

International Trade Fundamentals

A comprehensive one-day program covering global trade mechanisms, risk mitigation, and practical trade finance skills

THE GAP

With the focus shifting toward trade as a primary source of fee-based income and cross-sell opportunities, banking staff need to understand international trade well enough to guide customers confidently. Most branch and relationship staff have limited exposure to trade documentation, payment methods, and compliance requirements. This program fills that gap and turns banking staff into informed partners for trade clients.

THE SHIFT

- From handing off trade queries to advising clients directly with confidence
- From processing trade documents to understanding what each one signals about risk
- From trade as a back-office function to trade as a source of fee income and cross-sell

WHAT'S INSIDE

- Dynamics of international trade and global finance
- Trade payment methods and FE Manual requirements
- Management of documentary credit
- Overview of local and international trade regulations
- Key trade documents: commercial invoice, bill of lading, certificate of origin, insurance certificate, government certificates and permits
- PSW: FI and GD requirements
- Trade client onboarding
- TBML and trade finance fraud prevention
- Effective use of trade products for business development
- Case studies featuring SBP findings and penalties

WHAT YOU WALK AWAY WITH

- Understand key components and terminologies involved in international trade
- Identify and explain primary risks associated with cross-border trade
- Distinguish between various trade methods and FE Manual requirements
- Recognize the critical role of shipping documents in global trade
- Identify TBML red flags and high-risk indicators
- Build confidence in interacting with trade clients and escalating trade-related concerns

WHO IT'S FOR

- Branch Managers
- Relationship Managers (Retail, Commercial, SME, Corporate)
- Bank Trade Officers
- Trade Facilitation Desk Staff
- Compliance and Audit Officers
- Importers and Exporters



Shabnam Minhas brings 25+ years of banking leadership building inclusive teams across ABN Amro, RBS, Faysal Bank, and Citi Bank. An MBA Gold Medalist from IBA and founder of VisionHer, she advocates for women's advancement in leadership and conducts programs on building high-performing diverse teams.