



Mastering Letter of Credits & Documentary Collection in Export Practices

(HRD Corp Programme Number : 10001639033)

COURSE CONTENTS

- **Principles of Documentary Credits / Collection and Method of Payment**
- **The features and Differences of various types of LCs**
- **Common Conditions of LC and prevailing instruction discrepancies**
- **Comparison levels of various methods of payment used in International trade**
- **The UCP 600 Implementation & the Standard of Examination Documents from Bankers**
- **The Prevailing Conditions of Using Documentary Collection in International Trade**
- **Awareness of types of risks in the Financial and Commercial Circles**

Key Learning Pillars

- **Regulatory Mastery:** Participants will gain a thorough understanding of the operatives of documentary credit and documentary collection in import-export trade.
- **Risk Mitigation:** The course teaches how to identify shortfalls and pitfalls within the transportation chain, covering shipping post-arrival.
- **Documentary Precision:** Detailed focus is placed on the examination of Commercial Invoices, Bills of Lading, and Air Waybills, including compliance issues like transshipment and partial shipments.
- **Strategic Comparison:** Participants will learn to analyze various payment terms—**Letter of Credit, Documentary Drafts, and Cash on Delivery**—to understand the shifting levels of risk between buyers and sellers.

TRAINER PROFILE : Mr. Stephen Kum

Qualifications:- Accredited HRDC trainer, Fellowships in : The Institute of Freight Association, The Institute of Logistics & Transport, The Institute of Business Administration

EXPERIENCE

Mr. Kum possesses over **30 years of hands-on experience** in vital aspects of global commerce, including import/export trade, global procurement, freight forwarding, logistics operation, and supply chain management. His career trajectory showcases a depth of executive experience and significant industry recognition. Mr. Kum has held pivotal senior positions with international corporations, giving him a practitioner's insight into global operations:

- **Managing Director** of Transatlas Cargo, a global logistics provider with global networks
- **Country Manager** of Esprit Shipping (HK).
- **Sales Director** with Karl Schroff Associates (US).
- **Business Development Manager** with Port Cargo International (UK).

Types of LCs

1. REVOCABLE & IRREVOCABLE LC
2. CONFIRMED LC
3. REVOLVING LC
4. TRANSFERABLE LC
5. BACK TO BACK LC
6. WITHOUT RECOURSE LC
7. RED CLAUSE LC
8. SIGHT AND USANCE LC
9. STANDBY LC

Letter of Credit

WWW.WANFAHPROSPER.COM
sales@wanfahprosper.com

This specialized program provides a deep dive into the technical and operational aspects of international trade payments, specifically focusing on the **UCP 600** and **URC 522** frameworks. In the world of global trade, letters of credit are governed by the "**autonomy principle**" and the "**strict compliance doctrine**," meaning banks fulfill payment obligations based solely on the presentation of required documents—regardless of potential contract breaches or defective goods.

WHO SHOULD ATTEND?

This course is specially designed for those who are involved in:

- Frontlines Business Sales & Marketing
- Purchasing and Supply
- Credit Control
- Supply Chain
- Finance & Administration





REGISTRATION FORM (HRD Corp Claimable)
Mastering Letter of Credits & Documentary Collection in
Export Practices (HRD Corp Programme Number : 10001639033)

PARTICIPANTS' DETAILS

Participant 1 Full name and I/C



Designation	Contact Number
Email Address	Vegetarian Meal YES / NO
Participant 2 Full name and I/C	

Designation	Contact Number
Email Address	Vegetarian Meal YES / NO
Participant 3 Full name and I/C	

Designation	Contact Number
Email Address	Vegetarian Meal YES / NO

ORGANISATION DETAILS

Organisation :

Contact Person : Mobile Number:

Address :

Email :

Fax :

PAYMENT DETAILS : Cheque / Direct Credit
 Bank & Cheque No. Amount :

Please make payment to :

WANFAH PROSPER PLT

ACCOUNTS NUMBER : **3812930508**

BANK : **Public Islamic Bank Berhad**

FEE PAYABLE PER PARTICIPANT :

Normal Price : **RM2,518**

Early Bird (15 days before event) : **RM2,298**

Group Fee (>2 participants) : **RM2078**

Fee includes course materials, lunch and 2 tea breaks per day.

Claiming HRDF Levy?

YES / NO



Date and Venue :

(Pls check our website

<https://wanfahprosper.com/latest-events/>)

Contact : Cik Nor / Puan Nasifah / Mr. Tan

Tel : +60351663399 / +60104403399

WhatsApp : +60162634929 / +601159403399

Email : sales@wanfahprosper.com

CANCELLATION / TRANSFER

Upon registering, participant(s) are considered successfully enrolled in the event. Written cancellations / transfer notice (substitution or to later dates) received :

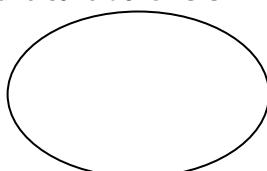
- More than ten (10) working days before the event, a refund (less administrative charge of 15%) will be made.
- Ten (10) working days or less before the event, no refund will be made.
- For no show on the day of the event, full payment is required. If you cannot attend the event, you can nominate a substitute at any time without payment of an administration fee.
- A full (100%) refund may be granted if the course is cancelled by Wanfah Prosper PLT (WFP). WFP reserves the right to postpone or cancel the event and / or change facilitator at any time should circumstances beyond its control arises. WFP also reserve the right to make alternative arrangements without prior notice should it be necessary to do so.

DATA PROTECTION

Personal Data is gathered in accordance with the Personal Data Protection Act 2010 (Act 709)

DISCLAIMER

Upon signing this registration form, you are deemed to have read and accepted the terms and conditions herein.



Authorise Signatory

Organisation stamp