

The EBRD's Trade Facilitation Programme Workshop

Joint Vienna Institute: 14th to 19th May 2017

Day	Time	Content	Facilitator (s)
Sunday 14 May	19:00 - 22:00	Welcome Reception @ Intercity Hotel Wien	
Monday 15 May	09:00 - 09:20	Housekeeping and Logistics (JVI & FS)	Veneta Miteva and JVI staff
	09:20 - 10:30	Current Developments in International Trade	Dr. Joachim Bald
	<i>10:30 - 10:50</i>	<i>Coffee Break</i>	
	10:50 - 12:20	The Risk Perspective on Trade Finance	Dr. Joachim Bald
	<i>12:20 - 13:30</i>	<i>Group Photo at 12:20 followed by Lunch Break</i>	
	13:30 - 15:00	Sales Strategies & Negotiation Skills for Trade Finance	Dr. Joachim Bald & Ute Bühler
	<i>15:00 - 15:20</i>	<i>Coffee Break</i>	
	15:20 - 16:50	Negotiation skills	Ute Bühler
	16:50 - 17:00	Feedback & Recap of the Day	
Tuesday 16 May	09:00 - 10:30	The relationship between the sale contract and the letter of credit	Stephen Tricks
	<i>10:30 - 10:50</i>	<i>Coffee Break</i>	
	10:50 - 12:30	Sanctions and Compliance/ Dispute Resolution	Stephen Tricks
	<i>12:30 - 13:30</i>	<i>Lunch Break</i>	
	13:30 - 14:30	Compliance session	James Brenton & Lisa Rosen (EBRD)
	<i>14:30 - 14:50</i>	<i>Coffee Break</i>	
	14:50 - 15:30	Compliance session	James Brenton & Lisa Rosen (EBRD)
	<i>15:30 - 15:50</i>	<i>Coffee Break</i>	
	15:50 - 16:50	Communication skills	Ute Bühler
	16:50 - 17:00	Feedback & Recap of the Day	
Wednesday 17 May	09:00 - 10:30	Commercial credits vs. standby credits	Dr. Joachim Bald
	<i>10:30 - 10:50</i>	<i>Coffee Break</i>	
	10:50 - 12:30	Transferable credits vs. back-to-back credits	Dr. Joachim Bald
	<i>12:30 - 13:30</i>	<i>Lunch Break</i>	
	13:30 - 14:30	LC Structures, with case studies	Vincent O'Brien
	<i>14:30 - 14:50</i>	<i>Coffee Break</i>	
	14:50 - 16:00	Revolving credits	Dr. Joachim Bald
	16:00 - 16:50	EBRD's Trade Facilitation Programme	Dr. Rudolf Putz
	16:50 - 17:00	Feedback & Recap of the Day	
	<i>19:00 - 22:00</i>	<i>Group Dinner (bus from Intercity hotel at 18:30)</i>	

Thursday 18 May	09:00 - 10:30	Bad drafting – A lesson to be learnt	Dr. Andrea Hauptmann
	<i>10:30 - 10:50</i>	<i>Coffee Break</i>	
	10:50 - 12:30	Getting your Demand right	Dr. Andrea Hauptmann
	<i>12:30 - 13:30</i>	<i>Lunch Break</i>	
	13:30 - 15:00	Money Laundering /Prime Bank Guarantee Fraud	Dr. Andrea Hauptmann
	<i>15:00 - 15:20</i>	<i>Coffee Break</i>	
	15:20 - 16:50	URDG 758	Dr. Andrea Hauptmann
	16:50 - 17:00	Feedback & Recap of the Day	
Friday 19 May	09:00 - 10:30	Presentation skills part 1	Ute Bühler
	<i>10:30 - 10:50</i>	<i>Coffee Break</i>	
	10:50 - 12:30	Presentation skills part 2	Ute Bühler
	12:30 - 13:00	Wrap Up, Evaluations and Closing Ceremony	Dr. Rudolf Putz, Veneta Miteva & Ute Bühler