



# Programme on Export Credit Management

July 24 – 29, 2017

*Coordinators*  
Dr Smita Roy Trivedi  
Dr Elizabeth James



**National Institute of Bank Management  
Pune, India**

# Programme on Export Credit Management

India's Foreign Trade Report 2017, published by the Ministry of Commerce and Industry, asserts that the revival in exports noted in the last few months of 2016 will continue in 2017. During January 2017 exports grew at 4.32% in dollar terms. Further, the Federation of Indian Export Organisations (FIEO) has set a target of USD 500 billion exports (merchandise and service) in FY18 (Economic Outlook, CMIE). To give a boost to exports, it is imperative to support the efforts of the exporters through provision of timely and adequate finance. NIBM is offering this programme to enable credit department officials and officials from trade financing desks to understand export credit guidelines and structuring of pre-shipment and post-shipment financing.

## Objectives

- To aid skill development in credit appraisal for financing exports of goods and services.
- To reinforce understanding of post-shipment financing (products and processes).
- To strengthen delivery of export financing services to exporters.

## Target Group

Junior and middle management of credit and/or international banking departments.

## Course Content

1. Export credit and its role in the economy.
2. Understanding regulatory guidelines on pre-shipment and post-shipment financing.
3. Credit appraisal for financing exports of goods and services.
  - Business environment and strategy analysis.
  - Economic analysis.
  - Industry analysis.
  - Financial statements analysis.
  - Assessment of working capital requirements.
  - Credit rating.
  - Review and monitoring.
4. Payments methods and mechanisms for international trade.
  - Letter of Credit (with detailed look at UCP 600, URR, ISBP, Incoterms).
  - Bank guarantees.
  - Advance payments for exports.
5. Foreign Trade Policy, 2014-19, its implication for exporters.
6. Multiple banking arrangements for lending.
7. Role of ECGC in export credit.
8. Understanding the foreign exchange market and its role in trade financing.

### Pedagogy

Apart from lectures, the programme will extensively use focused case studies, exercises and experience-sharing to impart conceptual and participatory learning to executives.

### Programme Coordinators

**Dr Smita Roy Trivedi**

Assistant Professor, NIBM.

**Dr Elizabeth James**

Assistant Professor, NIBM.

## **Dates**

July 24–29, 2017

The programme will commence at 9.00 am on July 24, 2017 and conclude by 5.00 pm on July 29, 2017.

## **Venue**

NIBM Campus, Kondhwe Khurd,  
Pune, India.

## **Hostel Accommodation**

The programme is fully residential. Participants will be provided well furnished single room AC accommodation in the Institute's hostel complex on the Campus. However, they will not be permitted to bring their family members to stay on the campus. In case any Officer / Executive with physical/medical disability is being nominated, kindly inform us in advance with particulars of disability to facilitate necessary arrangements.

The Institute has facilities for outdoor and indoor games and a large walking/jogging trail for physical fitness besides a yoga centre. Participants are, therefore, encouraged to bring the appropriate clothes/gears.

### **Nominations and Enquiries**

Please address your enquiries and nominations to:

**Dr Smita Roy Trivedi**

**Dr Elizabeth James**

Programme Coordinators

National Institute of Bank Management

NIBM Post office, Kondhwe Khurd

Pune 411 048, India

Tel : 0091-20-26716000 (EPABX)  
26716252, 26716219 (Direct)

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[elizabeth@nibmindia.org](mailto:elizabeth@nibmindia.org)

Web : [www.nibmindia.org](http://www.nibmindia.org)

**Last Date for  
Receiving Nominations:**

July 14, 2017

**Last Date for  
Availing Early Bird Incentive of 5%**  
July 8, 2017

*(See Fee Structure on home page of  
the website)*

## Programme Fee (per participant)

US \$ 2400 for foreign participant

(See fee structure on home page of the website for incentive)

	Fee	ST	SBAC	KKC	Fee+ST+ SBAC+KKC	TDS
Mem. Banks	: 50400	7056	252	252	57960	5040
Non-Mem. Banks	: 58800	8232	294	294	67620	5880

The fee includes the cost of tuition, board and lodging facilities, teaching material, etc. (Service Tax (ST) @ 14%, Swachh Bharat Abhiyan Cess (SBAC) @ 0.5%, Krishi Kalyan Cess (KKC) @ 0.5% and TDS @ 10%. Kindly send the TDS Certificate on priority to NIBM).

### Mode of Payment for Indian Participants

- The fee may preferably be transferred by RTGS/NEFT/ECS to our A/c No. 20002400021 with Bank of Maharashtra, NIBM Branch, Pune (IFSC Code MAHB0001124). NIBM PAN No. AAATN0040P and ST No. AAATN0040PST001.
- National Institute of Bank Management  
NIBM Post Office, Kondhwe Khurd, Pune 411 048, INDIA.

### Mode of Payment for Foreign Participants

#### Mode of Remittance: SWIFT\*

- Name & Address of our Bankers : Oriental Bank of Commerce  
C-2, Shop No. 4-5, Bramha Estate  
Kondhwe Khurd, Pune 411 048  
Maharashtra, India
- Name of the Account : National Institute of Bank Management
- NIBM's Bank Account No. with Oriental Bank of Commerce : Current A/C 11281131004402
- Bank's Swift Code : ORBCINBBFCP
- Oriental Bank of Commerce A/c No. with Correspondent Bank : 36152559
- Preferred currency : USD
- Correspondent Bank : CITIBANK N.A.
- Swift code for Citi Bank : CITIUS33

**\* The Foreign Bank Charges/ SWIFT charges/Commission is to be borne by the remitter. The fees mentioned in the invoice/brochure is to be paid to NIBM, net of all bank charges.**

**\*Payments will be accepted only through electronic mode.  
Cheques/DDs/Pay Orders will not be accepted.**

- **For all electronic remittances, kindly send a confirmatory e-mail at: [accounts@nibmindia.org](mailto:accounts@nibmindia.org) giving details of the remitter and participant, name and dates of workshop, etc.**

Please see programme fee structure on home page of the website for early bird incentive, incentives for SAARC and other developing countries, mode of remittance, Pune City route map and local conveyance.