

# WORKSHOPS ON ICC TRADE FACILITATION RULES & DIGITALIZATION

Seminar Leader  
**Mr. K. Parameswaran**

**13 SEPTEMBER 2022 – NEW DELHI**

**FICCI**  
Federation House  
Tansen Marg, New Delhi – 110 001

**DATE &  
LOCATION**

**7  
PDUs**

**16 SEPTEMBER 2022 – MUMBAI**

**Jio World Convention Centre**  
G Block, Bandra Kurla Complex,  
Mumbai - 400 098

# Highlights



ICC affiliated trainers with extensive experience of conducting trainings and reskilling sessions



Designated trainers involved in ICC rule making and live projects which gives them in-depth understanding of the subject and are also up to date with the latest developments – globally as well as locally



Practical case-based learning



Learning centric approach – Q&A session part of the program and trainers also available for off-line discussion on few important issues if required

**The London Institute  
of Banking & Finance**

LIBF certified – participants get a total of **7 PDUs** towards recertification

# Program Schedule

09:00 – 09:30 Hrs

Registration

09:30 – 09:45 Hrs

Welcome and Opening Address

09:45 – 11:15 Hrs

**Impact of INCOTERMS 2020 in commercial transactions**

- ❖ Detailed discussions on how the customers can identify appropriate term for a particular trade transaction
- ❖ Identification of point of delivery where the risk gets transferred from the seller to buyer
- ❖ INCOTERMS 2020 and documentary credit transactions – **with practical examples**
- ❖ Structuring documentary credit for import transactions
- ❖ Prescribing appropriate documents to safeguard the **interest of the importer and avoiding ambiguous conditions – live cases**

11:15 – 11:30 Hrs

Tea/Coffee Break

11:30 – 13:00 Hrs

**Digitalization of Trade Finance**

- ❖ Moving towards digitalisation in trade transactions – a review from customer's/users' perspective
- ❖ ICC initiatives towards digitisation of trade transactions
- ❖ Benefits of digitalisation for customers
- ❖ Block chain revolution in trade finance

13:00 – 14:00 Hrs

Lunch Break

14:00 – 14:45 Hrs

**Treasury Operations**

- ❖ Exchange rate dynamics – Tracking the movement of currency market

14:45 – 15:15 Hrs

**Handling letters of credit transactions**

- ❖ Check list for exporters:
  - At the time of receipt of letter of credit
  - At the time of presentation of documents – avoiding discrepancies
  - Understanding ISBP 745 – from the customer's perspective- **with live examples**
  - How this publication has brought down the discrepancies

15:15 – 15:30 Hrs

Tea/Coffee Break

15:30 – 17:00 Hrs

**Handling letters of credit transactions & ICC Banking Commission opinions**

- ❖ Precautions for exporters in handling documentary credit transactions from unknown non-banking entities – **case study**
- ❖ Critical cases in documentary credit transactions and ICC – ICC Banking commission opinions on critical issues – **case study**

17:00 – 17:15 Hrs

Q&A and Vote of Thanks

# Participation Fee & Payment Details

## Fee Structure (Per workshop per delegate)

	For up to two delegates	For up to five delegates	For more than five delegates
For Members	INR 5,400 + 18% GST	INR 5,200 + 18% GST	INR 5,000 + 18% GST
For Non-members	INR 6,200 + 18% GST	INR 6,000 + 18% GST	INR 5,800 + 18% GST

## Payment Details

<b>Beneficiary</b>	<b>Bank</b>	<b>Account Details</b>
ICC India	Punjab National Bank Tansen Marg, New Delhi	Bank Account Number: 0359050003851 Bank Account Type: Current Account Bank IFSC Code: PUNB0035920 Bank MICR Code: 110024771
<b>ICC India GSTIN</b>		
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Speakers



**K Parameswaran**

B.Sc., CAIIB,  
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.

Workshop Leader



**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.

He 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., he 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.

He 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.

He is also a member of the ICC India Banking and Finance Working Group.

Session on Digitalization of Trade Finance



**For further details, please contact:**

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