



BAFT EDUCATION

CERTIFICATE IN ADVANCED TRADE FINANCE (CATF)

ENHANCING TRADE FINANCE, SUPPLY CHAIN FINANCE, CROSS
BORDER RISK AND LIQUIDITY SOLUTIONS EDUCATION

ABOUT THIS COURSE

BAFT has developed this on-line training which will fulfill the requirements to earn BAFT Certificate in Advance Trade Finance (CATF). Following the completion of the course the participant should have a deep understanding of the trade finance business and various implications. This is a Level II certificate targeted toward individuals who are more advanced in their transaction banking careers or those ones that have already passed the Introduction to Transaction Banking Certificate (CITB) and/or the Transaction Risk for Trade Professionals Certificate (CTRP).

This certificate is tailored to those already working in, or looking to learn more about, Trade Finance, Supply Chain Finance, cross-border risk management, and liquidity solutions, with over 3 years of trade finance experience. Our participants are looking to further demonstrate their understanding by earning a well-recognized industry certificate. This certificate program was developed to include bank, and non-bank financial institution staff, as well as corporate and commercial Trade Finance practitioners.



**FORMAT: ON-DEMAND
THROUGH BAFT LEARNING
MANAGEMENT SYSTEM**



TIME: 12-15 HOURS



**ASSESSMENT: 100 MULTIPLE
CHOICE QUESTIONS; 80%
TO PASS**



**AWARD: ATF TRAINING
CERTIFICATE (CATF)**



**DATE OF CREATION:
SEPTEMBER 2023**



LEVEL: ADVANCED



**FEES: MEMBERS: \$999
NON MEMBERS: \$1,199
(GROUP DISCOUNTS AVAILABLE)**



**REGISTER:
[HTTPS://WWW.BAFT.ORG/
EDUCATION-TRAINING/
CERTIFICATE-IN-ADVANCED-
TRADE-FINANCE/](https://www.baft.org/education-training/certificate-in-advanced-trade-finance/)**

WHO SHOULD ATTEND

Trade finance professionals and even trade operations staff, Trade Compliance Managers, Finance Directors, Credit Controllers, Export Managers, Procurement and Supply Chain Managers, Transaction Banking, Foreign Exchange, Compliance, International operations, Senior Relationship Managers, International Sales officers, those involved in treasury services and international banking.

WHAT YOU WILL LEARN

In this course participants will get a general overview of the trade finance business, Supply Chain Finance, Cross Border Risk and liquidity solutions. It will help to become familiar with Managing and Mitigating Emerging Market and other Cross-Border Risks, Understanding the links between Supply Chain Finance and Procurement, and being familiarized with inventory finance. Participants will learn about Secondary Markets, Insurance and Asset Distribution in Trade and SCF. Also, an overview of Financial Crimes, Compliance and Fraud. Digitalization in the Trade industry, and best practices. ESG and Sustainable Trade and Finance and Deep Tier Supply Chain Finance and Addressing the Trade Finance Gap.

CERTIFICATION BENEFITS

- Interactive study tools
- Become an expert in Trade & Supply Chain Finance
- CATF has global application and is standard training for the trade professionals





COURSE OVERVIEW

COURSE I: OVERVIEW

General overview of the following 11 modules, and practical information on the CATF certificate.

COURSE II: MANAGING AND MITIGATING EMERGING MARKET AND OTHER CROSS-BORDER RISKS

Definition of risk and explore the risk wheel of Trade Finance and a risk matrix. It covers what is known as taking a “risk-based approach”, also what is involved in risk mitigation and how it is done as well as exploring various risk mitigation products and institutional behaviors. Deep review of the eight risks in Cross-border trade transactions and how they are mitigated. Each risk section has a “short deliberation” exercise where it is requested to think about a certain risk event and its outcome and what to do in that situation.

COURSE III: UNDERSTANDING THE LINKS BETWEEN SUPPLY CHAIN FINANCE AND PROCUREMENT

The “procurement” function and why it incorporates “purchasing” and why “procurement” and “purchasing” are not interchangeable terms. Deep dive into both topics including best practices and trends. Refresher on Supply Chain Finance before looking into the intersection of Procurement and Supply Chain Finance. It covers the most important balance sheet ratios in Supply Chain Finance and their impact on the Procurement function and it finishes with coverage on current best practices in Supply Chain Finance and Procurement collaboration.

COURSE IV: UNDERSTANDING INVENTORY FINANCE

This course is focused on inventory management as a liquidity tool to monetize inventory to generate working capital. How to define inventory and inventory management. Understand the importance of the “Days Inventory Outstanding” (DSO) ratio and how this is related to Supply Chain Finance (SCF). How third-party inventory management works and what its advantages and challenges are. Concept of “true sale” and why it is so important.

COURSE V: SECONDARY MARKETS, INSURANCE AND ASSET DISTRIBUTION IN TRADE AND SCF

Understanding of what it means to distribute assets, what are the secondary markets and how insurance fits in as an asset distribution channel. What constitutes asset distribution and the roles of both the Basel Accords and the Trade Finance Gap in the trade asset distribution ecosystem, and most used to distribute assets (the secondary bank market and two insurance tools). The evolving technology with asset distribution as well as best practices and challenges facing the trade asset distribution community.



COURSE VI: ADVANCED FINANCIAL CRIMES, COMPLIANCE AND FRAUD IN TRADE AND SCF

In this course, you will learn about Financial Crimes, particularly money laundering and the financing of non-licit activities, appreciate the linkages between the flow of funds and the underlying criminal activity, and the role of financial services firms and others in combatting financial crimes. The importance of public/private partnerships, the power of technology and analysis in identifying and fighting financial crimes, and the challenges involved in meeting regulatory and compliance objectives.

COURSE VII: DIGITAL TRADE AND TRADE FINANCING

This course discusses the process and journey to digitize documents and to ultimately digitalize international trade financing and trade itself. Major challenges related to legal issues, market adoption, technology capabilities and constraints, as well as more recent developments. A set of commonly used documents – in trade and in trade financing – the digitization of which will significantly accelerate the entire process and move us closer to digitalization.

COURSE VIII: BEST PRACTICES IN TRADE AND SCF OPERATIONS

We tend to think of trade and SCF operations as processes and “the back end”. However, we need to recognize that operational units in banks have a series of extremely important roles including customer facing client service, technology incubation and innovation, maintaining the regulatory compliance guardrails, revenue generation and much more.

COURSE IX: ESG AND SUSTAINABLE TRADE AND FINANCE

In this module you will learn about ESG, Sustainable Trade and Sustainable Trade Finance with a focus on the current state of sustainability and ESG, sustainability and business and finance. It covers the connection between, and relevance of, ESG and sustainability to global trade and supply chains and the environmental and social considerations in trade and supply chains and what makes up the elements of governance. The evolving ecosystem of ESG and sustainability standards and scoring.

BAFT’S Certificate in Advance Trade Finance (CATF) stands out for its exceptional quality of content and delivery. With a focus on in-depth understanding of trade finance instruments, regulations and best practices, it caters to the needs of trade finance practitioners, bankers, corporate professionals, and individuals seeking to enhance their expertise in global trade operations.

BAFT’s reputation as a leading trade association and its dedication to promoting best practices in international transaction banking make it a trusted authority in the industry. The BAFT Certificate in Advance Trade Finance (CATF) reflects this commitment by offering a curriculum that is both relevant and up-to-date, ensuring participants are well prepared to navigate the complexities of the global trade landscape.

– H. SCOTT STEVENSON - SENIOR VICE PRESIDENT, TRADE AT BAFT

COURSE X: DEEP TIER SUPPLY CHAIN FINANCE AND ADDRESSING THE TRADE FINANCE GAP

This module will help you appreciate the importance of trade financing in enabling and supporting trillions in global trade. Awareness of the Trade Finance Gap: the global level of unmet demand for trade financing. The module explores causes and potential solutions to the Gap and links the solving of the SME access to trade financing problem. Finally, the Deep Tier Financing as a nascent and potentially transformative solution to drive liquidity and financing to the farthest reaches of global supply chains.

COURSE XI: NON-BANK PROVIDERS OF TRADE AND SUPPLY CHAIN FINANCE

Non-bank providers of trade and supply chain finance, and the critical role that several of these groups of providers play, in underpinning important trade flows, and in complementing and supplementing the role of banks in assuring access to trade financing. Trade financing has become concentrated among a relative handful of international banks – at least in terms of maintaining significant volumes of business across a range of markets. Global unmet demand for trade financing also motivates the involvement of non-banks, as does the need to better service SMEs and phases of a trade transaction, particularly the pre-shipment phase. .

COURSE XII: TRADE FINANCE AND SCF FROM THE CORPORATE AND COMMERCIAL PRACTITIONERS' POINT OF VIEW.

This final module is optional, and it looks at various scenarios of transactions through the lens of practitioners outside the banking world. This is not meant to be an exhaustive list of possible transactions but rather a set of examples for illustrative purposes. The student will be asked about what their choices and what decisions are do they need to make; What risks are they willing to take.

INSTRUCTORS



Alexander R. Malaket

Alexander R. Malaket is a consultant in international trade, trade financing, trade-related international development and sustainability/ESG. President of OPUS Advisory Services International Inc., and co-Founder of ESG Validation Ltd. as well as Prism Global Partners LLP. Alexander is the author of "Financing Trade and International Supply Chains" (UK, 2014). Mr. Malaket advises top-tier financial institutions, government, multilateral and startup clients around the globe, serving on various industry bodies and policy task forces.



Craig C. Weeks

Craig Weeks is an independent banking consultant, lending his expertise to organizations in trade finance, supply chain, and transacting banking operations. Craig has over 30 years of experience, with a significant portion spent with JPMorgan and Citibank, where he served as head of Global Trade Sales. Craig is the Business Engagement Specialist with the North Carolina State University Supply Chain Resource Cooperative (and a member of the SCRC Advisory Board).