



# الهاجستير الهصغر دورة تخصصية في الاقتصاد الدولي



**AGILE LEADERS**  
Training Center

02 - 06 Mar 2027

فيينا



## الهاجستير الهصغر دورة تخصصية في الاقتصاد الدولي

المرجع: 36348\_25886 التاريخ: 02 - 06 Mar 2027 الموقع: فيينا الرسوم: Euro 5700

### Course Overview:

This course equips professionals with a solid understanding of international trade risks and financial strategies. Participants will learn to navigate challenges in cross-border business by exploring key topics such as risk assessment, currency, financial, and political risks, and payment methods.

The curriculum covers advanced concepts like bonds, standby letters of credit, export credit insurance, and structured trade finance. By the end, participants will have actionable strategies to mitigate risks and optimize currency management techniques, along with insights into multilateral development banks and project finance.

### Target Audience:

- Trade Finance Managers
- International Trade Specialists
- Import/Export Coordinators
- Risk Assessment Professionals
- Financial Analysts in Trade Finance
- Purchasing Managers
- Corporate Finance Teams
- Business Development Executives

### Targeted Organizational Departments:

- Finance and Treasury Departments
- International Trade and Compliance Teams
- Risk Management and Legal Departments
- Procurement and Supply Chain Units
- Export and Import Divisions
- Insurance and Credit Risk Departments

### Targeted Industries:

- Import/Export Industry
- Banking and Finance Institutions
- Logistics and Shipping
- Manufacturing and Supply Chain
- International Development Agencies
- Insurance and Risk Management

## Course Offerings:

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

- Identify and assess international trade risks and develop strategies to mitigate them.
- Understand and apply currency risk management techniques, including currency exposure hedging.
- Navigate different methods of payment in trade such as letter of credit, bank transfers, and documentary collections.
- Manage export credit insurance and understand the role of export credit agencies in mitigating risks.
- Utilize structured trade finance and other trade finance options to support international transactions.

## Training Methodology:

The course employs interactive methodologies that combine theory with practical applications. Participants will analyze case studies on international trade risks, focusing on currency and financial risks. Group work and simulations will enhance their understanding of payment methods, such as bank transfers and standby letters of credit. Interactive sessions will cover the identification and management of commercial and political risks, while feedback sessions will help participants reflect on complex topics like bonds in international trade and project finance.

## Course Toolbox:

- Comprehensive ebooks on trade risk management and currency risk management.
- Templates for export credit insurance applications.
- Checklists for evaluating trade finance options such as supplier credits and buyer credits.
- Case studies on structured trade finance and international leasing.

## Course Agenda:

### Day 1: Understanding Trade Risks and Practices

- Trade risks and risk assessment Topic 1:
- Business beyond borders: trade risks Topic 2:
- International trade practices Topic 3:
- Product risks in international trade Topic 4:
- Commercial risks purchaser risks Topic 5:
- Adverse business risks Topic 6:
- Discuss key trade risks and best practices in risk assessment Reflection & Review:

## Day 2: Political and Financial Risks in International Trade

- Political risks in international trade Topic 1: •
- Currency risks in international trade Topic 2: •
- Financial risks in international trade Topic 3: •
- Methods of payment in trade Topic 4: •
- Different methods of payment: pros and cons Topic 5: •
- Bank transfers and cheque payments Topic 6: •
- Explore financial risks and how different payment methods impact trade Reflection & Review: •

## Day 3: Advanced Payment Methods and Guarantees

- Documentary collection in trade Topic 1: •
- Letters of credit in trade Topic 2: •
- Counter-trade strategies in international trade Topic 3: •
- Bonds, guarantees, and standby letters of credit Topic 4: •
- The use of bonds and guarantees in trade finance Topic 5: •
- Common forms of guarantees and demand guarantees Topic 6: •
- Analyze various payment methods and the importance of guarantees in trade Reflection & Review: •

## Day 4: Currency Risk Management and Insurance

- Currency risk management Topic 1: •
- Currency markets and currency exposure Topic 2: •
- Hedging currency risks Topic 3: •
- Practical currency management Topic 4: •
- Export credit insurance and mutual undertakings Topic 5: •
- The private sector insurance market and export credit agencies Topic 6: •
- Reflect on strategies for managing currency risks and using credit insurance in trade Reflection & Review: •

## Day 5: Financing Options and Export Documentation

- Trade finance alternatives: pre-shipment finance, supplier credits, and buyer credits Topic 1: •
- Refinancing of supplier credits and buyer credits Topic 2: •
- The international money market and structured trade finance Topic 3: •
- Project finance and joint ventures Topic 4: •
- Terms of payment and cash management Topic 5: •
- Export quotation preparation and international transport documents Topic 6: •
- Final review of trade finance options and export documentation practices Reflection & Review: •

## How This Course is Different from Other International Trade and Finance Courses:

This course offers a comprehensive look at both trade and financial risks, going beyond basic international trade practices. It covers currency risk management, commercial risks, and advanced trade finance options like structured trade finance and project finance.

Participants will engage in hands-on workshops and real-world case studies to develop practical skills in managing currency exposure and export credit insurance. The course also provides insights into bonds, guarantees, and stand-by letters of credit, making it perfect for professionals looking to enhance their expertise in international trade finance.



## فئات الدورات التدريبية



HR TRAINING &  
DEVELOPMENT

دورات إدارة و تطوير الموارد البشرية



دورات إدارة و تحليل البيانات ودورات علم  
البيانات



دورات إدارة الجودة وتطوير العمليات



الدورات التدريبية في مجال البيئة والاستدامة



دورات التسويق وإدارة علاقات العملاء وإدارة  
المبيعات



دورات التدريب القانوني والمشتريات  
والتعاقدات



دورات الاتصال الجماهيري و السياسات  
والعلاقات العامة



دورات النظم السبراني ودورات تقنية  
المعلومات



دورات الصيانة ودورات المجالات الهندسية  
المتنوعة



دورات الصحة والسلامة والأمن المهني



دورات السكرتارية و إدارة المكاتب



دورات الحوكمة وإدارة المخاطر والامتثال



## فئات الدورات التدريبية



دورات معتمدة بشهادة CPD



دورات في مجالات القيادة والإدارة



دورات المهارات الشخصية وتطوير الذات



دورات المحاسبة و التمويل و دورات الإدارة  
الهائية



دورات مكتب إدارة المشاريع وإدارة المشاريع  
الرشيقية



دورات معتمدة من قبل هيئات دولية

## مدن التدريب



اسطنبول - تركيا



أمستردام - هولندا



أنقرة - تركيا



أثينا - اليونان



الرياض - المملكة العربية السعودية



الدوحة - قطر



الدار البيضاء - المغرب



الجبيل - المملكة العربية السعودية



باريس - فرنسا



المنامة - مملكة البحرين



الكويت - الكويت



القاهرة - مصر



براغ - جمهورية التشيك



بانكوك - تايلاند



بالي - جمهورية إندونيسيا



باكو - أذربيجان

## مدن التدريب



جاكرتا - جمهورية اندونيسيا



تبليسي - جورجيا



بوكيت - تايلاند



برشلونة - اسبانيا



روما - ايطاليا



دبي - الامارات العربية المتحدة



جوهانسبرغ - جنوب افريقيا



جنيف - سويسرا



شهر الشيخ - مصر



سيول - كوريا الجنوبية



سان دييغو - الولايات المتحدة  
الامريكية



زنبار - تنزانيا



طوكيو - اليابان



طشقند - اوزبكستان



طرابزون - تركيا



شيكاغو - الولايات المتحدة  
الامريكية

## مدن التدريب



كوالالمبور - ماليزيا



فيينا - النمسا



عن بعد - منصة زووم



عمان - المملكة الأردنية الهاشمية



ماربيا - اسبانيا



لندن - المملكة المتحدة



لانكاوي - ماليزيا



كيب تاون - جنوب إفريقيا



ميلان - إيطاليا



مونترنو - سويسرا



مسقط - سلطنة عمان



مدريد - إسبانيا



نيس - فرنسا



نيروبي - كينيا



ميونخ - ألمانيا

# WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

## OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

## OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

## WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



**AGILE LEADERS**  
Training Center

## CONTACT US

 UAE, Dubai Investment Park First

 +971585964727  
 +447700176600

 [sales@agile4training.com](mailto:sales@agile4training.com)