



# Foreign Trade Techniques



This course is designed to provide comprehensive training on key aspects of international trade, with a focus on Incoterms® rules and international payment methods.

**Level:** Intermediate-Advanced

**Language:** English

## Registration fees

ICC member: 250 EUR

Non-ICC member: 320 EUR

**29-30  
OCTOBER 2025**

to be confirmed soon

09:00-15:00

**REGISTRATION**

## Objective

The main objective is to equip participants with the knowledge and tools needed to independently manage international trade operations, with a special focus on correctly applying Incoterms rules and handling international payment methods from negotiation through to final settlement.

## Target audience

This course is specifically designed for individuals and professionals involved in international trade. It is ideal for exporters and importers within small and medium-sized enterprises (SMEs), as well as managers in marketing, sales, purchasing, and logistics. Additionally, commercial lawyers, trade or business management consultants, as well as professionals from large companies, will benefit from this training. Bankers working in trade finance departments, handling legal and related tasks, will also find the course invaluable for enhancing their expertise in global trade practices.

## Programme

### 29 October 2025

#### >>> Incoterms® 2020 Rules Course

- Introduction to Incoterms® 2020;
- How best to incorporate the Incoterms® rules;
- The history of the Incoterms® rules;
- The main obligations of the seller and the buyer;
- Analysis of each single term;
- Incoterms® 2020 Charts

### 30 October 2025

#### >>> International Payments: Settlement, Risk Mitigation or Financing?

- The Payment Conditions in an International Sale Contract;
- Chèque - Promissory Note - Bill of Exchange
- Payment in Open Account;
- Open account backed by demand guarantee or standby letter of credit;
- Advance payment backed by advance payment guarantee;
- Transport Document: CMR, CIM, AWB, Sea Waybill, Bill of Lading
- The documentary collection (Documentary Collection)
- The Letter of Credit (Documentary Credit)
- Payment Guarantee or Standby letter of credit?
- The types of "guarantee":
- How to correctly structure the text of a "guarantee";
- Analysis of practical cases and exercises;
- Q&A Session.

## Dr. Domenico Del Sorbo



 [Dr. Domenico Del Sorbo](#)

Dr. Domenico Del Sorbo holds a degree in Economics of International Trade and Currency Markets and an MBA in International Business from MIB Trieste School of Management (an ASFOR- and AMBA-accredited program).

He is a specialist in Trade and Export Finance, with deep expertise in international payment systems and risk mitigation tools such as Letters of Credit, Standby Letters of Credit, and Demand Guarantees. More broadly, he is an expert in international business development and internationalization strategies.

Dr. Domenico Del Sorbo, LIBF Qualified Trade Finance Expert, holds the following certifications:

- Qualified Trade Finance Expert – LIBF\*
- Certified UCP 600 Specialist (CUCP-S) 2025 – ICC Academy
- Certified Trade Finance Professional (CTFP) 2021–2027 – ICC Academy
- Certificate for Documentary Credit Specialists (CDCS®) 2019–2025 – LIBF
- Certificate for Specialists in Demand Guarantees (CSDG®) 2020–2026 – LIBF
- Certificate in Supply Chain Finance (CSCF) 2021–2027 – LIBF
- Certificate in Trade Finance Compliance (CTFC) 2024–2028 – LIBF
- Certificate in Principles of Payments (CertPAY) – LIBF
- Certificate in International Trade and Finance (CITF®) – LIBF
- Certificate in International Trade Risk (CITR) 2025–2028 – LIBF
- ICC Academy Incoterms® 2020 Certificate (INCO)
- ICC Certificates of Achievement in Incoterms® 2020 / UCP 600 / URC 522 / URDG 758 / ISBP / ISP98
- ICC Certificate of Achievement in Incoterms® Online Training
- IMB NVOCC Bill of Lading Certificate – ICC Academy
- The London Institute of Banking & Finance (LIBF) is now part of Walbrook.