial ecosystem, Trade Credit Management has become a critical capability for banks aiming to strengthen working capital financing, mitigate credit risk exposure, and enhance liquidity optimization for corporate clients. With the rise of global supply chains, digital trade finance platforms, and real-time transaction monitoring, banks must adopt advanced strategies to manage trade credit effectively while ensuring regulatory compliance and risk-adjusted profitability. Trade Credit Management for Banks Training Course delivers cutting-edge insights into credit assessment frameworks, trade finance instruments, and data-driven credit decisioning.

As financial institutions face increasing pressure from Basel III/IV regulations, ESG considerations, and fintech disruption, mastering trade credit management is essential for sustainable growth. This program equips professionals with practical knowledge in counterparty risk analysis, receivables financing, and credit portfolio optimization, integrating real-world case studies and best practices to ensure participants can drive operational excellence and strategic credit management within their institutions.

## Programme Curriculum

**Trade Credit Management for Banks Training Course**

**Introduction**
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**Course Duration**

5 days

**Course Objectives**

1. Develop advanced knowledge of trade credit risk assessment models
2. Understand working capital financing strategies in global trade
3. Apply Basel III/IV credit risk frameworks to trade finance
4. Enhance skills in receivables and payables financing
5. Analyze counterparty creditworthiness using data analytics
6. Implement credit risk mitigation techniques
7. Strengthen trade credit portfolio management strategies
8. Explore digital trade finance platforms and fintech integration
9. Improve cash flow forecasting and liquidity management
10. Evaluate cross-border trade risks and compliance requirements
11. Apply AI-driven credit scoring and predictive analytics
12. Understand ESG factors in trade credit decisions
13. Optimize credit approval processes and operational efficiency

**Target Audience**

1. Trade Finance Officers
2. Credit Risk Analysts
3. Corporate Banking Managers
4. Relationship Managers
5. Risk & Compliance Officers
6. Treasury and Liquidity Managers
7. SME Banking Specialists
8. Financial Controllers and Auditors

**Course Modules**

**Module 1: Fundamentals of Trade Credit Management**

- Overview of trade credit in banking
- Key trade finance instruments
- Role of trade credit in working capital
- Credit lifecycle in trade finance
- **Case Study:** Trade credit structuring for an exporting company

**Module 2: Credit Risk Assessment & Analysis**

- Financial statement analysis for trade clients
- Credit scoring models and rating systems
- Counterparty risk evaluation

- Industry and sector risk analysis
- **Case Study:** Assessing credit risk of a multinational importer

**Module 3: Trade Finance Products & Structures**

- Letters of Credit and documentary collections
- Supply chain finance solutions
- Invoice discounting and factoring
- Structured trade finance
- **Case Study:** Structuring a supply chain finance program

**Module 4: Risk Mitigation Techniques**

- Credit insurance and guarantees
- Collateral management strategies
- Hedging trade-related risks
- Fraud prevention in trade finance
- **Case Study:** Mitigating default risk using insurance instruments

**Module 5: Regulatory & Compliance Frameworks**

- Basel III/IV implications
- AML/KYC in trade finance
- Sanctions and cross-border compliance
- Legal documentation standards
- **Case Study:** Compliance failure in international trade transactions

**Module 6: Digital Transformation in Trade Credit**

- Blockchain in trade finance
- AI and machine learning in credit decisions
- Digital trade platforms and automation
- Data analytics for credit monitoring
- **Case Study:** Implementing a digital trade finance solution

**Module 7: Portfolio Management & Monitoring**

- Credit portfolio diversification
- Early warning systems
- Non-performing trade assets management
- Stress testing trade credit portfolios
- **Case Study:** Managing a deteriorating credit portfolio

**Module 8: Strategic Trade Credit Management**

- Aligning trade credit with business strategy
- Client relationship and credit structuring
- ESG integration in credit decisions
- Performance measurement and KPIs
- **Case Study:** Strategic credit expansion in emerging markets

## 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 |

| Start Date | End Date | Location | Price |
|---|---|---|---|
| **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