

# Mastering the Use of LC for Import & Export

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An In-depth understanding of LC Operations, Pitfalls,  
Tips & Traps in International Trade Transactions  
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1. Overview of Methods of Payment and Trade Facilities in international Trade.
2. Trade Documents commonly used in International Trade - Bills of Exchange, Bills of Lading, Invoices, packing List, Insurance, Cert of origin etc.
3. Overview of Trade terms commonly used in International Trade - FOB, CFR, CIF, FCA, CIP, CPT, EXW, FAS, DDP, DDU, DAF, DES, DEQ.
4. Step by Step detailed flowcharts and Samples on how various types of Letter of Credit works
5. Cost Saving Areas in LC transactions which your bankers will never tell you.
6. Why payments are often delayed in LC transactions and how to overcome this.
7. Date of Issue, Shipment, Presentation; Date and Place of Expiry.
8. Role and Liability of Banks and Rights of Recourse
9. Practical pointers when applying for a Letter of Credit (Importer).
10. How to prepare and check documents to avoid discrepancies.
11. Discussion on Discrepancies - Why; How to Resolve.
12. Practical pointers for Exporters when presenting documents under a Letter of Credit.
13. Common LC Discrepancies checklist
14. Detailed checklists for Exporters and Importers
15. Concept of Confirmed LC and “Silent Confirmation LC”
16. Application of UCP 600 in Letter of Credit.
17. Back to Back LC and Transferable LC.
18. Pitfalls in LC operations
19. Case Studies and Best Practices Tips for Importers/Exporters

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