# The EBRD’s Trade Facilitation Programme Workshop

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

<table>
<thead>
<tr>
<th>Day</th>
<th>Time</th>
<th>Content</th>
<th>Facilitator(s)</th>
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<tbody>
<tr>
<td>Sunday 13 May</td>
<td>19:00 - 22:00</td>
<td>Welcome Reception @ Intercity Hotel Wien</td>
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<tr>
<td>Monday 14 May</td>
<td>09:00 - 09:20</td>
<td>Housekeeping and Logistics (JVI &amp; FS)</td>
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<td></td>
<td>09:20 - 10:30</td>
<td>Current Developments in International Trade</td>
<td>Dr Joachim Bald</td>
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<td>10:30 - 10:50</td>
<td>Coffee Break</td>
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<td></td>
<td>10:50 - 12:20</td>
<td>The Risk Perspective on Trade Finance</td>
<td>Dr Joachim Bald</td>
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<td>12:20 - 13:30</td>
<td>Group Photo at 12:20 followed by Lunch Break</td>
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<td>13:30 - 15:00</td>
<td>Sales Strategies &amp; Negotiation Skills for Trade Finance</td>
<td>Dr Joachim Bald &amp; Ute Bühler</td>
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<td>15:00 - 15:20</td>
<td>Coffee Break</td>
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<td>15:20 - 16:50</td>
<td>Negotiation skills</td>
<td>Ms Ute Bühler</td>
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<td>16:50 - 17:00</td>
<td>Feedback &amp; Recap of the Day</td>
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<td>Tuesday 15 May</td>
<td>09:00 - 10:30</td>
<td>Bad drafting - A lesson to be learnt</td>
<td>Dr Andrea Hauptmann</td>
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<td>10:30 - 10:50</td>
<td>Coffee Break</td>
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<td>10:50 - 12:30</td>
<td>Getting your Demand right</td>
<td>Dr Andrea Hauptmann</td>
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<td>12:30 - 13:30</td>
<td>Lunch Break</td>
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<td>13:30 - 14:30</td>
<td>Money Laundering /Prime Bank Guarantee Fraud</td>
<td>Dr Andrea Hauptmann</td>
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<td>14:30 - 14:50</td>
<td>Coffee Break</td>
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<td>14:50 - 15:30</td>
<td>URDG 758</td>
<td>Dr Andrea Hauptmann</td>
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<td>15:30 - 16:30</td>
<td>EBRD’s Trade Facilitation Programme</td>
<td>Dr Rudolf Putz</td>
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<td>16:30 - 17:00</td>
<td>ICC Austria</td>
<td>Dr Maximilian Burger-Scheidlin and Eleonore Treu</td>
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<td>17:00 - 17:10</td>
<td>Feedback &amp; Recap of the Day</td>
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<td>Wednesday 16 May</td>
<td>09:00 - 10:30</td>
<td>Factoring/supply chain and receivables</td>
<td>Mr Spyros Tsolis, FCI Education Officer</td>
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<td>10:30 - 10:50</td>
<td>Coffee Break</td>
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<td>10:50 - 12:30</td>
<td>Factoring/supply chain and receivables finance</td>
<td>Mr Spyros Tsolis, FCI Education Officer</td>
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<td>12:30 - 13:30</td>
<td>Lunch Break</td>
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<td>13:30 - 14:50</td>
<td>Advanced Trade Finance: Risk Mitigation Structures and Techniques</td>
<td>Ms Kamola Burikhodjaeva, VP, Portfolio Risk Mitigation, Royal Bank of Scotland</td>
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<td>Group Dinner (bus from InterCityHotel Wien at 18:30)</td>
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<td>Thursday</td>
<td>09:00 - 10:30</td>
<td>Compliance</td>
<td>Mr Pekka Dare, International Compliance Training</td>
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<td>17 May</td>
<td>10:30 - 10:50</td>
<td>Coffee Break</td>
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<td>13:30 - 15:30</td>
<td>Sustainable Trade Finance</td>
<td>Dr David Williamson</td>
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<td>Coffee Break</td>
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<td>15:50 - 17:00</td>
<td>Communication skills</td>
<td>Ms Ute Bühler</td>
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<td>Friday</td>
<td>09:00 - 10:30</td>
<td>Key Elements of Effective Leadership and Management (Part 1)</td>
<td>Ms Ute Bühler</td>
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<td>18 May</td>
<td>10:30 - 10:50</td>
<td>Coffee Break</td>
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<td>10:50 - 12:30</td>
<td>Key Elements of Effective Leadership and Management (Part 2)</td>
<td>Ms Ute Bühler</td>
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<td>12:30 - 13:00</td>
<td>Wrap Up, Evaluations and Closing Ceremony</td>
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