


# Letter of Credit and Trade Finance

## Introduction

The trade finance business in Indonesia has given a lot of opportunities for many businesses such as banks, shipping companies, insurance companies, multi finance companies, manufacturers, trading companies. The need to enhance the quality of trade finance staff is a must in order to compete with competitors and gain trade finance business more.

This training has been designed and tailored made according to the current business needs of trade finance

## Trade Finance

Trade Finance is a training program designed for employees working for trade finance areas both Operation, Sales, Marketing, and Business Development.

**Trainer: Kurnia Hadi, GRCP, GRCA, cRBIA, CPMP**

**WAKTU PELAKSANAAN**

26 - 27 November 2026

09:00 - 17:00 WIB

**TEMPAT PELATIHAN**

Location: Kuretakeso Hotel - Kemang / Best Western Premier - Cawang / The Aryaduta Hotel Semanggi

**Harga**

Group Price: Rp 5.350.000
Full Fare: Rp 5.950.000

**) Harga di atas tidak dikenakan PPN 11%, sudah termasuk makan siang, snack, sertifikat, dan modul.*

By having this trade finance skill, the staff can be enhanced with better skills and knowledge and equipped with the best practices in trade finance related.

## Objective

What expected from participants after training:

1. Understand the current practices and applied trade finance regulation
2. Be able to see opportunities to sell appropriate trade finance services and products to its customers
3. Learn hot issues that have occurred in trade finance business

## Outline

**Day One**

1. 1.09.00 – 10.30 International trade finance, an overview

- Sales Contract/Agreement
- Incoterms 2010

- 10.30 – 10.45 Coffee break
- 10.45 – 12.00 Processing Trade Documents based on UCP 600 and ISBP
- 12.00 – 13.00 Lunch
- 13.00 – 14.00 Charateristic of Transport Documents
- 14.00 – 14.30 Case study
- 14.30 – 14.45 Coffee break
- 14.45 – 16.00 Presentation, examination, settlement/rejection based on UCP 600 & ISBP
- 16.00 – 16.30 Summary and Case Study

**Day Two**

1. 09.00 – 10.00 Letter of Credit (Type and Mechanism)
2. 10.00 – 10.15 Coffee break
3. 10.15 – 12.00 Preparing documents based on UCP 600 and ISBP
4. 12.00 – 13.00 Lunch
5. 13.00 – 15.00 Introduction to SKBDN (Local LC)
6. 14.30 – 14.45 Coffee break
7. 14.45 – 16.00 Case study

## Methods Used

1. Workshop
2. Case Study
3. Group discussion

## Instruktur Pelatihan

### Kurnia Hadi, GRCP, GRCA, cRBIA, CPMP

Kurnia Hadi seorang profesional trainer yang pernah berkarir di 3 bank multinasional yakni, Korea Exchange Bank Danamon, Indonesia Dai-Ichi Kangyo Bank, dan HSBC selama lebih dari 20 tahun. Latar pendidikan beliau manajemen keuangan dari Universitas Indonesia.

Beliau menjadi trainer profesional sejak tahun 2012 dan sejak itu telah memberikan pelatihan kepada lebih dari 100 perusahaan. Bidang keahliannya antara lain retail banking and wealth management, trade & finance, sales & marketing, risk management, compliance, anti money laundering, quality assurance, dan micro banking.

Kurnia Hadi menyandang sertifikat internasional dalam bidang manajemen risiko dan kepatuhan yang dikeluarkan oleh Open Compliance and Ethics Group (OCEG), sebuah lembaga global asal Amerika Serikat yang berfokus pada peningkatan governance, risk management, dan compliance. Beliau sekaligus mendapat lisensi dari OCEG untuk menyelenggarakan pelatihan dan sertifikasi Governance Risk Compliance Professional (GRCP) dan Governance Risk Compliance Auditor (GRCA) di Indonesia.

Di level internasional, beliau pernah menjadi pembicara dalam berbagai konferensi. Salah satunya dalam konferensi internasional “Commodity Trade and Finance World Asia” pada tahun 2012 di Singapura.IMB Niaga, Bank Sahabat Sampoerna, Bank BTPN, Bank UOB Indonesia, BNI Life, Asia Finance, Sun Life Indonesia Services, Trihamas Finance, FIF Group, Maybank Kim Eng Securities, Mandiri Sekuritas, Astrido Pacific Finance, Intensif Multi Finance, PT Pos Indonesia, ndonesia Power, Mitra Energi Prima, Kalbe Internasional, Asahimas Chemical, Loreal Manufacturing Indonesia, KPEI, Telkomsigma, dll.

Kurnia Hadi aktif menulis buku, beberapa bukunya yang telah diterbitkan antara lain: Menjaring Dolar Ala UKM (2016).Handbook: Anti Pencucian Uang dan Pencegahan Pendanaan Terorisme (2017).

Daftar klien yang pernah ditanganinya antara lain Bank Indonesia, Kementerian Keuangan RI, Bank Mandiri, Bank BTN, Bank BRI, Bank BNI, Bank Maybank Indonesia, Bank Woori, Bank C.

## CONTACT US


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