

Manage documentary credits effectively



IE-13 2 Days (14 Hours)

Description

The documentary credit represents security for both the buyer and the seller provided that they master the drafting of the various documents. At the end of this documentary credit management training, you will be able to avoid the pitfalls of the new 'Crédoc' and will understand the banking mechanisms from issuance to final settlement.

Who is this training for ?

For whom

Collaborator in the Export and Import services, Import/Export assistant, credit manager assistant, accountant, financial manager, person responsible for documentary credit management. Sales manager responsible for monitoring commercial contracts.

Prerequisites

Aucune

Training objectives

- Manage a Crédoc.
- Reduce 'reserves' when collecting for export.
- Carry out the documentary credit arrangement to secure your purchases.
- Priorize the use of Stand-by.
- Understand the Crédoc mechanisms to remove the risks of non-collection.
- Reduce the number of unpaid invoices during export operations.

Training program

Le crédit documentaire : intérêts et conditions de mise en place à l'export et à l'import

- How Crédoc works: what are the mechanisms? Write the pro forma invoice and the export instruction letter.
- Write the opening request and secure its payment to import.
- Choose the most favorable Incoterm 00.
- The checklist.

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- How to analyze a Crédoc to detect risks.
- Avoid the risks, how to amend the Crédoc? Negotiate the fees.
- Standard costs and the different commissions: how to negotiate with the bank? Gather and ensure the conformity of documents: invoices, transport documents, certificates...

Optimiser la gestion des encaissements à l'international Sélectionner le type de

- Banking of documents: how to avoid reserves? how to manage them? when importing, how to secure your transaction? Adapted credit (credit red clause, back to back, revolving, transferable credit...).
- The new rules and customs 00 of the CCI.
- Choose the payment method: on sight; deferred by negotiation; The specificity of the creeds on Algeria.

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- Stand-by Interest for the company.
- Comparative study Stand-by/Crédoc.
- The new rules.