

INTERNATIONAL TRADE AND FOREIGN OPERATIONS BLENDED COURSE

DATE	November 16 – 18, 2026
TIME	9.00am – 3.00pm Daily
COST	N595,500.00 online & N695,500.00 onsite per participant(Excl. of all Taxes)
VENUE	Blended Class

The following delegates will find the workshop beneficial:

<i>Trade Sales Officers</i>	<i>Credit Analysts</i>
<i>Treasury staff in back office and middle office</i>	<i>Internal Auditors</i>
<i>Trade Operations Staffs</i>	<i>Investment/Risk Managers</i>
<i>Relationship Managers</i>	<i>Settlement Clerks</i>
<i>Treasury Sales Staffs</i>	<i>Compliance Officers</i>

Course Outline:

Exchange Control- Documentation & Processes.

- The international trade environment: Understanding, Economic, Exchange Control & Regulatory Environments
- Introduction to Foreign Operations, Exchange Control Documentation & Processes
 - o Form M
 - o PAAR,
 - o Shipping documents &
 - o Final Exchange Control Documents

Documents used in international trade and the Incoterms®

- Foreign Operations & Trade risks assessment
- Products /Manufacturing Risks
- Financial Risks
- Commercial Risks
- Political Risks
- Currency Risk

Payment Options in International Trade

- Introduction to Trade Services & Products.
 - o Cash in Advance (Advance Payment),
 - o Open Account,
 - o Documentary Collections (Bills for Collection)
 - o Documentary Credit (Letter of Credit)
 - o Guarantees
- Documentary Collections (Bills For Collections)
- Export Transactions
- Form Q.
- Documentary Credit (Letter of Credit)

Foreign Exchange & Derivatives

Overview of Foreign Exchange Markets & Terminologies

- FX Derivatives
 - o Futures Markets
 - o Non-Deliverable Forward (NDF)

The faculty is drawn from our pool of facilitators ([click here for full details](#))

Kindly forward your nomination(s) to mmanhq@fmda.com.ng and payment can be made to the following account before the commencement date of training:

Account Name:	Financial Markets Dealers Association
Bank:	GTBank
Account Number:	0001272210
Branch:	Adeola Odeku, Victoria Island, Lagos.
Sort Code:	058152010.

For further information/Registration, please call Chris on 08023548999 or 08079779911.

Thank you.