

EFFECTIVE EDUCATION FOR BUSINESS GROWTH

Learn From the Leaders



EFFECTIVE EDUCATION FOR BUSINESS GROWTH

MEMBERS ONLY

▶▶ THE "CAREER PATH" OF FCI ACADEMY

A cohesive, three stage learning programme which strengthens your capacity at all levels, including operations, risk management & legal framework. All you need to know to become a Skilled Practitioner and Expert Factoring Professional!

LEVEL 1st CAREER PATH

FOUNDATION COURSE ON FACTORING

Syllabus:

- An overview of factoring
- FCI
- Seller selection and onboarding
- Managing the seller

Available in Chinese,
English and Spanish

📅 EUR 275.-

📅 4 times a year in January,
April, July, October

LEVEL 2nd CAREER PATH

INTERMEDIATE COURSE ON FACTORING

Syllabus:

- Principles of the two-factor system
- Operating rules and basic legal rules of the two-factor system
- Best business practices in operations
- Use of edifactoring

📅 EUR 275.-

📅 January and July

LEVEL 3rd CAREER PATH

ADVANCED COURSE ON FACTORING

Syllabus:

- Seller selection and control
- Buyer risk control
- Dispute prevention and handling
- FCI legal framework
- Purchase order management
- Invoice verification

📅 EUR 400.-

📅 January and July

The London Institute
of Banking & Finance

Accredited Learning
Programme

Learn more: <https://fci.nl/en/fci-academy-career-path>



Read more information about FCI Academy
» <https://fci.nl/en/academy>

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ENTRY LEVEL

▶▶ INTRODUCTION TO FACTORING & RECEIVABLES FINANCE

Basics on factoring and receivables finance in 9 modules

An e-learning course for beginners to the Receivables Finance Industry written & developed by industry professionals with in-depth knowledge and experience.

The course is comprised of nine modules and practical cases:

1 **Can you crack the factoring nut?**
Discover the basics here

2 **Do we all benefit?**
Find out about the advantages

3 **Who factors?**
Get a grip on those who get the benefits

4 **How does it work?**
Follow the steps

5 **Discover the products**

6 **Who wins?**
A comparison with other trade finance products

7 **Who started the evolution?**
Discover the timeline here

8 **Can factoring cross the border?**
International factoring

9 **A risky business?**
Learn how to manage the risks

€ 100 - Non Member

Available on demand



FOUNDATION LEVEL

▶▶ FUNDAMENTALS ON DOMESTIC & INTERNATIONAL FACTORING COURSE

Get a more detailed knowledge on Factoring & Receivables Finance with the industry's most popular course!

Course Modules:

Factoring Worldwide and FCI

Selection & Onboarding of the Seller

An Overview of Factoring

Processes & Management of the Seller

Available in 4 languages!

English, French, Spanish and Chinese

Learn more: <https://fci.nl/en/education/courses-open-to-all>

€ 375 - Non Member

Available on demand



Read more information about FCI Academy
» <https://fci.nl/en/academy>

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▶▶ THE FCI CERTIFICATES PROGRAMME

Aiming at enriching knowledge in specialised subjects and developing the skills of factoring professionals, we have introduced a series of Certificate Programmes, focusing on particular areas in factoring & receivables finance.



CERTIFICATE OF SALES & MARKETING IN RECEIVABLES FINANCE

Enhance the selling and marketing skills with a detailed focus on promoting Factoring & Receivables Finance. Understand its unique features, to support your company's market expansion.

€ 625 - Member
€ 850 - Non Member

January & July



CERTIFICATE OF LEGAL ASPECTS IN RECEIVABLES FINANCE

Learn the necessary legal knowledge on the FCI Two-Factor System with a special focus on the General Rules for International Factoring (GRIF), our industry's standard reference for cross-border factoring transactions.

€ 425 - Member
€ 575 - Non Member

January & July



CERTIFICATE OF RISK MANAGEMENT IN RECEIVABLES FINANCE

Get a clear understanding of all risks involved in Factoring & Receivables Finance. Develop the skills to manage and mitigate risks for a sustainable business growth. A programme for an effective career plan in credit & risk departments.

€ 725 - Member
€ 975 - Non Member

January & July

Learn more: <https://fci.nl/en/fci-academy-certificates>



Read more information about FCI Academy
» <https://fci.nl/en/academy>

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►► SPECIALIZED ONLINE COURSES

Short online courses for focused training on specific topics!



PRE-SALES AND SELLER ON-BOARDING IN FACTORING COURSE

"Make sustainable sales"

€ 175 - Member
€ 250 - Non Member

Available on demand



SELLING AND MARKETING FACTORING COURSE

"Become a sales expert"

€ 175 - Member
€ 250 - Non Member

Available on demand



LEGAL COURSE

"Play by the rules"

€ 150 - Member
€ 200 - Non Member

January & July



SELLER SELECTION AND CONTROL COURSE

"Identify and manage seller risks"

€ 150 - Member
€ 200 - Non Member

Available on demand



BUYER RISK CONTROL COURSE

"Assess successfully your buyer's portfolio"

€ 150 - Member
€ 200 - Non Member

Available on demand



DISPUTE PREVENTION AND HANDLING COURSE

"Understand and manage disputes effectively".

€ 150 - Member
€ 200 - Non Member

Available on demand

Learn more: <https://fci.nl/en/online-specialised-courses>



Read more information about FCI Academy
» <https://fci.nl/en/academy>

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▶▶ **SUPPLY CHAIN FINANCE & REVERSE FACTORING COURSE**

This Supply Chain Finance (SCF) course has been developed to provide you with an understanding of global trade, physical, financial, information supply chains and identifying their financial consequences.

Additionally, this course will help you build the best SCF strategy and decide on the most suitable SCF solutions to be offered to your clients, including those that incorporate the Purchase Order Management Service and FCIreverse tools provided by FCI.

 € 345 - Member
€ 395 - Non Member

 Available on demand

MODULES

The course is comprised of six modules and practical cases:



**UNDERSTANDING
THE SUPPLY CHAIN**



**GLOBAL TRADE AND THE
INCREASED ROLE OF OPEN
ACCOUNT SOLUTIONS**



**A BRIEFING ON
PAYABLES FINANCE AND
ITS VARIATIONS**



**REVERSE FACTORING –
THE BUYER (ANCHOR)**



**ESTABLISHING A
REVERSE FACTORING
PROGRAMME**



**FCI AND REVERSE
FACTORING**

Learn more: <https://fci.nl/en/fci-academy-SCF-reversefactoring>



Read more information about FCI Academy
» <https://fci.nl/en/academy>

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▶▶ FCI SEMINARS & WORKSHOPS

A source of knowledge. FCI Academy organises regular seminars & workshops on all factoring subject matters. These events take place around the world and are characterised by their high attendance and the strong interaction between participants.



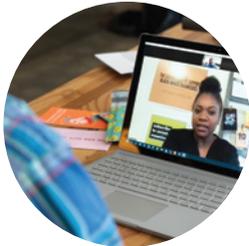
Highly experienced Industry professionals are sharing best practises, whereas business simulation exercises performed in small groups further enhance the learning process.

The main topics of Seminars & Workshops, among others, include:
Getting Started in Factoring • Marketing and Business Development
• Risk Management • Operational Workshop • Legal Aspects

Learn more: <https://fci.nl/en/fci-academy-seminars-workshops>

▶▶ FCI WEBINARS

Learn without leaving your office. FCI Academy offers this modern, on-line and highly effective education tool since 2017. Every year, FCI Webinars are attended by thousands of industry professionals to train themselves on specific & related topics in Factoring & Receivables Finance.



Our wide list of webinar topics, amongst others, include:
FCI Essentials • Risk Management • Operations • FCIreverse & Supply Chain
• Blockchain & Fintechs • Legal developments in the factoring industry

FCI Academy webinars also address important issues that affect the factoring and receivables finance industry, being a valuable point of knowledge and information for the finance & trade community.

Learn more: <https://fci.nl/en/education/Webinars>

▶▶ THE FCI ACADEMY MENTORING PROGRAMME



This programme aims to match experienced volunteer members (the mentors) with new and inexperienced members (the mentees) for the specific purpose of providing support, guidance, giving practical and helpful tips and passing know-how to the mentees.

It is a process that, along with FCI Academy's online & onsite offerings, helps new members gain proficiency in specific fields of interest.

Learn more: <https://fci.nl/en/education/Mentoring-programme>



Read more information about FCI Academy
» <https://fci.nl/en/academy>



FCI Academy

Learn from the Global Leaders of Receivables Finance

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▶▶ TAILOR-MADE TRAINING PROGRAMMES

Set up a successful factoring business

FCI Academy offers to new FCI members special assistance to train their teams on the basic concepts of factoring & receivables finance as well as providing guidance in the process of setting up their "Two-Factor business" and facilitating new member's integration into FCI.

ON-SITE TAILOR-MADE TRAINING

A two or three-day programme on factoring and receivables finance related topics at the member's premises. It is a highly effective learning method as FCI members can train a large number of employees, from various departments at a minimum cost.

ON-LINE TAILOR-MADE TRAINING

Stand-alone or multiple, 90-120 min., on-line sessions on specific topics, ideal for small, specialized groups within Factoring units such as sales & business development, credit & risk management, operations, legal, etc.

Learn more: <https://fci.nl/en/education/tailor-made-training>



Facilitating Open Account – Receivables Finance

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