

# Introduction to Guarantees

**Author:** Andrea Hauptmann

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**Level 1**

**Duration** 3 learning hours

**Language** English

**Price** US\$150

**Credits** 3

**Credits category** Meeting Client Needs

**Course code** TF 101-6

## Target audience

General practitioners working in banks, corporates, or financial institutions in functions such as Relationship Management, Credit, Compliance, etc. but with an interest in trade finance.

## Course objectives

This course provides an introduction to Guarantees and is set up to give you an overview of what a Guarantee is and its structure. You will learn about the origins and development of a Guarantee, from the days of using cash deposits as a collateral, to the independent instruments of today.

You will also learn the importance of using the correct terminology and the key elements of a Guarantee. In addition, you will come to understand the abstract and documentary nature of the Guarantee.

## Course outline

<b>Lesson 1</b>	Overview of Guarantees	<b>Lesson 5</b>	Jurisdiction and rules
<b>Lesson 2</b>	Family of Independent Instruments	<b>Lesson 6</b>	Life cycle of a Guarantee
<b>Lesson 3</b>	Structure of a Guarantee	<b>Lesson 7</b>	Demand under a Guarantee
<b>Lesson 4</b>	Types of Guarantees— most common forms	<b>Lesson 8</b>	Case Study
		<b>Lesson 9</b>	Assessment

## Assessment

This eLearning course will include a self-assessment tool to help you prepare for the Global Trade Certificate (GTC) Final Examination if you choose to obtain this Certificate. The passing grade for the Final Examination is set at 70%.

## What is an ICC Academy online course?

ICC Academy courses are delivered via our Learning Management System (LMS) using innovative tools for combining digital learning with industry-centric community discussions.

Our courses are available for purchase individually or as pre-designed packages (ie: Certificates) and are delivered exclusively online. They include videos, animations, case studies, and a self-assessment section and are available to take at any time—anywhere in the world.



## Andrea Hauptmann

**Senior Director, Head of Guarantees Department at Raiffeisen Bank International**

Andrea Hauptmann joined Raiffeisen Bank International (former RZB) in September 1984 after a short postgraduate study in Cambridge, UK, working in the documentary department on import/ export LCs and since 1988 on bank guarantees; took over responsibility of the guarantee business in 1991, was appointed Director in 1997 and Senior Director in 2000.

- Member of ICC Austria and delegate to the ICC Banking Commission since 1997
- Founding member of the ICC Guarantee Task Force in spring 2003
- Elected Chair of the ICC Guarantee Task Force in March 2012
- Appointed as member of the Executive Committee of the ICC Banking Commission in October 2013

One of the seven member Drafting Group for the revision of the URDG in spring 2007. Regular speaker at various national and international seminars and conferences since 1991. Author of various publications/articles on bank guarantees.