

GPN SEMINARS of 2021

GPN will offer a series of seminars on **International Trade** and **Business Negotiation** in October and November of 2021. Following are the details of **“Round 1,”** the first lecture in this series.

“Round 1” Training Seminar in Brief

The first round of training will be given on the subject of **“International Trade Settlement.”** We will cover methods of payment determining how obligations are fulfilled by both buyers and sellers. In relation to monetary values, the transaction taking place is referred to as the *settlement*. The method of payment also determines – directly or indirectly – the role **banks** have in the settlement.

Seminar profile:

- **Field:** International Trade
- **Subject:** International Trade Settlement
- **Case in point:** China
- **Training form:** Live lecture
- **Lecturer / trainer:** Dr. Jules H. DANARSON, who is the CEO of GPN and Associate Professor at Guangxi University of Finance and Economics in P.R. China.
- **Language used in training:** English
- **Venue:** Online, using Zoom --- ID will be provided to those who have done their registrations.

Expected Outcome

The “Round 1” seminar will be delivered in four sessions, and is designed to help its participants:

- understand the fundamental methods of international settlement;
- acquire the basic skills of international settlement and its practice in the unique business environment of China.
- clarify the preferences of payment of Chinese suppliers, empowering participants to do business with Chinese traders.
- learn the necessary background information for negotiation with Chinese suppliers in terms of financial transaction (the focus of seminar **Round 2**).

Training Arrangement

DATE	TIME	CONTENTS
Oct. 9, 2021	1:00-3:00 pm GMT	Opening session: An overview of international settlement.
Oct. 16, 2021	1:00-3:00 pm GMT	Remittance (bank transfer) <ul style="list-style-type: none">• Conceptual Framework (theories)• Banking procedure (financial transaction in practice)• Business application learning from real life situations to avoid costly errors (<i>Case in Point: doing business with China</i>)
		Letter of Credits (L/C)

Oct. 23, 2021	1:00-3:00 pm GMT	<ul style="list-style-type: none"> • Conceptual Framework (theories) • Banking procedure (financial transaction in practice) • Business application learning from real life situations to avoid costly errors (<i>Case in Point: doing business with China</i>)
Oct. 30, 2021	1:00-3:00 pm GMT	<p>Collection (documentary collection)</p> <ul style="list-style-type: none"> • Conceptual Framework (theories) • Banking procedure (financial transaction in practice) • Business application learning from real life situations to avoid costly errors (<i>Case in Point: doing business with China</i>) <p>Closing remarks: Giving tips on doing business with Chinese suppliers in terms of settlement, and connecting the Round 1 subjects to those which will be covered in the upcoming Round 2, the seminar on “International Business Negotiation”</p>

Major Takeaway

In books and papers published by Chinese researchers, *remittance*, *collection* and *letters of credits* have been pinpointed as the terms used to refer to major methods of international trade settlement. Yet, in literature published by international scholars, other payment mechanisms are used. This seminar will shed light on the choices of terms and methods in the academic and professional senses. It also gives instruction on how to do business with Chinese traders in a safe and beneficial way.

Certificate of Completion

Having completed the two rounds of seminars and paid for the required fees, a certificate of completion will be awarded with the title **“International Trade and Business Negotiation.”** To earn the certificate a participant attends both rounds of seminars, which are (1) **International Trade: Cross-border Payments of Chinese Suppliers** and (2) **International Business Negotiation: A Foolproof Deal with Chinese Suppliers**. If the participant only attends one of the two rounds, the certificate being awarded will carry the name of the seminar being attended and paid for.

Please, note that **“Round 1”** of the seminars taking place in October is only for **“International Trade.”** Details for the second round, **“International Business Negotiation”** will be posted here later, the second round will be held in November 2021.

Fees for Training and Certificate

[1] Seminars	[2] Training Fee	[3] Certificate Fee	[4] Fees for Both <i>Round 1 & Round 2 certificates</i>
Round 1	\$40	\$20	\$90
Round 2	\$40	\$20	

Please Note: Participants who register for round 1 will only need to pay half price for the training and certificate fees, [2] and [3], above for Round 2. Participants who register for both rounds need only pay a total of \$90 (instead of \$120).

Payment can be made in U.S. Dollars, RMB (Chinese currency) or Ariary / FMG (Malagasy currency). The rate of exchange will be communicated upon registration, when the fees for training and certificates will be collected.

How to Pay for your Training and Certificate

Full instruction on how to pay the fees will be given when you contact our offices using the contact information below:

■ **Madagascar:**

info.mada@gpn.services

+ 261 (0)32 85 021 79 (in Malagasy, English or French)

■ **Outside of Madagascar:**

info@gpn.services

+ 86 130 3610 1322 (in English) / + 86 0726 1550 (Chinese)

Key to Successful Completion of the Training

(1) Logistical Requirements

- a. personal computer or laptop with camera, headset, and microphone
- b. broadband internet connection of no less than 1 Mb/s
- c. Enter and leave Zoom platform on time for each training session

(2) Educational Requirements

- a. at least a *low intermediate* level of English language
- b. a business-related background (preferable, but not a must)
- c. Complete the training activities assigned by GPN during the training period.

NOW, GET IN TOUCH WITH US TO SIGN UP FOR THE SEMINAR



GPN Headquarters - Wuhan Jiang Xia Cang Long Dao, Heng Ji Industrial Park,
Building 2, Apartment 802, Wuhan, Hubei 430074 P.R. China

Phone: +86(0)27-87219719 | **Mobile:** 86-181 0726 1550 | **Email:** info.@gpn.services | **Website:** www.gpn.services