



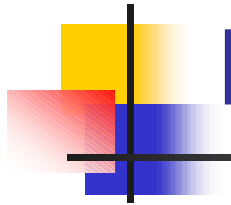
Managing Financial Risks in International Markets

One Day Course



Programme

- Registration and Coffee
- Welcome and Introductions
- Views of an International Trader
- Payment Terms
 - Coffee
- Credit Terms
- Credit Insurance
- Case Study
 - Lunch



Programme (contd)

- Overdue Payments/Credit Control
- Non payment, Disputes and Credit Notes
- Currency
 - Coffee
- Forward Contracts
- Commissions
- Price Negotiation
- Case Study
- Summary and Review
- Close