

Registration and Payment

To register, please contact our local coordinating partners, The Institute of Bankers Pakistan (IBP). Contact details are provided on the following page.

The cost of the "FIT" training and certification program is EUR995. With IFC Support and through the Emerging Markets Grant Scheme (EMGS), qualifying participants will only pay EUR295.

The cost of the program includes course materials, Joint Certification from The Institute of Bankers Pakistan and eSBI, ICC UCP600 certification (Mentor/Upskill 600), online lectures, assessments, and exclusive access to the IFC-eBSI Global Trade Finance Campus.

Payment Details for Bank Transfer

Account Holder: GTI Learning.Com
IBAN: IE89 BOFI 901490 74466655
SWIFT: BOFIE2D
Account Number: 74466655
Branch Code: 901490
Address: Bank of Ireland Lower Baggot Street, Dublin 2, Ireland.

Emerging Markets Grant Scheme

To apply for the IFC FIT Initiative under the EMGS, please fill out the form below and contact IBP (contact details are provided on the following page).

Fields marked * are required.

I Confirm that I am a Pakistani National
(Please tick above to apply for Emerging Markets Grant Support.)

Name*: _____
Telephone: _____
Mobile: _____
Email*: _____
Company Name: _____

Contact Us

You can contact us for further information at:
Electronic Business School International
Enterprise House, Kiltimagh, Co. Mayo, Ireland
T: +353 9493 81444/74910 F: +353 9493 81444
W: www.ifcfitinitiative.net
E: pakistan@ifcfitinitiative.net

Coordinator in Pakistan

You can also contact our local coordinating partner in Pakistan for further information or to enroll.
The Institute of Bankers Pakistan
Moulvi Tamizuddin Khan Road
Karachi, Pakistan
T: +92 21 35621339/35224275
URL: www.ibp.org.pk
E: training@ibp.org.pk

What our graduates say

It gives me great pleasure to successfully complete the FIT program. I am extremely indebted to the entire team of eBSI for their constant support / guidance / help to make this possible for me. I would also like to extend my special gratitude to Mr. Vincent O'Brien for giving me this opportunity to be a FIT through your esteemed institution. His encouragement guidance only allowed me to achieve this milestone.



Sohail Hussain, VP/Trade Ops Head,
Dubai Islamic Bank – Pakistan- FIT Graduate 2007



I have completed the FIT course and am thankful to all of you, for your kind support and guidance and I must admit that this was a very useful course which provided me with the opportunity to learn and get clarity on concepts of many trade terminologies which were really new for me and of course despite being a Trade practitioner, I was not familiar with all those techniques and terms prior to this course.

Aziz Balouch, Arif Habib Bank. Karachi, Pakistan
FIT Graduate 2007



IFC 'FIT' INITIATIVE

Finance of International Trade (FIT)

Trade Finance
Training &
Certification by



Coordinating Partners in Pakistan



Certified Trade Finance Program

The FIT Initiative has been established to provide beneficiary countries with :

- Structured Training in best practice in International Trade Finance
- Access to International Network of Trade Finance Professionals
- ICC Certification (Mentor or Upskill 600)
- Certification from The Institute of Bankers Pakistan
- An ongoing infrastructure for professional development, networking and global trade facilitation.

These objectives have led to the launch of the IFC 'FIT' Initiative in Pakistan

Course Composition

The Finance of International Trade (FIT) is comprised of the following Learning Units:

- *Methods of Payment*
- *Bills of Exchange*
- *Documentary Collections*
- *Documentary Credits*
- *Import Documentary Credits*
- *Bonds & Guarantees*
- *Forfaiting*
- *Factoring*
- *Invoice Discounting*
- *Structured Trade Finance*
- *Export Credit Agencies*
- *Complex Transactions*
- *Warehouse Financing*
- *IFC Global Trade Facilitation Program*
- *UCP 600 (Mentor or Upskill 600)*

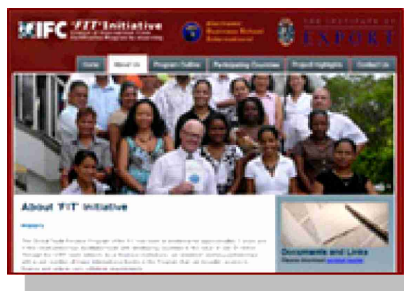
- You will receive over 50 hours of interactive content as well as live online lectures with global trade finance experts.

- You will gain exclusive **lifetime** access to the 'IFC-eBSI Global Trade Finance Campus'.

- The innovative double certification in Core Trade Finance Skills by way of the ICC issued certificate and from the Institute of Bankers Pakistan positions you to propel your career in International Trade and Finance!

FIT Initiative Structure

- FIT participants undertake the study of the Finance of International Trade over a period of 3 months leading to a Certificate from The Institute of Bankers Pakistan.
- FIT participants are provided access to interactive material with over 50 hours of interactive training
- FIT participants take part in high-level and engaging online sessions, where the eBSI Learning Guides are present on specific trade Finance topics.
- During the program, participants will undergo a number of continuous assessments from their tutors in the form of Open exercises, which must be completed by the student and returned to the assigned tutor for correction and feedback.
- FIT Participants will also undertake online training in UCP 600 (Mentor or Upskill 600).
- Successful participants will achieve formal certification from ICC Paris.
- FIT participants gain exclusive membership to the 'IFC-eBSI Global Trade Finance Campus' for scheduled online lectures, mentored discussions, and Global Trade Finance network building activities.



Electronic Business School International



The eBSI is a leading International Trade and Finance Training organisation specialising in the delivery of eLearning programs in these important areas.

eBSI has partnered with IFC to deliver the FIT Program in IFC's Priority Countries with IFC support and through its own Emerging Markets Grant Scheme (EMGS).

International Finance Corporation



The Global Trade Finance Program of the IFC has been in existence for approximately

3 years and in this short period has facilitated trade with developing countries to the value of over \$1 billion. Through the GTFP bank network, local financial institutions can establish working partnerships with a vast number of major international banks in the Program that can broaden access to finance and reduce cash collateral requirements.

The GTFP has developed a network of international trade banks and is gaining momentum with an expansive network of Issuing Banks in more than 20 countries and a global web of confirming banks in over 60 countries participating in the program.

Full information on the GTFP can be found at <http://www.ifc.org/gtffp>

The Institute of Bankers Pakistan



The IBP is Pakistan's only recognized Institute dedicated to providing technical training services for the banking industry in the country. The Institute's mission is to train and develop a sound human resource base for the financial sector and to work for continuous learning and professional development of bankers.

Established in 1951 with the technical support and partnership of the Institute of Bankers (UK), IBP is a not-for-profit entity incorporated under the Companies Ordinance 1984. At the time of inception, the IBP was formed with the sole purpose of administering the banking diploma program, earlier known as the DAIBP program, which has now been revised and renamed to the IBP Superior Qualification (ISQ) certification. Overtime, IBP's scope of activities have significantly broadened and apart from offering and conducting the ISQ certification, the IBP also provides other services such as Training, Assessment Services, Research and Publications and Academic Support to Universities.

The Institute caters to the needs of the industry professionals and its members as well as prospective entrants of the banking industry. IBP also has a vast local touch point with participants, as the Institute delivers programs in nearly all big and small cities of Pakistan regularly. Regionally, IBP has served the markets in Central Asia and Middle East.