



# International Trade Professionals Programme



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If you are looking to develop your reputation and knowledge as a leader in trade finance, this programme may be for you. In partnership with LIBF, the ITPP allows international trade professionals to write for TFG's publications. The top 10 writers of this year's cohort will be enrolled onto a trade finance course, certified by LIBF.

The ITPP is hosted by Trade Finance Global in partnership with the London Institute of Banking and Finance.



# International Trade Professionals Programme

During the current uncertain times, this programme will be providing opportunities to trade professionals to get free training, build their reputation, and create outstanding content working with the TFG editorial team:

1. Opportunity to write for Trade Finance Global and have an author profile built for you
2. All participants will be invited to join ITFA Emerging Leaders
3. Top writers will be enrolled onto a trade finance course, certified by LIBF





# What's in it for you?



## Reputation

Boost your professional reputation as a leader in trade. You'll be a published author and part of the ITPP's 2020 cohort



## Networking

You'll have a TFG Author Profile built for you, and become a member of ITFA Emerging Leaders, a global network of trade professionals



## Learning

Brush up your skills by working with our editorial team to write about a trade niche – shared with our global trade community



## Training

The top 10 writers (judged externally) will be enrolled onto a trade finance course, certified by The London Institute of Banking & Finance



# 1. Trade Finance Global's 2020 writer cohort

You'll be working hand in hand with one of TFG's editorial team to plan, scope and produce a journalistic piece of content on a pre-agreed topic within international trade and finance. This could be an essay on structured LCs, your own research on trade flows, an opinion piece on blockchain for trade or an educational piece on trade credit insurance.

Once we've agreed a topic, our team will be on hand to help you edit, improve and refine your article. Once this is done, your piece will be published on Trade Finance Global. The top articles (at TFG's discretion) will also be published in print in Trade Finance Talks (magazine).

- An author profile created for you on Trade Finance Global
- Editorial help from our TFG experts
- Your work published to 120k monthly readers
- Articles promoted across our social channels (100k impressions / month) and email (30k database)



## 2. Certified trade finance courses by LIBF

The top 10 winners will receive access to one of the six trade and transaction banking courses provided by The London Institute of Banking & Finance (LIBF). Participants on the programme can choose their preferred course. This includes the study materials, examination and certification. Each winner will receive access to one of the following courses:





## CDCS

### Certificate for Documentary Credit Specialists (CDCS®)

Level 4 Certificate for Documentary Credit Specialists (CDCS®) – 601/1159/8

The Certificate for Documentary Credit Specialists (CDCS) is a professional qualification that is recognised worldwide as a benchmark of competence for international practitioners.

The CDCS has been developed in consultation with industry experts to make sure that the qualification reflects best practice. It was created by the International Financial Services Association (IFSA) and The London Institute of Banking & Finance and was first examined in 1999. CDCS is now managed by The London Institute of Banking & Finance in partnership with the International Chamber of Commerce (ICC).

## CITF

### Certificate in International Trade and Finance (CITF)

This is an international trade certification that improves your technical knowledge and teaches you how to apply this knowledge to real situations. LIBF has developed the Level 3 qualification in consultation with trade finance experienced specialists.

CITF improves your knowledge of the products, documents, trade terms, roles and responsibilities that underpin international trade and finance. The CITF qualification also helps you develop a basic understanding of fraud prevention and risk in trade finance.

CITF is a Level 3 qualification registered with Ofqual in the Regulated Qualifications Framework.



## CSDG

### Certificate for Specialists in Demand Guarantees (CSDG)

The Certificate for Specialists in Demand Guarantees qualification will develop students' understanding in the use of guarantees, industry rules, legislation and the challenges relating to demand guarantees and standby credits. CSDG enables students to demonstrate a high level of expertise and improves knowledge and understanding of the complex issues associated with demand guarantee best practice.

The Certificate for Specialists in Demand Guarantees is a Level 4 qualification registered with Ofqual in the Regulated Qualifications Framework (RQF).

## CTFC

### Certificate in Trade Finance Compliance (CTFC)

This qualification gives you the technical knowledge to succeed in trade finance compliance and the ability to apply expertise in a professional setting. It is a valuable benchmark for Trade Finance Operations Staff, Relationship Managers, Bank Audit and Compliance Staff, and Risk Managers.

The CTFC is a Level 4 qualification registered with Ofqual in the Regulated Qualifications Framework.





## CertPAY

### Certificate in Principles of Payments (CertPAY)

This industry-focused qualification enables you to develop specialist knowledge and skills relating to products, purpose, structure and inherent risks associated with payments. Available to study worldwide, CertPAY is suitable for anyone working in the sector including payments specialists, managers, and operational, compliance and risk team members. If you work in, or aspire to work in, the payments industry, completing CertPAY will demonstrate your knowledge and understanding of the sector, and provide a formal recognition of your professionalism.

The Certificate in Principles and payments is a Level 3 qualification. This qualification is registered with Ofqual.

## CSCF

### Certificate in Supply Chain Finance (CSCF)

The Certificate in Supply Chain Finance is relevant if you work or are aspiring to work within an area dealing with Supply Chain Finance (SCF).

You will develop an understanding of the standard definitions for techniques of SCF, how to identify funding gaps as a result of trade cycle analysis, understand clients' needs and develop your skills in structuring and implementing SCF solutions.

The Certificate in Supply Chain Finance is a Level 4 qualification registered with Ofqual in the Regulated Qualifications Framework (RQF).



### 3. Invitation to join ITFA Emerging Leaders

As a global trade finance industry body, the International Trade & Forfaiting Association (ITFA) runs the ITFA Emerging Leaders programme, an initiative which is crucial to ensuring the industry's sustainability and growth in the future. By joining this programme, you will be invited to join ITFA Emerging Leaders, which includes networking events and meetups around the world and the opportunity to tune into webinars, free of charge.





# Eligibility

The programme is available at all of the following levels:

- Entry level
- Analyst
- Business Development
- Middle management
- Manager
- Assistant Director
- Director
- Senior Director

The programme is available if you are working across, or have worked in any of the following domain areas:

- Trade, receivables and supply chain finance (back and front office)
- Trade based financial crime, compliance and regulation
- Trade (research or economics based)
- Shipping, logistics and supply chain
- Trade policy, practitioner or law
- Trade credit insurance, risk, sureties and bonds
- Export credit agency, development finance institution, multilateral development bank (OECD / non-OECD)
- Trade consulting
- Risk: credit, political
- Export finance
- Trade technology / fintech in trade
- Foreign exchange and currency risk
- Sustainable trade



# Application

There is an initial screening process to check and confirm your eligibility onto the programme. Once onboarded, the cohort will be invited to join ITFA Emerging Leaders. You'll be working with TFG's Editorial team to agree, draft and then produce a piece of content. Following this, entries will be judged by both LIBF and TFG, and the top 10 winners will be enrolled onto a trade finance course, certified by LIBF.



## Application Deadline

Applicants apply. Applicants notified within 1 week, to confirm eligibility for the programme. Participants then work with TFG Editorial team to scope content

## Content Submission Deadline

Participants submit their final piece of content

## Judging

Submissions are judged by a panel (TFG and LIBF), which announces the winners publicly the following week

## Training

Winners are contacted and invited to enrol onto an LIBF course of their choice



# About TFG education schemes

TFG's education schemes (scholarships, professional training and student writer programmes) were initiated in 2018 to address the trade finance gap, due to a lack of suitably skilled and qualified specialists in the sector - in a challenging time of reduced global trade, a significant shortfall in skilled entrants in the shipping and marine space, and general confusion around the trade finance market.

TFG's Accelerate scholarship and student writer programme will re-open for participants in September 2020.





## Who are Trade Finance Global?

Trade Finance Global (TFG) is the leading trade finance platform. We assist companies to access trade and receivables finance facilities through our relationships with 270+ banks, funds and alternative finance houses.

Our award winning educational resources serve an audience of 120k+ monthly readers in print & digital formats across 187 countries, covering insights, guides, research, magazines, podcasts and video.



# Contact

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## Entry Rules

This competition is run by TFG Publishing Limited (“Trade Finance Global”, “TFG”, “we” or “our”) and is open to all residents aged 18+ who submit an application to the TFG competition page. Doing so will give you the opportunity to win the prize as described on the scholarship page.

1. Your participation in this competition is at your sole option and risk. No purchase is required to enter.
2. By entering this competition you agree to be bound by these terms and conditions.
3. You may not participate if you are a TFG employee, agent or employee or agent of a TFG affiliate company, or a family relation of any such employee or agent.
4. You may not enter this competition more than once and you are only eligible to win one (1) prize. We reserve the right to disqualify anyone ignoring this rule.
5. The competition opens on April, 7th 2020 at MIDDAY UK time. You must submit your entry by 23:59am UK time on 24th April 2020.
6. Information submitted in this competition must not be abusive, offensive or defamatory. We will put through any relevant photo for voting but reserve the right to refuse irrelevant information as determined at TFG's sole discretion.
7. TFG cannot accept any responsibility for any technical failure or problem which may result in any entry being lost or not being properly registered.
8. TFG will only cancel, suspend, or amend the competition if required to do so for legal, regulatory or security reasons.
9. All valid entries will be assessed by a panel constituting TFG staff and an independent judge. The panel will award points for originality, inspiration and interest and a winner will be chosen on this basis. The decision of the panel will be final and no correspondence will be entered into regarding that decision.
10. We reserve the right to substitute the prize for an appropriate alternative.
11. The winner will be contacted by email by MIDDAY UK time by 8th June 2020.
12. The winner must confirm their acceptance of the prize by replying to our email with their name, email address and telephone number.
13. If the prize remains unclaimed after five (5) days, we reserve the right to select an alternative winner.
14. The winner will receive their prize within thirty (30) days after claiming their prize.
15. TFG will use the winner's Twitter handle when announcing the winner and you agree that your name may be announced on TFG social media for publicity purposes.
16. These terms and conditions are governed by the laws of England and Wales whose courts shall have exclusive jurisdiction.