

**Delivery Methods, Payment Methods and Risks
in Foreign Trade**

PURPOSE

The aim is to provide participants with detailed information on the risks they may encounter by addressing the delivery methods and each payment method within the scope of Foreign Trade Transactions in accordance with international practices and rules, and to equip them with operational skills.

WHO CAN PARTICIPATE?

This programme is suitable for specialists and senior staff working in relevant departments of banks.

CONTENT

DELIVERY TERMS IN INTERNATIONAL TRADE (INCOTERMS 2020)

- The purpose of delivery terms
- Obligations of the parties
- Legal delivery points
- Transfer of risk
- Distribution of Costs Between the Parties
- **Introduction to Delivery Terms E, F, C, D Groups EXW**

Ex Works

- **FCA** Free Carrier
- **FAS** Free Alongside Ship
- **FOB** Free on Board
- **CFR** Cost and Freight
- **CIF** () Cost, Insurance, and Freight
- **CPT** Carriage Paid To
- **CIP** Delivered with Freight and Insurance Paid
- **DAP** Delivered at Place
- **DPU** Delivered at Place Unloaded
- **DDP** Delivered Duty Paid

Payment Methods in Foreign Trade and the Risks They Carry

The importance of payment methods for the parties

Factors to consider when selecting a payment method

Advance Payment (Down payment/ Advance payment)

- Definition
- How it works
- Points for the parties to consider and potential risks

Cash Against Goods (Open Account)

- Definition
- Operation

- Points to note and potential risks

Documents Against Payment (Collections/Cash Against Documents)

- Definition and applicable legislation: UCP 522
- Operation
- Matters requiring attention and potential risks

Acceptance Credit

- Definition and applicable legislation: UCP 522
- Operation
- Matters requiring attention by the parties and potential risks

Letter of Credit

- Definition of the Letter of Credit/Applicable Legislation (UCP 600)
- Parties
- Benefits of a Letter of Credit for the importer
- Benefits of a letter of credit for the exporter
- The role of banks in the letter of credit payment system
- Opening of a letter of credit and operational processes
- Information that must be included in the letter of credit text
- Analysis of the Letter of Credit Text within the framework of UCP 600 rules (from the perspective of the importer and exporter)

Types of Letters of Credit

- Irrevocable Letter of Credit
- Unconfirmed Letter of Credit (Unconfirmed L/C)
- Confirmed Letter of Credit (Confirmed L/C)
- **Letters of Credit by Payment Method**
- Payment upon presentation of documents (Sight Payment)
- Acceptance
- Deferred Payment
- Prepaid (Red-Green Clause Letter of Credit)

Financing-Featured Letters of Credit

- Transferable Letter of Credit (Transferable L/C)
- Back-to-Back Letters of Credit

Training Date

Friday, 28 November 2025
Saturday, 29 November 2025

Virtual Classroom Application

MS Teams

Virtual Classroom

Start-End Time

10:00 a.m. - 4:00 p.m.

TRAINER



Nihat Turhan

CURRICULUM VITAE

TURHAN graduated from Anadolu University with a degree in Economics and began his career in the Foreign Operations Department at Halk Bank's Karaköy Branch. He subsequently held managerial and director positions in the Foreign Operations and Regulatory Affairs departments at various private banks, including Arab Turkish Bank, The Chase Manhattan Bank, Ottoman Bank, Bayındır Bank, Anadolu Bank, and GSD Investment Bank. During this period, he taught courses on "Foreign Trade Applications" and "Financing Foreign Trade" in the real sector and in the Master's Programmes at **Istanbul Commerce University** and the Vocational School of Doğuş University.

Turhan, who served as an export mentor in the Istanbul Chamber of Commerce's **"First Step to Export Project"** and the Ministry of Trade's **"First Step to Export Project in 81 Provinces,"** currently teaches "International Trade and Finance" in the Master's Programmes at Bahçeşehir University, while also continuing to provide consultancy services and training in the real sector.

Published Work:

"Guide to International Applications of Foreign Trade and Letter of Credit Transactions"