

TAILOR-MADE TRAINING PROGRAMMES

Meeting the specific training needs of FCI members & industry

TAILOR-MADE TRAINING PROGRAMMES

OVERVIEW & OBJECTIVES:

Customised Training to Strengthen Your Business Model

FCI's Tailor-made Training Programmes are designed around your organisation's specific needs, offering practical solutions that align with your unique business model and strategy. Institutions can shape the programme's focus based on the needs of their business—from topics such as factoring fundamentals, sales strategies, risk management or the FCI Two-Factor system, to mention a few—ensuring impactful, relevant, and immediately applicable training for their staff.

TRAINING METHODOLOGY:

Our training methodology incorporates a variety of instructional techniques designed to maximise learning and engagement. These include:



Presentations: Structured presentations to provide comprehensive theoretical knowledge.



Case Studies: Real-world case studies to illustrate practical applications and best practices.



Business Simulation: Hands-on practical exercises simulating the use of FCI's Two-Factor system

We promote an interactive learning environment, encouraging continuous engagement throughout the sessions. Participants have the opportunity to ask questions and receive clarifications during dedicated Q&A sessions.

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

Ms. Lika Dzeladze
Head of Trade Finance
Liberty Bank Georgia JSC



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

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PROGRAMME TOPICS:

Institutions can select relevant topics from the below list to include in their Tailored training programme:

- Factoring products and characteristics
- Global trends and challenges
- Reverse Factoring
- Sales & lead generation
- Seller selection & assessment
- Buyer control and credit risk
- Disputes detection & management
- Fraud Prevention
- FCI On-boarding and Operational & Legal Frameworks
(Edifactoring 2.0, General Rules for International & Reverse Factoring)
- Credit Insurance in Factoring
- Additional topics are available - please enquire to find out more.

TRUSTED TAILOR-MADE TRAINING:

Proven Success Across Leading Institutes



"On the one hand, the tailor-made training session was very informative for our colleagues from Risk, Business Development and Lending departments, on the other hand it was a great chance for us to discuss potential cases personally with highly skilled professionals and get updated of the technological developments taking place in FCI."

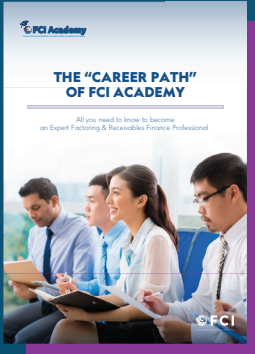
Ms. Anzhela Barseghyan
Deputy CEO, Director of Trade Finance
& Correspondent Relationship Department | ArmSwissBank CJSC (Armenia)



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ENHANCE YOUR LEARNING JOURNEY

Courses to Complement Your Tailor-Made Training Programme



FCI Career Path Programme

Embark on a fully comprehensive and flexible learning journey to build expertise in factoring and receivables finance, from start to finish, through structured career progression.



Supply Chain Finance & Reverse Factoring Course

Gain in-depth knowledge of supply chain finance, with a focus on reverse factoring, cash flow optimisation, and its role in strengthening business operations.



Certificate Programmes

Achieve globally recognised certification in Sales & Marketing, Risk Management or Legal Aspects within Factoring, enhancing professional credibility and career prospects.



Facilitating Open Account – Receivables Finance

FCI Office, Keizersgracht 559
1017 DR Amsterdam, The Netherlands
T: +31 20 6270306
fci@fci.nl | www.fci.nl