

Specification of Competency Standards
for the Banking Industry
Unit of Competency

Functional Area - 1. General Enterprise Banking Service Delivery
 (Key Function – 1.5 Delivery of Trade Finance Related Services)

Title	Provide trade protection / marine cargo insurance services
Code	109183L4
Range	Provision of trade protection / marine cargo insurance services related to trade financing. This applies to different types of insurances for exporters / sellers, such as trade credit insurance, marine cargo insurance, etc.
Level	4
Credit	3 (For Reference Only)
Competency	<p>Performance Requirements</p> <p>1. Knowledge in the Subject Area</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Possess knowledge on the theories and concepts related to trade finance in order to provide suitable suggestion to clients; • Possess basic knowledge in trade finance in order to carry out the job which meets work requirements and client's expectations; • Understand the features of export insurance products offered by the bank in order to recommend products that provide the best protection to clients. <p>2. Applications</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Identify the specific needs of exporter clients in order to provide tailored solutions; • Provide export advice in the area of insurance coverage to ensure adequate protection is acquired at a cost-effective way; • Collect information on business cargo such as the size, value and itinerary in order to provide suitable insurance services; • Get agreement with the clients on the terms and conditions of the insurance based on the clients' business requirements and the risk exposure (e.g. coverage, pricing). <p>3. Professional Behaviour and Attitude</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Introduce digital trade service channels of the bank and educate clients to use them for their convenience; • Comply with regulatory requirements, professional ethics and internal guidelines of the bank during the course of trade finance services delivery; • Build effective relationship with clients to cultivate customer loyalty.
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> • Provision of export insurance services to clients by identifying the most appropriate terms and conditions according to the situations and risks of clients.
Remark	