

Factoring

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Level 2

Duration 5 learning hours

Language English

Price US\$200

Credits 5

Credits category CTFP Elective
Course

Course code TF 201-12

Target audience

General practitioners working in banks, financial institutions, or fintechs with an interest in trade finance, factoring and reverse factoring and/or working in functions such as receivable management, credit management/approval, risk management, relationship management, operations, etc.

Course objectives

The Factoring course will provide working knowledge of factoring, including its various types and applications; pre-activation; monitoring; and daily transaction controls.

Participants will learn how international factoring can help exporters gain competitive advantage, the benefits of reverse factoring and the different types of supply chain financing products. Other topics covered include the legal and accounting aspects of factoring, as well as effective selling strategies you can use to boost sales and how to best manage and analyze risk.

Course outline

- Lesson 1** Fundamentals of factoring
- Lesson 2** International factoring
- Lesson 3** Reverse factoring & supply chain financing
- Lesson 4** Operation aspects of factoring
- Lesson 5** Seller, buyer, import factor, credit insurance management
- Lesson 6** Legal and accounting aspects of factoring
- Lesson 7** Selling skills and risks mitigation
- Lesson 8** Assessment

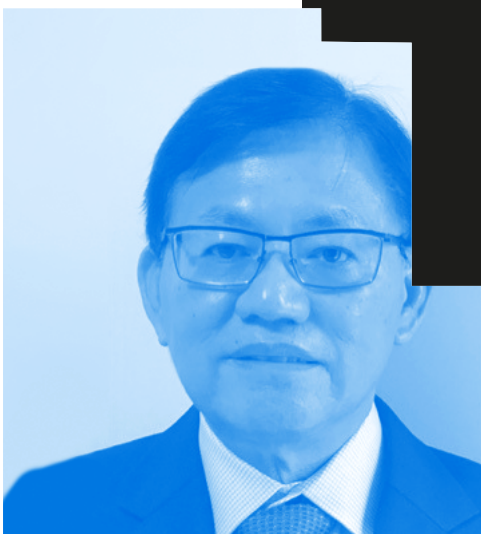
Assessment

This eLearning course will include a self-assessment tool to help you prepare for the Certified Trade Finance Practitioner (CTFP) 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?

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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.



Lee Kheng Leong

Asia-Pacific Representative, HPD Landscape

Lee Kheng Leong acquired his factoring knowledge through training attached to reputable factoring companies in the United States and United Kingdom starting in 1975. Returning to Singapore in 1984, he set up DBS Factors, which was subsequently absorbed by DBS Bank.

In 2001, Mr Kheng Leong became the Head of DBS Regional Factoring, where he helped provide factoring services to MSMEs and large corporates alike. In 2012, Mr Kheng Leong became the Managing Director of Bibby Financial Services, a subsidiary of Bibby Financial in the United Kingdom, the world's largest independent factoring group. In 2015, he became the Asia Chapter Director of FCI and travelled widely throughout the country to promote international factoring as well as to conduct training on factoring in emerging markets. Mr Kheng Leong is currently the Asia-Pacific Representative of HPD Landscape, the world's leading digital factoring, supply chain finance and asset-based lending platform provider.