

TRADE PROFESSIONAL DEVELOPMENT PROGRAMMES

THE PROGRAMMES

DIPLOMA IN EXPORT TRADE FINANCE (ETF)

Program Overview

This is a 6-month program designed to equip with requisite skill, anyone that wants to either start a viable export business or seeking to develop a career path in export management. The Export Trade Finance Program (ETF) enables trade professionals demonstrate expertise in handling issues relating to export trade finance in international trade.

Diploma in Export Trade Finance program covers export finance options, export trade finance instruments, export credit insurance, mitigating export trading risks and fraud, and export documentation.

Target:

- a. Export Manager
- b. Experienced Trade Professionals
- c. Trade Product Managers
- d. Relationship Managers
- e. Risk Managers
- f. Logistics Personnel
- g. Trade Desk Officers
- h. Treasurers in FMCG

COURSE OUTLINE (Module-1)

- . Preparation and Introduction To Export Business
- . International Trade Environment-1
- . International Trade Environment-2
- . International Trade Environment-3
- . Researching The Export Market
- . Planning and Principles of Export Business Success
- . Understanding African Continental Free Trade Agreement
- . Export Business Potential in Nigeria
- . People and Stakeholders in Export Trade
- . Purchase Orders and Contracts in International Trade

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COURSE OUTLINE (Module-2)

- . Paperwork and Export Processes In Nigeria
- . Paperwork-1: Transport and Insurance Documents
- . Paperwork-1: Regulatory documents
- . Documentation and Clearance in Export Market
- . Export Processes And Supply Chain Management
- . Understanding Free Zones and Export Pricing
- . Exchange Rate Changes, Currency Issues, And Hedging and Export Costing
- . Export Pricing And Incoterms
- . Payment Methods: Open account, Advance payment & Bill for Collections
- . Payment Methods: Letter of credit & Trade digitalisation

COURSE OUTLINE (Module-3)

- . Principle of export business financing
- . Practice of export business financing
- . Payment instrument- demand guarantees
- . Payment instrument- standby letter of credit
- . Pre-export finance options
- . Post-export finance options
- . Principles of export finance monitoring
- . Prevention of export finance risks and frauds
- . Prevention of trade based money laundering & terrorist financing

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Quick Facts

- a. Course duration is 6 months
- b. Exams are held at the end of the program.
- c. The video lectures can be accessed on www.globaltradecollege.com.

Program Cost

Application Fee: ₦20,000

Tutorial Fee: ₦150,000

Course Fee: ₦750,000

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 Diploma in Export Trade Finance exam is 3 hours and it contains 140 multiple choice questions and case studies 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 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.

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