

Specification of Competency Standards
for the Banking Industry
Unit of Competency

Functional Area - 2. General Enterprise Banking Operations and Support
(Key Function – 2.6 Trade Finance Transactions Processing)

Title	Process open account trade services to clients
Code	109225L4
Range	Processing of different kinds of open trade services. This applies to different segments of enterprise banking clients.
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"> • Demonstrate proficient knowledge in trade finance in order to meet the work requirements and expectations; • Understand the political, economic and commercial risks, as well as cultural influences and apply the knowledge to reduce their impacts on the bank's trade business. <p>2. Applications</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Help exporter customers to seek export working capital financing to ensure that they have access to financing for both the production for export and for any credit while waiting to be paid; • Mitigate the risk of non-payment associated with open account trade by using trade finance techniques such as export credit insurance and factoring; • Make judgment to ensure the importer will accept shipment and pay at agreed time and that the importing country is commercially and politically secure; • Offer open account terms with the use of trade finance techniques including export loan, government guaranteed export finance programs, export credit insurance, export factoring and revolving line of credit where appropriate. <p>3. Professional Behaviour and Attitude</p> <p>Be able to:</p> <ul style="list-style-type: none"> • Make effort to ensure the work done are coherent and supportive to the bank's strategic plan and guidelines while meeting clients' business needs.
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> • Provision of the most suitable kinds of open trade services by identifying the needs of clients; • Execution of different kinds of risk mitigation measures in order to protect the bank's interest in the deal.
Remark	