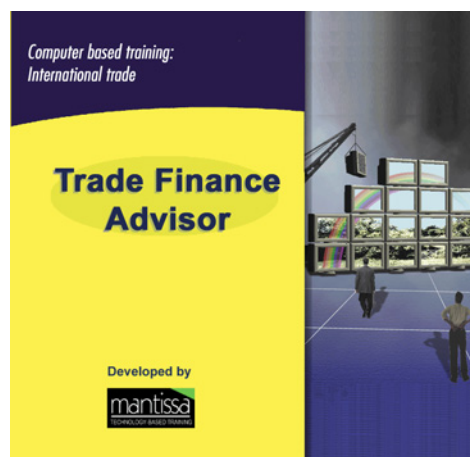


In response to requests from our banking clients, Mantissa has developed this new package which:

- examines the risk and finance issues facing importers and exporters
- explains how banks can help their customers with a range of trade finance methods, products and solutions (letters of credit, collections, export credit insurance, factoring and invoice discounting, lending against inventory, forfaiting, bonds and guarantees).



Trade Finance Advisor provides a highly accessible and well-organised body of material for training **Corporate Relationship Managers** and **front/middle office staff** to:

- understand the fundamental concepts of trade finance
- identify business opportunities
- sell appropriate trade finance solutions with increased confidence

Course contents

Module 1: Principles

Risks in international trade; buyer risk, supplier risk, sovereign and country risk, bank risk, forex risk, interest rate risk

Working capital; what it is, finance needs of importers and exporters, estimating working capital needs

The nature of trade finance; comparison with general lending, principles of asset based lending, how banks structure facilities, recourse

Module 2: Documents

Financial documents; Bills of exchange and promissory notes, avalisation, negotiation of bills, advances against bills, discounting of bills, acceptance credits

Bills of lading and other transport documents

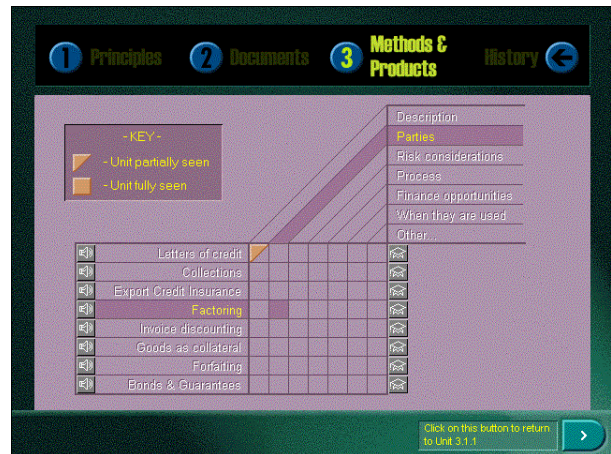
Release notes, warehouse warrants, trust receipts, shipping guarantees

Module 3: Methods and products

Letters of credit, collections, export credit insurance, factoring, invoice discounting, goods as collateral, forfaiting, bonds and guarantees

Common features

- **Highly interactive** – each lesson is designed to maintain the user's interest and reinforce learning.
- **Effective training** – frequent tests and progress checks reassure students that the material has been understood.
- **On-line reference** – full glossary hypertext reference of the key terms used.



TFA Management System
File Edit View Security Options Help

Student roster loaded.

Student roster

Information to view
 Unit
 Section
 Self Assessment
 Usage

	Name	Started	Last used	Tot. time	BN	Self-Asses	All Sections
1	BAKER, PETER	08/07/98	08/07/98	53	1	...	...
2	BISHOP, JOE	29/09/98	29/09/98	34	1	...	...
3	BLOGGS, JOE	04/12/98	04/12/98	0	1	...	...
4	BROWN, DARREN	13/08/98	01/10/98	695	13	...	...
5	CARPENTER, LEE	29/09/98	02/10/98	5	7	...	...
6	CHARLES, SIMON	29/09/98	29/09/98	76	2	...	...
7	COOK, JANE	29/09/98	29/09/98	28	5	...	...
8	DICKSON, RAY	13/10/98	13/10/98	94	1	...	...
9	DURBANT, PETER	14/07/98	02/08/98	231	26	...	...
10	EDWARDS, SUSAN	01/10/98	05/10/98	9	2	...	...
11	HUMPHREYS, LEE	11/09/98	10/12/98	2	4	...	...
12	JOHNSON, MICHAEL	02/10/98	08/10/98	144	2	...	...
13	KAY, GRAEME	08/09/98	16/09/98	1	2	...	...
14	KITSIOU, ANDY	08/07/98	12/10/98	2	3	...	...
15	KREITMAN, ROGER	23/07/98	20/10/98	39	11	...	...

Click on a student to view detailed results

Done

- **Frequent self-assessments** – build users' confidence through practice and end-of-module tests.
- **Student management system**, allowing managers to see what parts of the course each user has taken and what marks individual users have achieved on the numerous assessments.

Available:

- on CD-ROM for installation on computers running Windows 98, 2000, XP etc.
- over the internet, using any computer with a broadband connection and the Flash browser player
- can also be installed on local area networks and corporate intranets – contact us for details

