

## The EBRD's Trade Facilitation Programme Workshop

**Joint Vienna Institute: 13 to 18 May 2018**

Day	Time	Content	Facilitator(s)
<b>Sunday 13 May</b>	<b>19:00 - 22:00</b>	<b>Welcome Reception @ Intercity Hotel Wien</b>	
<b>Monday 14 May</b>	<b>09:00 - 09:20</b>	<b>Housekeeping and Logistics (JVI &amp; FS)</b>	
	<b>09:20 - 10:30</b>	<b>Current Developments in International Trade</b>	Dr Joachim Bald
	<i>10:30 - 10:50</i>	<i>Coffee Break</i>	
	<b>10:50 - 12:20</b>	<b>The Risk Perspective on Trade Finance</b>	Dr Joachim Bald
	<i>12:20 - 13:30</i>	<i>Group Photo at 12:20 followed by Lunch Break</i>	
	<b>13:30 - 15:00</b>	<b>Sales Strategies &amp; Negotiation Skills for Trade Finance</b>	Dr Joachim Bald & Ute Bühler
	<i>15:00 - 15:20</i>	<i>Coffee Break</i>	
	<b>15:20 - 16:50</b>	<b>Negotiation skills</b>	Ms Ute Bühler
	<b>16:50 - 17:00</b>	<b>Feedback &amp; Recap of the Day</b>	
<b>Tuesday 15 May</b>	<b>09:00 - 10:30</b>	<b>Bad drafting - A lesson to be learnt</b>	Dr Andrea Hauptmann
	<i>10:30 - 10:50</i>	<i>Coffee Break</i>	
	<b>10:50 - 12:30</b>	<b>Getting your Demand right</b>	Dr Andrea Hauptmann
	<i>12:30 - 13:30</i>	<i>Lunch Break</i>	
	<b>13:30 - 14:30</b>	<b>Money Laundering /Prime Bank Guarantee Fraud</b>	Dr Andrea Hauptmann
	<i>14:30 - 14:50</i>	<i>Coffee Break</i>	
	<b>14:50 - 15:30</b>	<b>URDG 758</b>	Dr Andrea Hauptmann
	<b>15:30 - 16:30</b>	<b>EBRD's Trade Facilitation Programme</b>	Dr Rudolf Putz
	<b>16:30 - 17:00</b>	<b>ICC Austria</b>	Dr Maximilian Burger-Scheidlin and Eleonore Treu
<b>17:00 - 17:10</b>	<b>Feedback &amp; Recap of the Day</b>		
<b>Wednesday 16 May</b>	<b>09:00 - 10:30</b>	<b>Factoring/supply chain and receivables</b>	Mr Spyros Tsolis, FCI Education Officer
	<i>10:30 - 10:50</i>	<i>Coffee Break</i>	
	<b>10:50 - 12:30</b>	<b>Factoring/supply chain and receivables finance</b>	Mr Spyros Tsolis, FCI Education Officer
	<i>12:30 - 13:30</i>	<i>Lunch Break</i>	
	<b>13:30 - 14:50</b>	<b>Advanced Trade Finance: Risk Mitigation Structures and Techniques</b>	Ms Kamola Burikhodjaeva, VP, Portfolio Risk Mitigation, Royal Bank of Scotland
	<i>14:50 - 15:10</i>	<i>Coffee Break</i>	
	<b>15:10 - 16:50</b>	<b>Advanced Trade Finance: Risk Mitigation Structures and Techniques</b>	Ms Kamola Burikhodjaeva, VP, Portfolio Risk Mitigation, Royal Bank of Scotland
	<b>16:50 - 17:00</b>	<b>Feedback &amp; Recap of the Day</b>	
	<i>19:00 - 22:00</i>	<i>Group Dinner (bus from InterCityHotel Wien at 18:30)</i>	

<b>Day</b>	<b>Time</b>	<b>Content</b>	<b>Facilitator(s)</b>
<b>Thursday 17 May</b>	<b>09:00 - 10:30</b>	<b>Compliance</b>	Mr Pekka Dare, International Compliance Training
	<i>10:30 - 10:50</i>	<i>Coffee Break</i>	
	<b>10:50 - 12:30</b>	<b>Compliance</b>	Mr Pekka Dare, International Compliance Training
	<i>12:30 - 13:30</i>	<i>Lunch Break</i>	
	<b>13:30 - 15:30</b>	<b>Sustainable Trade Finance</b> EHSS issues for trade/TFP and EBRD guidelines	Dr David Williamson
	<i>15:30 - 15:50</i>	<i>Coffee Break</i>	
	<b>15:50 - 17:00</b>	<b>Communication skills</b>	Ms Ute Bühler
<b>Friday 18 May</b>	<b>09:00 - 10:30</b>	<b>Key Elements of Effective Leadership and Management (Part 1)</b>	Ms Ute Bühler
	<i>10:30 - 10:50</i>	<i>Coffee Break</i>	
	<b>10:50 - 12:30</b>	<b>Key Elements of Effective Leadership and Management (Part 2)</b>	Ms Ute Bühler
	<b>12:30 - 13:00</b>	<b>Wrap Up, Evaluations and Closing Ceremony</b>	