

Training course on Credit Insurance

Training Course Main Topics

- Relevant Regulatory Framework
- Financial Guarantees
- Surety Bonds
- Short Term Whole Turnover Policy
- Short Term Selective Risk Policy
- Process Flow Chart
- Risk Assessment Procedure
- Guarantee/ Policy's Main Clauses

Credit insurance

OVERVIEW

SACE can provide different typologies of Credit Insurance in order to support the internationalization of Italian Business in the global market. This practical and interactive course is designed for professionals seeking to build and improve their knowledge on Credit Insurance business, in order to widen their understanding of the range of products and their relevant internal functioning.

COURSE OBJECTIVES

To provide participants with a clear understanding of the main features of Credit Insurance products, ranging from the relevant international regulatory framework, to the risks covered and the products work flow. The course will also focus on the structuring of transactions and the relevant due diligence process. Case studies and real examples will be used extensively to ensure that the training is highly interactive and practical.

The participants will be able to:

- Identify the main features Credit Insurance products
- Understand the key elements of the due diligence process necessary for the underwriting of transactions
- Review internal procedures and how the evaluation process is carried out

TUITION

Tuition will be provided by highly qualified professionals and executives with proven expertise based on work experience and comprehensive knowledge of the relevant fields.

LOCATION

Upon request, at client's premises or in SACE's Rome office. In special circumstances, this course can be held virtually, by means of videoconferencing software.

TOPICS

Credit insurance

- SACE's eligibility criteria
- Applicable regulatory framework
- Overview on the main products:
 - Surety/Bonds
 - Financial Guarantees for internationalisation
 - Financial Guarantees for working capital facility
 - Short Term 360° Policy
 - Selective Risk Policy

Policy Underwriting

- Due diligence and decision-making
- Risk analysis
- Approval and monitoring
- Know Your Customer procedure
- Facility agreement: the conditions precedent
- Representations and warranties
- Undertakings

Related Courses

You might be also interested in our courses on:

- Export Credit Products
- Political Risk Insurance
- Domestic Business Guarantees (Green and Working Capital)
- Country & Sovereign Risk Assessment
- Corporate & Bank Risk Assessment

We are

SACE is a leading provider of financial solutions, supported by a range of trade finance, political and credit risk insurance as well as financial guarantees. With over € 28 billion of deployed resources, we serve more than 25,000 business customers, facilitating access to commercial & bank financing in 198 countries worldwide. Since 2004 we have been providing advisory services, consultancy and training on topics relevant to ECA's activities, financial and multilateral institutions and sharing best practices and know-how to enhance mutual understanding and cooperation.

Beyond traditional advisory services

We believe that sharing best practices and know-how enhances mutual understanding and facilitates cooperation amongst players active in trade finance. Our training services cover a variety of areas and topics and are provided by highly qualified professionals and executives at client premises or in SACE's Rome office. Advisory services are offered through various modalities in order to meet the respective needs of the counterparties, namely:



standardised formulas of workshops on specific topics



tailor-made advisory and assistance for new business/product/activity development



consultancy on the set-up of ECAs, including assistance to governments and supervisory authorities

Other training modules you could be interested in

- Corporate and Bank Risk Assessment
- Country Risk Analysis
- Risk Management and Monitoring
- International Regulation for Export Credit
- Project Finance
- Export Credit & Credit Insurance
- Environmental Impact Assessment
- Governance, Corporate Strategy, CSR and Internal Auditing
- Factoring and Trade Finance

- Customer Relationship Management

Our Credentials

Capacity-Building Project



CONTACT US

For further inquiries about our advisory services and a tailored offer, please visit www.sace.it or contact us

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