

Master international customer risk management



IE-16 2 Days (14 Hours)

Description

The company's international development involves conquering new markets and securing its commercial operations. Appreciating the risk of payment default and mastering both financial and legal tools to limit this risk are essential if you want to achieve lasting international success. This training provides you with all the tools to secure your international operations.

Who is this training for ?

For whom

Business engineer. Area manager. Market manager. Credit manager and financial manager. Export services employee in charge of monitoring customer accounts. Risk manager.

Prerequisites

Aucune

Training objectives

- Evaluate country risk and international customer risk.
- Optimize the choice of payment method.
- Control the contractual risks of its commercial offers.
- Reduce unpaid debts through effective risk prevention.
- Control the different insurances Export credit.

Training program

Évaluer les différents niveaux de risques à l'international Évaluer les différents risques à l'international : commercial, politique, change... Obtenir des renseignements de solvabilité sur son partenaire étranger. Optimiser le mode de paiement de vos v

- Compare payment methods: speed, security, simplicity, cost, break-even point and impact on the commercial relationship.
- Non-documentary collections: checks, bills of exchange, transfers (Swift).
- Understand the mechanisms of Documentary Credit (RUU 00): negotiate the terms, make the delivery, equip yourself with effective management tools.
- Guarantee 00% payment : the Stand-by letter of credit.
- Assign your receivables without recourse to financial organizations: factoring, forfeiting.

61 Maîtriser le risque juridique

- Plan to integrate the specific clauses of international offers.
- The clauses linked to payment.
- The clauses linked to the transfer of risks Incoterms 00 .
- The transfer of ownership, the mirage of international retention of title.
- The arbitration clause and the resolution of disputes.

2 Souscrire et gérer une police d'assurance-crédit

- Measure the opportunity to take out insurance.
- Select the credit insurer according to the risk zone.
- Manage credit insurance, negotiate its rates.