Trade Finance, Letters of Credit and Documentary Collections

Finance & Budgeting

Course Overview

Trade Finance, Letters of Credit and Documentary Collections: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa...

What You Will Achieve

- Explain the core principles and current good practice in Trade Finance, Letters of Credit and Documentary Collections
- Apply practical tools and techniques for Trade Finance, Letters of Credit and Documentary Collections in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Trade Finance, Letters of Credit and Documentary Collections in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Finance managers, accountants, analysts, budget holders and professionals responsible for financial planning, control or reporting.

Course Outline

1. Foundations of Trade Finance, Letters of Credit and Documentary Collections: principles, terminology and context
2. The business case: why Trade Finance, Letters of Credit and Documentary Collections matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
9 to 13 Nov 2026	Dar es Salaam	**$1,395**
23 to 27 Nov 2026	Gaborone	**$1,450**
7 to 11 Dec 2026	Kigali	**$1,650**

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.