

ONE DAY WORKSHOP
**INTERNATIONAL TRADE FINANCE,
TOOLKIT FOR COMMERCIAL LENDING
AND FRAUD PREVENTION**



15TH OCTOBER



LAHORE



16TH OCTOBER



FAISALABAD

About the Workshop:

Participants will develop a good foundational understanding of Global Trade Finance and how companies settle their cross border commercial activities, what their basic needs are and how they can identify the risks as well as instruments available to mitigate those risks with an oversight into Trade Based Money Laundering and Trade Finance fraud prevention.

Training on commercial lending will equip participants with a thorough understanding of various financing and lending products. It will enhance their ability to make informed decisions in selecting borrowers, aligning with the bank's risk management framework and credit policies. Participants will also gain insights into prudential regulations set forth by the State Bank of Pakistan.

Workshop Modules:

- Dynamics of International Trade
- Trade Finance Methods
- Management of Documentary Credit
- Other Concepts of Trade & Overview of Local & International Regulations
- Trade Finance Fraud Prevention
- Commercial Lending
- Various Financing and Lending Products
- Risk Management Framework
- Financial Requirements
- Non-Fund Based Requirements
- Prudential Regulations

REGISTRATION:

Form Link: thkgroup.biz/registration.php

For More Details:

Email: trainings@thkgroup.biz | Mobile: 0330-9388969

Who Should Attend:

- Banking and finance professionals (relationship managers, credit officers, trade finance specialists)
- Corporate executives (finance, risk, export/import)
- SMEs involved in cross-border trade
- Auditors and internal control experts
- Consultants and advisors in trade finance and risk management

Workshop Investment:

Rs. 36,750/
per participant (N1)

5% Early Bird or
Group Discount (N2)

NOTES:

- N1. • Inclusive of Sales Tax
• Includes Course Material, Lunch and Refreshments
- N2. • Early bird discount upto 08th October 2024
• Group Discount for 3 or more from the same Organization
• Discounts are mutually exclusive

[Deposit Registration Fee Now to secure your seat:](#)

Bank: MCB | IBAN# : PK90 MUCB0084201010006283

Karachi

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D.H.A Phase VII, Karachi-75500 Pakistan.

Lahore

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ABOUT OUR TRAINERS:



SHABNAM MINHAS

A seasoned banker with over 25 years of experience in Corporate and Commercial Service, International Trade, Head TBML and Trade Advisory, Head Country Retail planning and monitoring and Head of TTS Client Operations. She has been associated with ABN Amro, RBS, Faysal, UBL, HBL, Summit Bank and Citi Bank and did various Professional Certifications i.e., Digital Leadership and Strategy from Mckinsey, CDCS (Certified Documentary Credit Specialist) from IFS UK, eBSI E Learning Certification of International Trade, Bonds and Guarantees and Fraud Prevention from eBSI Academy Ireland and Islamic banking. She did Train the Trainer Program by PWC and conducted various trainings on Service Excellence, Winning through Service, Trade Finance, TBML, Branch Banking, General Banking trainings for Trainee Batches and Soft Skills in various banks. She did her MBA from IBA in International Business and Marketing and was awarded Gold Medal. She completed Director's Training Program from PICG and working as an Independent Director in few companies. She is member of Rotary Club of Karachi and Chair Breast Cancer Awareness Program. She is working as a Consultant with Green Peak International.



SYED TAQI SHAH

Syed Taqi Shah carries 48 years of diversified exposure and experience in banking, insurance and corporate sector. He has served Allied Bank Limited for 36 years on various senior positions:

- Country Manger Training T-24. Transformed Entire Bank from Uni Bank to T24. As country Manager imparted Trainings to all Human Capital of Bank. Prepared 23 User Guides for implementation.
- Wing Head Audit of Audit Division.
- Wing Head Purchase of Establishment Division.
- Senior Vice President & Regional head Gujranwala from 2005 to 2008.
- Served As Regional Head Faisalabad.
- Zonal Chief Multan, Sheikhpura and Lahore Zones.

He also served as:

- Faculty Executive in Management Development Center Lahore for Six Years and imparted Trainings as PBC Trainer for other Banks also.
- Former Deputy Head Learning JS Bank.
- General Manager Habib Insurance Limited. General Manager Saudi Pak insurance.
- Head of Employee excellence in National Data Consultants, Certified Partner of Temenos, a Swiss Company. Performed Identification of Skills Gaps of resources and imparted Trainings for 26 Foreign and Local Projects. Key Role was to create Corporate Values and Personality Grooming.

He carries with him immense exposure of insurance industry and international exposure of trainings and transformation.

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