

# Foundations of International Trade & Finance

*Increasing business potential for women entrepreneurs!*

## Invitation

With the increased challenges to enter into international markets and liquidity tightening women entrepreneurs are seeing an increased risk profile for undertaking international trade business. International trade & finance operations have historically been a male dominated domain but this trend is changing and the purpose of this workshop it to accelerate this pace of change.

This customized training workshop developed by **ICC Georgia** in partnership with **ICC UAE** and supported by the **Asian Development Bank (ADB)** and **Enterprise Georgia**. The training will be driven by practical cases and examples of best practice for exporting to foreign markets and securing payment for goods shipped.

### Topics to be covered:

- Trends in Global Trade & Finance
- Agreeing the International Contract of Sale & ICC Incoterms 2020
- Payment methods for International Trade
- The role and function of documents in international trade
- Documentary Letters of Credit
- Standby Letters of Credit
- International Guarantees
- Foundations of Supply Chain Finance
- Asian Development Bank Trade and Supply Chain Finance Program
- Trade Finance Case Studies
- Supporting Mechanisms & Export Opportunities for SMEs by Enterprise Georgia

<b>Timing:</b>	Registration & Coffee	09.30
	Commencement	10.00
	Lunch Break	13.00 – 14.00
	Q&A, Conclusion and Certificates	15.30

### The Speakers



**Mr. Vincent O'Brien** is Director of the International Chamber of Commerce, United Arab Emirates and Associate Director of the Institute of International Banking Law & Practice (IIBLP). He has delivered trade finance technical assistance and training in more than 100 countries worldwide. He has been active in trade finance in Georgia for more than 20 years.

Vincent has participated in dispute resolution exercises and has acted as an expert witness in major trade related legal disputes. He is regularly contracted to moderate and act as master of ceremonies at international trade conferences and events.



**Ms. Teona Babunashvili** had gained diverse and valuable experience during almost two decade of work experience in both private and governmental institutions. Now she is Head of State Programs Management Unit at Enterprise Georgia Agency, a legal entity of public law under the Ministry of Economy and Sustainable Development of Georgia. The organization's goal is to improve the entrepreneurial environment, develop the private sector, popularize Georgia's investment climate, and promote exports. In parallel with working at Enterprise Georgia, she is a certified trainer of the International Labor Organization (ILO) in "Start and Develop Your Business training" module that aims at improving the business skills of emerging entrepreneurs. She has M.A. in Business Administration of Management of Ilia State University and graduated Knowledge Co-creation Program (Young leaders) -Small and Medium Enterprises Development and Promotion Course of Japan International Cooperation Agency (JICA).



**Mr. Levan Lortkipanidze** is employed as the junior portfolio manager at Export department, LEPL Enterprise Georgia. His main duties include evaluation and identification of targeted sectors, their need assessment and promotion on international markets, including organization of conferences and exhibitions on target markets. Levan has an experience of working in public sector for more than 2 years, during this period of time he was able to give significant input into promotion of export potential of small and medium enterprises on international markets.

Levan holds Bachelor's degree in Economics from International School of Economics at TSU (ISET) and currently, he is pursuing his Master's degree in Business Administration.