I. INTRODUCTION/DECISION CRITERIA
   • Decision Making and Payment Methods
   • Risk to International Trade Payment
   • Traditional Payment Methods

II. LETTERS OF CREDIT AS METHOD OF PAYMENT
   • Parties to the Letter of Credit
   • Payments under Letters of Credit
   • Costs and Benefits
   • Types of Letters of Credit

III. REVIEW OF L/C PROCEDURE AS EXPORTER AND AS IMPORTER
   • Quotation
   • Instructions for the Letters of Credit
   • Checklist for Letters of Credit
   • Document Preparation and Presentation
   • Discrepancies

IV. LOOK AT VARIOUS TYPES OF L/C’s
   • Revocable or Irrevocable
   • Confirmed and Unconfirmed
   • Restricted Letter of Credit

V. SPECIAL TYPES OF LETTERS OF CREDIT
   • Variations You Will See
   • Revolving - Standby - Transferable
   • Red Clause, Green Clause
   • Time Drafts and Bankers Acceptances

VI. UNIFORM CUSTOMS AND PRACTICE FOR DOCUMENTARY CREDITS -- RULES OF THE ARTICLES AND NOTE ON EACH ARTICLE
   • International Standard Banking Practices (ISBP)
   • Commentary on the UCC of the United States
   NOTE: Discussion on UCP 600

VII. TRANSACTION REVIEW - EXPORT
   • Amendment to the Letter of Credit
   • Checklists
   • Documents Checklist (Commercial Invoice, Bill of Lading, Packing List, Insurance, etc...)
   • Letter of Transmittal to Bank

VIII. TRANSACTION REVIEW - IMPORT
   • Parties Agree to Letter of Credit as Payment Method
   • Buyer Applies for Letter of Credit
   • Seller Receives and Accepts the Credit
   • Nominated Bank Review Documents
   • Issuing Bank Exchanges Documents for Payment
   • Importer Picks up Goods

IX. CASE STUDY ON AN EXPORT LETTER OF CREDIT

X. NON-TRADITIONAL PAYMENT METHODS