ICC Academy



Trade Finance

Introduction to Distributor Finance

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GET STARTED

Duration 3 learning hours
Language English
Price US$150
CPD hours 3
Access period 6 months

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 introductory course provides a practical overview of Distributor Finance. On completion of the course you will be able to engage effectively and credibly with clients, and recognize opportunities to propose Distributor Finance in its main varieties as a potential solution to the needs of major manufacturers and exporters (anchor parties) and their internationally dispersed distributors.

Course outline

Lesson 1	Main distribution models used by exporters
Lesson 2	The strategic role of payment terms between Anchor party and Distributor
Lesson 3	Relationship of Distributor Finance to Supply Chain Finance
Lesson 4	Definition of supply chain finance and its categories
Lesson 5	What is Distributor Finance?
Lesson 6	Benefits of Distributor Finance for Parties Involved
Lesson 7	Risk and Risk Management for Distributor Finance
Lesson 8	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.



Charles Bryant

Co-Chair, European E-Invoicing Service Providers Association (Eespa), Member of the Drafting Group of the Global Supply Chain Finance Forum

Charles Bryant is a former banker with a deep experience in trade finance, transaction banking and general management. He co-authored the well-received Euro Banking Association Guide to Supply Chain Finance, and is an active member of the Drafting Group of the Global SCF Forum, working on standard market definitions for supply chain finance techniques.

He is heavily involved in the promotion of electronic invoicing and works with Tungsten, the leading e-invoicing network formerly known as OB10, where he is European Affairs Adviser. He represents the UK in the EU Multi-Stakeholder Forum on e-Invoicing and in the CEN Project Committee developing a European Standard for the e-Invoice. He co-founded the European e-Invoicing Service Providers Association (EESPA) and in 2013 was elected its Co-Chair.

He was formerly Secretary General of the European Payments Council and played a major role in the design of the Single Euro Payments Area (SEPA), coming to that role after six years in the senior executive team at SWIFT, the financial messaging and standards organisation.

Prior to 1997, he had pursued a career in international banking with Chase, Midland (now HSBC) and National Westminster Bank. He has lived and worked in London, New York, Hong Kong, Sydney, and Brussels.