

Truly Global Focus. Truly Global Delivery.

Executive Certificate in International Credit & Trade Finance

Set your company up for global success by learning the fundamentals in the world of international trade credit management & export trade finance. Develop an understanding of the skills necessary to analyze international customer credit risks. Interpret financial statements, manage accounts receivable, international credit and collections, and use the most appropriate export risk mitigation and financing alternatives. The three-course online certificate program consists of:

ESSENTIALS OF INTERNATIONAL CREDIT & TRADE FINANCE

- Develop a firm understanding of the fundamentals of global trade concepts.
- Understand international trade, credit, and accounts receivable management.
- Enhance your knowledge of international sales and determining payment terms for those global transactions.

 *Receive an ICTF Registered Global Credit Professional (RGCP™) designation

ADVANCED INTERNATIONAL CREDIT & TRADE FINANCE

- Learn about global credit operations, credit portfolio analysis, and effective portfolio management on an international level.
- Understand advanced export trade finance techniques for your organization.
- Effectively understand international laws, collections, and compliance.

 *Receive an ICTF Certified Global Credit Executive (CGCE™) designation

THUNDERBIRD ONLINE ELECTIVE COURSE

- Complete your Thunderbird Online Executive Certificate with our wide array of elective courses.

CERTIFICATE DETAILS

Get a world-class global education.
Anytime, anywhere.

TUITION COST (USD)

\$1,980 per course
\$4,752 per 3-course track (a 20% savings)
Corporate pricing available for groups
of three or more.

COURSE CREDIT

3 Continuing Education Units per course
9 Continuing Education Units per
executive certificate

VIEW THE DEMO

Experience the certificate programs at:
online.thunderbird.edu/demo

CERTIFICATE FACULTY



The Executive Certificate in International Credit & Trade Finance was developed by Thunderbird Professor F. John Mathis, Ph.D., and subject matter experts from The Association of International Credit & Trade Finance Professionals. Dr. Mathis is a world-renowned economist, who is highly sought after by corporations, global organizations, and the media for his global perspective and expertise related to the finance and banking industry.

Comprehensive curriculum. Quality instruction.

WHY THUNDERBIRD ONLINE

World-class continuing education from Thunderbird, the world's #1 ranked school in international business. Professional development on your schedule with 100% online content. Access to the highest quality academic experience with no related travel expense.

CERTIFICATE FACULTY

Thunderbird's faculty are recognized for their innovative teaching methods, global best business practices, ground-breaking research and commentary, and viewpoints on all aspects of international business.

ENHANCE YOUR GLOBAL SKILL SET

Thunderbird Online's facilitated professional development programs are designed for busy professionals around the globe including:

🌐 WORKING PROFESSIONALS:

Improve your marketability in today's competitive global marketplace

🌐 EXPERIENCED EXECUTIVES:

Further expand your knowledge in a specific global business focus area

🌐 POTENTIAL DEGREE CANDIDATES:

Get a sample of the top-ranked Thunderbird degree curriculum



CERTIFICATE FORMAT

Each 8-week online course consists of:

- 2 - 3 hours of content per week
- Video lectures & podcasts
- Case studies & vignettes
- Interactive, multimedia activities
- Quizzes & checkpoint questions
- Facilitated discussion forums
- Global networking opportunities
- End-of-course assessment

*ICTF cohorts are offered in January, May, and September.

PARTICIPANT TESTIMONIAL

"I found the course to be professionally presented with a wealth of materials surrounding financing options, financing documents, and detailed information surrounding credit & collections strategies for Europe, Asia, Middle East, South America, and North America. This is definitely a program worth pursuing if you work in the field of international credit or treasury."

Certificate Format

Each 8-week online course provides 2-3 hours of content per week and consists of the following methodologies.



Coursework and learning objectives:

Each weekly course segment clearly indicates the week's specific learning objectives, interactive activities, video lectures, and case studies.



Case studies:

Intensive case analyses enable you to apply the concepts learned to real-life examples.



Lecture capture software:

Thunderbird faculty lectures and presentations reinforce your weekly learning material.



Facilitated discussion boards:

Forums are facilitated by subject matter experts and are designed to promote discussion with your fellow global business professionals.



Interactive multimedia activities:

Interactive activities are designed to provide you with a hands-on approach to strengthen your understanding of the course material.



Quizzes and assessments: Online quizzes and checkpoint questions help to determine your understanding of the course material.

ABOUT THUNDERBIRD

Thunderbird is the world's #1 ranked school of international business with nearly 70 years of experience developing leaders with the global mindset, business skills, and social responsibility necessary to create real, sustainable value for organizations, communities, and the world. Learn more: www.thunderbird.edu



A unit of the Arizona State University Knowledge Enterprise

Syllabus

Course 1: Essentials of International Credit & Trade Finance

Week 1: Global Trade Concepts and Country Risk Analysis

- Understand the origins and evolution of international trade credit.
- Identify how and when, in today's economy, credit can be used as a sales tool.
- Describe and classify the risks of not getting paid due to country events.

Week 2: International Trade Credit and Accounts Receivable Management

- Understand the responsibilities and structure of the international credit and collections department, and how it works together with sales, finance, and other departments.
- Describe the basic criteria for evaluating creditworthiness of foreign companies.
- Recognize the value to credit managers of visiting foreign customers.

Week 3: International Payment and Shipping Terms

- Identify the primary types of export documents and describe the purpose of each.
- Describe the spectrum of payment terms used in international trade including the relative riskiness of each payment term.
- Recognize the mechanics of how money moves between banks internationally.

Week 4: Documentary Collections and Letters of Credit

- Describe how documentary draft collections and letters of credit work.
- Define the essential elements of and strategies for completing a collection instructions letter.
- Distinguish the two major principles of letters of credit.

Week 5: International Customer Risks and Financial Statement Analysis

- Identify sources of financial information and their relative reliability.
- Describe common elements of a standard financial statement analysis template.
- Distinguish the three types of analysis, common size, trend, and ratio, used in a standard financial statement analysis template.

Week 6: Interpreting the Data to Establish Credit Limits and Credit Lines

- Describe the qualitative aspects of evaluating a company's creditworthiness.
- Identify warning signs of financial instability.
- Recognize the components of cash flow analysis from the International Trade Creditor's perspective.

Week 7: International Credit Risk Protection Mechanisms & Risk Mitigation Techniques

- Describe and contrast various risk mitigation techniques.
- Match appropriate risk mitigation techniques with different combinations of country, and commercial risks of buyers and payment terms.
- Explain the role played by export credit agencies (ECAs).

Week 8: International Cash Management and Collections

- Identify a company's supply chain and the "order-to-cash" cycle.
- Describe how cultural issues affect payment timeliness and effective methods used to resolve disputes.
- Analyze appropriate methods used to recover bad debts, including third-party collections.

Syllabus

Course 2: Advanced International Credit & Trade Finance

Week 1: Global Credit Operations

- Evaluate the importance of reporting relationships and control over decision-making authority in a multinational organization.
- Weigh alternative reporting structures for export and global credit personnel within the enterprise.
- Analyze the potential value of handling certain credit functions in a shared services center.

Week 2: Advanced International Financial Statement Analysis & Credit Risk Assessment

- Learn to go beyond financial statement analysis to make “commercially-minded” credit decisions.
- Recognize and adjust for the fact that foreign financial statements use different legal requirements, accounting standards, languages, currencies, and accepted practices.
- Explore nuances in how financial statements are prepared and should be interpreted in various countries and regions of the world, Latin America, Europe, Middle East, and Asia.

Week 3: Advanced Export Trade Finance Techniques, Export Financing Alternatives & Working Capital Management

- Understand benefits foreign customers obtain when they receive financing from their suppliers and how to negotiate for structures that reduce risk and facilitate selling the financing to a bank.
- Examine the fundamental principles, laws, and structures that underpin the financing of international trade
- Learn to finance transactions whether sales are based on letters of credit, documentary collections, or open account terms.

Week 4: Global Portfolio Analysis and Portfolio Management

- Explore techniques for measuring, tracking, and managing the risks contained in an overall portfolio of international accounts receivable, including foreign exchange and credit risks.
- Learn how selling in foreign currencies exposes an exporting company to exchange rate fluctuations and how to use currency forwards, futures, and options to manage such risk.
- Understand practices that are used to evaluate the credit risks in a portfolio and how to segment the portfolio in order to monitor, control, forecast, and manage the risks.

Week 5: Enhancing the Foreign Trade Credit's Position - Foreign Laws and Collection Procedure

- Recognize when the United Nations Convention on Contracts for the International Sale of Goods (CISG) overrides other laws and in what countries it does not apply.
- Understand key elements of the CISG and how the CISG differs from the Uniform Commercial Code.
- Interpret how security interests work and how they provide risk mitigation and facilitate financing.

Week 6: Enhancing the Foreign Trade Creditor's Position - Foreign Laws and Collection Procedures II

- Learn techniques and strategies for improving collections in various regions and countries.
- Develop an awareness of varying court systems around the world.
- Compare the advantages and disadvantages of arbitration versus litigation.

Week 7: Cross Border Bankruptcies and Comparison of Bankruptcy Systems

- Explore the impact of bankruptcy and its implications across countries.
- Describe cross-border bankruptcy laws that may apply to various situations.
- Identify differences in bankruptcy practices and strategies in different countries.

Week 8: Global Credit and A/R Processing Improvement Initiatives

- Identify process improvement methodologies, for example lean, six sigma, kaizen, and VAR that can be applied in Global Credit and Collections.
- Learn about particular tools, such as shared services, outsourcing, and freely negotiable letters of credit that can be used to obtain process improvements in global credit and collections.
- Explore how process improvement projects have been implemented in real situations.



Syllabus

Course 3: Elective Course

Elective Course Options

- Advanced International Credit & Trade Finance
- Applied Financial Management
- Applied Marketing Strategy
- Business Analytics & Strategy
- Corporate Environmental Sustainability & Innovation
- Cross-Cultural Communication
- Data Mining & Predictive Analytics
- Enhancing your Leadership Strengths
- Enterprise Analytics & Big Data
- Essentials of Global Negotiations
- Essentials of International Credit & Trade Finance
- Integrated Marketing Brand Strategy
- Integrated Supply Chain Management Strategies
- Managing Conflict with a Global Mindset
- Multinational Financial Management
- Operations of Supply Chain Management
- Principles of CSR & Sustainability
- Social & Voluntary Sector Leadership
- Strategic Applications of CSR
- Understanding Global Leadership