

# EBRD Trade Finance e-Learning Programme

May 2020



European Bank  
for Reconstruction and Development

EBRD  
Trade Finance  
e-Learning  
Programme  
Est. 2010

Ten years ago, the European Bank for Reconstruction and Development (EBRD) teamed up with the International Chamber of Commerce (ICC) and Coastline Solutions to launch the EBRD Trade Finance e-Learning Programme in May 2010. The aim was to help issuing banks involved in the EBRD's Trade Facilitation Programme (TFP) achieve best international practice by offering further education in trade finance.

Fast-forward to May 2020 and we are very proud of what we have achieved in those 10 years; more than 8,000 specialists from over 400 organisations in the economies where the EBRD invests have taken part in the e-Learning Programme. The highest performing graduates have received unique internship opportunities with international commercial banks and the International Chamber of Commerce.



## IN NUMBERS

Almost **9,000** students from  
across the EBRD regions

**400** organisations  
(partner banks, exporters,  
importers, regulators)

Funded by more than  
**€800,000** in donor funds

## What does the e-Learning Programme entail?

The Programme ensures that trade finance professionals in the EBRD regions have the requisite skills to issue, process and honour trade products in line with the provisions of the ICC Trade Rules. There are 11 online training modules.

- ▶ **Trade based Financial Crimes:** provides international best practices in compliance landscape.
- ▶ **Going Global:** detailed guide to International Trade for both exporters and importers.
- ▶ **Introduction to Factoring:** comprehensive training in invoice financing.
- ▶ **Introduction to Trade Finance:** general overview of the main principles and products.
- ▶ **Collections:** comprehensive training in Collections and URC 522.
- ▶ **Mentor 600:** comprehensive training in Letters of Credit, UCP 600 and ISBP.
- ▶ **DC Master:** advanced training in Letters of Credit.
- ▶ **ISP Master:** advanced training in Standby Letters of Credit and ISP 98.
- ▶ **URDG Master:** advanced training in Demand Guarantees and URDG 758.
- ▶ **Incoterms® 2010:** comprehensive training in Incoterms® 2010.
- ▶ **Environmental and Social Issues in Trade:** comprehensive training in environmental and social issues related to trade finance.

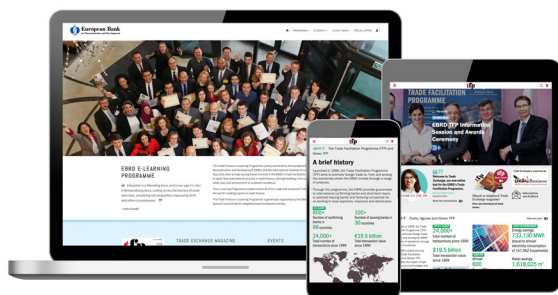
The Trade Finance e-Learning Programme covers all ICC traditional trade finance products and Incoterms® rules, which are a key feature of international commercial contracts involving the shipment of goods and provision of services.

It is funded by the EBRD Shareholder Special Fund. Students can apply for a scholarship that covers up to 100 per cent of the tuition fees.

The course is very flexible and allows students up to 12 months to finish the modules. Once they complete all modules, students receive their ICC certificate of achievement.

“Our e-Learning Programme has shown itself to be the most successful addition to the Bank’s capacity-building toolbox, reaching out to thousands of trade finance managers in our region. And with the most active confirming bank in the Programme awarding the top graduates with international internship opportunities, students are extremely motivated to finish their studies with top marks!”

**Kamola Makhmudova, Founder and Head of the EBRD Trade Finance e-Learning Programme**



## Modern teaching methods for maximum impact

The EBRD complements traditional teaching methods with something more up to date. Through “the Flip” – as it is known in Silicon Valley – students on the EBRD’s Trade Finance e-Learning Programme can “attend” their lectures online.

Studying online, on a smart phone or on a tablet has distinct advantages. For example, students can review part or all of a lecture/module several times if they need to in order to understand a subject written in a language that is probably not their native tongue (all the subjects are taught in English). Students can progress at their own pace.

The TFP team then aggregates the information on all the banks participating in the Programme and assesses where the knowledge gaps lie according to individual bank, country and region.

The team then arranges targeted face-to-face training workshops with well-known consultants who can address any areas that were perhaps not well understood during the online training.

Since the Trade Finance e-Learning Programme began 10 years ago, the TFP team has seen better-targeted trade, better use of products and a better understanding of the risks involved in trade finance. The issuing banks are also better equipped to formulate more specific questions to the TFP team and are able to apply the concepts they have learned to everyday operations.

## What our students think



“The benefits of having had the e-Learning Programme in my life are hard to underestimate: strong theoretical support and professional development, and an amazing graduation ceremony with great networking opportunities. Thank you EBRD!”

**Nadezhda Khrustaleva, Demir Kyrgyz International Bank**

“After many years of experience in the documentary business, it was amazing to learn new aspects of trade finance thanks to the Trade Finance e-Learning Programme”

**Alexandra Voronkova, Bank Dabrabyt**

“The e-Learning Programme was a great and unique experience that increased my knowledge in trade finance.”

**Natasa Asprovskaja, NLB Banka Skopje**



“The EBRD Trade Finance e-Learning Programme is the best online training I have ever seen for people working in trade finance and documentary operations.”

**Anush Aghabekyan, Armeconombank**

We operate in all economies where the EBRD invests. Training was undertaken by trade finance professionals, sales relationship managers, risk management, and legal and executive managers of our partner banks. Some courses were extended to trade finance clients of our partner banks.

## Contacts

European Bank for Reconstruction and Development  
One Exchange Square  
London EC2A 2JN  
United Kingdom  
Switchboard/central contact  
Tel: +44 20 7338 6000  
[ebrd.com](http://ebrd.com)

Kamola Makhmudova  
Tel: +44 20 7338 7731  
Email: [makhmudk@ebrd.com](mailto:makhmudk@ebrd.com)

Shokhrukh Inamov  
Tel: +44 20 7338 7599  
Email: [inamovs@ebrd.com](mailto:inamovs@ebrd.com)

The EBRD Trade Finance e-Learning Programme can be found at  
[ebrd.coastlinesolutions.com](http://ebrd.coastlinesolutions.com)

For more information please visit:  
[tfp-ebrd.com](http://tfp-ebrd.com)