Advanced Trade Finance Operations Based on ICC Rules (UCP 600, ISP98 & URR 725)

8 – 19 March 2027
Dubai (UAE)



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Introduction

This comprehensive 2-week professional program is designed to provide senior bankers, trade finance specialists, compliance professionals, and corporate treasury teams with an in-depth and practical mastery of international trade finance operations. The course places strong emphasis on the correct interpretation and application of ICC banking rules, including UCP 600, ISP98, URR 725, and URC 522, while addressing real-world challenges related to documentary credits, standby letters of credit, demand guarantees, risk management, compliance, and best practices.

Through a structured blend of technical instruction, case-based learning, hands-on workshops, and strategic discussions, participants develop the confidence and expertise required to manage complex trade finance transactions, mitigate risks, ensure regulatory compliance, and support sound decision-making within banks and corporate environments.

Course Objectives

By the end of this course, participants will be able to:

- Develop a deep understanding of international trade finance structures and instruments.
- Interpret and apply ICC rules UCP 600, ISP98, URR 725, URC 522 accurately in daily operations.
- Examine trade documents effectively and identify discrepancies with confidence.
- Manage risks associated with trade finance, including operational, compliance, and sanctions risks.
- Apply best practices in documentary credits, standby letters of credit, collections, and guarantees.
- Strengthen compliance with AML, KYC, CDD, and global sanctions frameworks.
- Enhance strategic thinking and leadership in trade finance decision-making.

Course Outlines

Day 1: Foundations of International Trade Finance

- The role and importance of trade finance in global commerce.
- Key trade finance instruments: letters of credit, guarantees, and documentary collections.
- Roles and responsibilities of banks and financial intermediaries.
- Introduction to the International Chamber of Commerce ICC and its rule frameworks.



Day 2: UCP 600 - Structure and Interpretation

- Overview and scope of UCP 600.
- Definitions, articles, and structural framework.
- Core principles governing documentary credits.
- Applicability of UCP 600 and documentary compliance concepts.

Day 3: UCP 600 - Practical Application

- Analysis of document presentations under UCP 600.
- Common discrepancies and techniques for avoidance.
- Case studies and real-world banking scenarios.

Day 4: ISP98 - Standby Letter of Credit Practices

- Introduction to ISP98 and its purpose.
- Key differences between UCP 600 and ISP98.
- Standby letters of credit: concepts, terminology, and use cases.
- Article-by-article overview of ISP98 rules.

Day 5: ISP98 - Case-Based Applications

- Practical standby L/C scenarios and compliance requirements.
- Demand notices, examination standards, and responses.
- Dispute handling and resolution under ISP98.
- Interactive workshop with document review.

Day 6: URR 725 - Demand Guarantees and Reimbursements

- Understanding the scope and application of URR 725.
- Types and structures of demand guarantees.
- Rules governing reimbursement and guarantee payments.
- Practical examples and document examination exercises.

Day 7: Documentary Collections and Other ICC Rules

- URC 522: essentials of documentary collections.
- Comparing collections, documentary credits, and guarantees.
- Compliance checkpoints and operational best practices.



Day 8: Risk Management, Compliance, and Sanctions

- Trade finance risk identification and mitigation techniques.
- AML, KYC, and CDD frameworks in trade finance.
- Global sanctions risks and regulatory expectations.
- Compliance best practices for banks and corporates.

Day 9: Trade Finance Documentation and Digitalization

- SWIFT messaging basics MT formats and ISO 20022 overview.
- Digital trade developments, e-UCP, and electronic presentations.
- Fraud risks and prevention techniques in trade finance.
- Case simulations and applied exercises.

Day 10: Strategy, Leadership, and Executive Review

- Strategic trade finance solutions for banks and corporates.
- Client relationship management and value-added services.
- Participant presentations and performance evaluations.
- Final integrated case workshop and certification preparation.

Why Attend This Course: Wins & Losses!

- Advanced, practical mastery of international trade finance and ICC banking rules.
- Strong document examination and discrepancy management skills.
- Improved risk management, compliance, and sanctions awareness.
- Strategic insight into trade finance operations and client solutions.
- Job-ready expertise applicable to banks, financial institutions, and corporate treasury teams.

Conclusion

This 2-week intensive program delivers a structured and highly practical approach to international trade finance, equipping participants with the technical knowledge, analytical skills, and strategic perspective required to operate confidently in today's complex global trade environment.

By completing this course, participants will be fully prepared to manage documentary credits, standby letters of credit, collections, and guarantees in line with ICC rules, strengthen compliance and risk controls, and contribute effectively to high-level trade finance operations within their organizations.

