

WEBINAR SERIES ON ICC TRADE FACILITATION RULES



30 January, 06 February & 20 February 2021

This series will cover the following topics over 6 webinars:

- Digitization of trade documents – Impact on Negotiable Instrument (Bill of Exchange) and commercial disputes
- Neo Banking and Trade Digitization
- Transforming the Bank Guarantee process using block chain
- ICC's Digital Standards Initiative
- ICC's role in reducing Financial Crime Risks through Trade Digitization
- Structuring import transactions through documentary credit
- INCOTERMS 2020
- UCP, ISBP 745, Standby Letters of Credit and ISP 98
- ICC Banking Commission opinions and court interventions
- Demand Guarantees (DG) and URDG 758
- Domestic guarantees and Indian Contract Act
- Introduction of eUCP version 2.0 and eURC
- Cognitive RPA and Open APIs

Speakers

K Parameswaran

Corporate Trainer

Ganesh Vishwanathan

Skill Development Specialist



DAY 1
SATURDAY, 30 JANUARY 2021

Webinar 1 & 2



3 PDUs

WEBINAR 1

INCOTERMS 2020 & IMPACT OF DIGITIZATION ON NEGOTIABLE INSTRUMENTS

 Saturday, 30 January 2021

 10:30 HRS (IST)



Register Now

PROGRAMME SCHEDULE

10:30 – 10:40 Hrs

Welcome and Opening Address

10:40 – 11:55 Hrs

Session 1 by Mr. K Parameswaran

- Structuring one import transaction through documentary credit – import of capital equipment with deferred payment - With practical exercise
- Relevance of INCOTERM Rules in prescribing appropriate documents in LC transactions
- INCOTERMS 2020 – recent changes; in comparison with INCOTERMS 2010
- Impact of expressly modifying application of UCP Articles

11:55 – 12:10 Hrs

- Q&A

12:10 – 12:20 Hrs

Session Break

12:20 – 13:35 Hrs

Session 2 by Mr. Ganesh Vishwanathan

- Why the Negotiable Instrument (Bill of Exchange) will not render itself redundant pursuant to digitization of trade documents

13:35 – 13:50 Hrs

- Q&A

13:50 – 13:55 Hrs

- Concluding remarks



3 PDUs

WEBINAR 2

STRUCTURING IMPORT TRANSACTIONS, NEO BANKING & TRADE DIGITIZATION

 Saturday, 30 January 2021

 14:30 HRS (IST)



Register Now

PROGRAMME SCHEDULE

14:30 – 14:40 Hrs

Welcome and Opening Address

14:40 – 15:55 Hrs

Session 1 by Mr. K Parameswaran

- Structuring one import transaction through documentary credit – import of capital equipment with deferred payment
- Avoiding ambiguous conditions
- Structuring Field No.46A calling for scanned documents or express bill of lading
- Practical exercise with specific focus on UCP Articles

15:55 – 16:10 Hrs

- Q&A

16:10 – 16:20 Hrs

Session Break

16:20 – 17:35 Hrs

Session 2 by Mr. Ganesh Vishwanathan

- Neo Banking and Trade Digitization - How the Digital Standards Initiative of ICC will revolutionize international trade transactions

17:35 – 17:50 Hrs

- Q&A

17:50 – 17:55 Hrs

- Concluding remarks



DAY 2
SATURDAY, 06 FEBRUARY 2021

Webinar 3 & 4



3 PDUs

WEBINAR 3

EXAMINATION OF DOCUMENTS, COGNITIVE RPA & OPEN API

 Saturday, 06 February 2021

 10:30 HRS (IST)

 Register Now

PROGRAMME SCHEDULE

10:30 – 10:40 Hrs

Welcome and Opening Address

10:40 – 11:55 Hrs

Session 1 by Mr. K Parameswaran

- Export transactions with underdeveloped countries through documentary credit in MT 710 format – precautions – practical exercise
- Examination of documents under documentary credit – with specific reference to Art 14 and ISBP 745
- Live documents will be presented for examination with specific reference to ISBP 745

11:55 – 12:10 Hrs

- Q&A

12:10 – 12:20 Hrs

Session Break

12:20 – 13:35 Hrs

Session 2 by Mr. Ganesh Vishwanathan

- Cognitive RPA and Open APIs - Revolutionize trade - Building First Mover Advantage for ICC

13:35 – 13:50 Hrs

- Q&A

13:50 – 13:55 Hrs

- Concluding remarks



3 PDUs

WEBINAR 4

COMMERCIAL DISPUTES & ICC BANKING OPINIONS

 Saturday, 06 February 2021

 14:30 HRS (IST)

 Register Now

PROGRAMME SCHEDULE

14:30 – 14:40 Hrs

Welcome and Opening Address

14:40 – 15:55 Hrs

Session 1 by Mr. K Parameswaran

- Discussion on ICC Banking Commission opinions and court interventions in DC transactions
- Latest decisions from ICC Banking Commission cases and live cases represented by ICC India

15:55 – 16:10 Hrs

- Q&A

16:10 – 16:20 Hrs

Session Break

16:20 – 17:35 Hrs

Session 2 by Mr. Ganesh Vishwanathan

- Digitization of documents and commercial disputes - Statute Law versus Common Law

17:35 – 17:50 Hrs

- Q&A

17:50 – 17:55 Hrs

- Concluding remarks



DAY 3
SATURDAY, 20 FEBRUARY 2021

Webinar 5 & 6



3 PDUs

WEBINAR 5

DEMAND GUARANTEE, URDG & BLOCKCHAIN

📅 Saturday, 20 February 2021

🕒 10:30 HRS (IST)



Register Now

PROGRAMME SCHEDULE

10:30 – 10:40 Hrs

Welcome and Opening Address

10:40 – 11:55 Hrs

Session 1 by Mr. K Parameswaran

- Demand Guarantees (DG) and URDG 758 - With case study
 - Different stages of DG
 - Drafting a DG under URDG 758
 - Issuing a DG – amendments
 - Presentation of demand and examination
 - Payment under DG
 - Closure of DG exposure
- Domestic guarantees and Indian Contract Act (amended)
- Implication of Sec 28 and claim period
- Court intervention in DG transactions

11:55 – 12:10 Hrs

- Q&A

12:10 – 12:20 Hrs

Session Break

12:20 – 13:35 Hrs

Session 2 by Mr. Ganesh Vishwanathan

- Transforming the Bank Guarantee process using block chain - a use case

13:35 – 13:50 Hrs

- Q&A

13:50 – 13:55 Hrs

- Concluding remarks



3 PDUs

WEBINAR 6

SBLC, ISP 98 & TRADE DIGITIZATION

 Saturday, 20 February 2021

 14:30 HRS (IST)



Register Now

PROGRAMME SCHEDULE

14:30 – 14:40 Hrs

Welcome and Opening Address

14:40 – 15:55 Hrs

Session 1 by Mr. K Parameswaran

- Standby Letters of Credit and ISP 98
 - How to safeguard the interest of the applicant by proper structuring of SBLC?
 - Comparative analysis of ISP 98 and URDG 758
- Introduction of eUCP version 2.0 and eURC

15:55 – 16:10 Hrs

- Q&A

16:10 – 16:20 Hrs

Session Break

16:20 – 17:35 Hrs

Session 2 by Mr. Ganesh Vishwanathan

- Reducing Financials Crime Risks through Trade Digitization – Expectations from ICC

17:35 – 17:50 Hrs

- Q&A

17:50 – 17:55 Hrs

- Concluding remarks



K Parameswaran

B.Sc, CAIB, Master of Foreign Trade

He started his career as a banker and spent 30 years in banking. He is now practicing in the field of International Trade and Finance for more than 20 years. He conducts in house training program for companies and also advising companies on Regulatory Compliance issues, structuring trade transactions.

He organizes training programs for banks on regular basis (private, public sector and foreign banks).

He has been associated with ICC India for more than 20 years in organizing workshops sponsored by banks at various centers. Presently, he is one of the representatives of ICC India on the International Chamber of Commerce Banking Commission. He is also the officially ICC certified trainer on Incoterms 2020 in the Asia Pacific Region.

He has represented Indian Companies in International Arbitration proceedings as a domain expert on ICC Rules.

Associated with BAFT (Washington) and Indo German Chamber of Commerce, Confederation of Indian Industry, FIEO, Indian Customs and World Trade Centre.

At present, he is with S.P. Jain Institute of Management and Research, Mumbai as an Associate Professor Handling International Finance since 2001.



Ganesh Vishwanathan

B.Sc; CAIIB; DEIM; CIPSP; PGDSM-NMIS; CERTI.TBML; CertiPAY

He is a seasoned banking consultant with 40+ years of experience in the financial service industry, both within India as well as internationally, initially as a commercial lender, compliance and trade specialist and subsequently as a consultant, re-skilling specialist and anti financial crime trainer and investigator.

Ganesh carries with him a deep understanding of various nuances of International Trade, International Banking, Laws relative to Commercial Transactions, Frauds, Money Laundering in Trade, Financial Crimes etc.

With qualifications/experience in Banking, International Trade, Shipping, Marine Insurance, International Payment, Clearing and Settlement Systems, Commercial Lending, Compliance, Treasury and Risk Management, Trade Based Money Laundering, AML/CFT etc., Ganesh is uniquely placed to share his experiences and knowledge towards ramping up the participants skills in Banking, International Cash Operations, Commercial Lending, International Trade, Compliance & Risk Management and Financial Crimes specific to Asia Pacific.

Ganesh is also associated as a Subject Matter Expert and Senior Visiting Faculty with one of India's Leading Training and Development Institution among others. He undertakes pro bono assignments in the Learning & Development and Business Advisory services for clients based out of India, S.E. Asia. Additionally, he also associates himself with one of India's leading Management Institute as guest faculty for their PG Management Programs in the field of Commercial Lending, Compliance, Risk Management and International Trade.

Ganesh is also a co-opted member of the ICC India Banking and Finance Working Group.



INTERNATIONAL CHAMBER OF COMMERCE INDIA

Federation House, Tansen Marg, New Delhi 110 001
T : +91 11 2348 7375 (D) | E : iccindia@iccindiaonline.org

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