

# TRADE PROFESSIONAL DEVELOPMENT PROGRAMMES

## THE PROGRAMMES

### CERTIFIED GLOBAL TRADE MANAGEMENT PROFESSIONAL (CGTMP)

#### Program Overview

The Certified Global Trade Management Professional (CGTMP) is a 3-month trade professional development program designed to equip bankers, importers and exporters with the skills and competencies required to think through and tackle the various challenges of trade professionals around the world. The Certified Global Trade Management Professional (CGTMP) program enables trade professionals to demonstrate expertise in effectively and efficiently handling different types of trade business challenges around the world.

The CGTMP program covers introduction to the concept of global trade management, application of different trade finance instruments, application of handling trade rules, handling emerging trade customers challenges and how to develop various solutions to trade business problems.

#### Target:

- a. Sales & Marketing staff of Banks
- b. Import-Export Managers in Trading firms
- c. Import-Export Managers in Manufacturing firms
- d. Experienced Trade Professionals in Banks
- e. Trade Finance Professionals in Banks

#### COURSE OUTLINE

- . Introduction to the Concept of Global Trade Management
- . Understanding Open Account, Advance Payment & Bill for Collection
- . Understanding Letter of Credit Principles, Types & Application
- . Understanding Demand Guarantee Principles, Types & Application
- . Understanding Import-export Trade Compliance Issues
- . Trade Challenges and Emerging Support Services
- . Understand Trade Logistics, Supply Chain Management & Incoterms
- . Trade Solutions for Open Account Trading
- . Trade Solutions Products: Supply Chain Finance
- . Trade Solutions Products: Digitalization Of Trade
- . Trade Solutions: Examples & Case Studies

**VENUE:** 3T Impex Trade Center No 11B Bola Shadipe Street, Off Adelabu Street, Surulere, Lagos

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#### Quick Facts

- a. Course duration is 3 months
- b. Exams are held at the end of the program.
- c. The video lectures can be accessed on [www.globaltradecollege.com](http://www.globaltradecollege.com).

#### Program Cost

**Application Fee:** ₦20,000

**Tutorial Fee:** ₦150,000

**Course Fee:** ₦450,000

#### Certification

To be awarded the certificate, you must satisfactorily complete all examinations and other terms and conditions. Successful students will receive a certificate and a transcript detailing the course contents.

#### Assessment & Grade

The duration for the Certified Global Trade Management Professional linked to 30 question. The grades awarded to the participants as follows:

**Distinction** – 85% and above

**Credit** – 70% - 84%

**Pass** – 60% - 69%

#### Exam Extension

Students who require an extension to the three-month examination period for this program will be subject to a ₦100,000 extension fee. The three-month period is calculated from the date students are granted access to the [www.globaltradecollege.com](http://www.globaltradecollege.com) e-learning platform

#### Assessment & Grade

Students who do not achieve a passing grade on an examination will be permitted to retake the failed course. A retake fee, equivalent to 50% of the original course fee, will be applied. Students are allowed a maximum of two retake attempts per failed course. Failure to pass a course after three attempts will result in program disqualification.

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