

Weekly Outline:

This course is broken into 7 weeks of training. Each week covers specific topics listed below:

WEEK 1: Introduction to the Intermediary

Lesson 1:

10 Top Mistakes

Rules of the trade

Things you need to know

Incoterms 2010

ISP 98

UCP600

URC522

Lesson 2:

Videos 1-5 the Deal

Players of the Deal

Scenario Deal

The Intermediary Shall Not Trade In

Terms and acronyms you will and will not use

WEEK 2: Steps to the Closing of a Deal

Lesson 3:

17 Videos On "The Mechanics of the deal"

Start to Closing - PDF

Lesson 4:

How the Deal and the DLC Works - PDF

Terms & Acronyms Lg. List

Request for Quote

Commodity Trade (a-TEST)

WEEK 3:

Lesson 5:

Understanding how the Pre Shipping Inspections Works – PDF

Understanding the Documentary Letter of Credit

Letter of Credit Terms

Stand By Letter of Credit

Letter of Credit

WEEK 4:

Lesson 6:

Understanding the Timescale-

Study of Pre Shipping in Offer/Quote-

Offer from supplier to PI-

Step Back Letter-

Request of PSI on RFQ Offer-

Offer from PI to End Buyer through Intermediary-

WEEK 5:

Lesson 7:

8-Commodity (b-TEST)

Incoterms 2010 Vs Incoterms 2000

Under UCC Rules

Title and Risk of Loss under UCC Rules

UCC Work Book

Week 6: Sample FOB Deal Documents

Lesson 8:

1-Enquiry Letter from Sourcing Intermediary-

2-RFQ from PI to Supplier-

3-Email to intermediary/seller-

4- Offer from Supplier to PI-

5-Offer/Quote from PI to End Buyer-

6-Offer accepted from end buyer-

7-Sample Sales Contract from Supplier

8-Sales Contracted to End Buyer from PI

The Mechanics of the Deal PDF

Week 7: Commission Agreements Explained

Lesson 9

Traders hand book "Did You Know"

NCND Explained

IPG Agreement Part #1

IPG SBLC Confirmation Slip Part #2

In-House DLC Use

In- House SBLC Use

<http://www.tradercommodityb2b.com/tutorial.html>