

***Certified Global Business Professional (CGBP)
Training Resource Evaluation***

Analysis Conducted by NASBITE International



Introduction

This document contains a summary of a formal analysis that has been undertaken by NABITE International to determine the quality of this resource as it relates to the Certified Global Business Professional (CGBP) Practice Delineation. The CGBP Practice Delineation is a document that articulates the trade skills certified through the attainment of the NASBITE Certified Global Business Professional credential. It is comprised of four domains of skills – as follows:

Domain 1: Global Business Management

Domain 2: Global Marketing

Domain 3: Supply Chain Management

Domain 4: Trade Finance

The skills certified within each of these domains consist of tasks and supporting knowledge statements. This analysis is a formal evaluation of a CGBP Training Resource (named below) which is intended be useful for those who have an interest in acquiring this knowledge to help them pass the NASBITE CGBP Exam.

CGBP Training Resource Evaluated

MindEdge CGBP Exam Prep Course: Trade Finance

Rubric-based Assessment

In the assessment that follows, this training resource compared against every task and knowledge statement within the CGBP Practice Delineation using an evaluation rubric that distinguishes between the following categories of adequacy:

No Applicable Content	There is no content in the resource that would be helpful for someone wanting to attain this knowledge
Inadequate Resource	There is content in the resource that would be helpful for someone wanting to attain this knowledge, but that content is superficial or inadequate. So the information provided would not adequately prepare someone for the depth of questioning on this topic that can be expected on the CGBP exam.
Good Resource	There is content in the resource that would be helpful for someone wanting to attain this knowledge. The content is good and covers some of the important aspects of the knowledge statement. However, this resource could be improved in this area and it may be not be indepth enough to prepare someone for all possible types of questions on this topic that might arise on the CGBP exam.
Excellent Resource	There is content in the resource that would be helpful for someone wanting to attain this knowledge. The content is excellent and covers all relevant aspects of the topic. It should be adequate to prepare someone for all possible types of related questions that might arise on the CGBP exam.

Qualitative Assessment

Additionally, a qualitative statement supporting the adequacy of the resource is also available at the end of this document. The qualitative comments give the reviewer of this training resource an opportunity to offer additional comments that may not be obvious to someone who relies on the rubric assessment alone. For example, if a resource contains particularly good visual elements, case studies, or highly interactive activities, these positive elements may not be evident from the rubric assessment alone. On the other hand, a resource may cover all relevant aspects of the topic, but at the same time, it might also contain extraneous material making it more difficult to use efficiently. Again, this might not be evident in the rubric assessment alone, so the qualitative assessment section offered at the end of the review gives the reviewer an opportunity to elaborate as needed.

Rubric Assessment - Domain 4: Trade Finance

Evaluate financial risks and methods, select and implement most favorable methods of payment to support global activities and ensure that all related costs are included at the time of quotation. Evaluate quantity and source of finance necessary to implement global activities

Task 04/01: Assess political and economic risks and cultural issues of the target country to establish the financial costs and viability.

Knowledge Statement	No Applicable Content	Inadequate Resource	Good Resource	Excellent Resource
04/01/01: political and economic risks causing late and/or non-payment from overseas markets (e.g., cancellation/failure to grant U.S. export license, civil unrest, foreign currency delays/shortage)			✓	
04/01/02: cultural issues of buyer's country which may impact payment methods, money transmission methods, language used, credit control procedures, level of governmental control, corruption issues, and sources of finance			✓	
04/01/03: resources for determining risk (e.g., U.S. government organizations, websites, Moody's, Standard and Poor's, Euromoney, credit bureaus such as Graydon America and Coface)			✓	

Task 04/02: After evaluating foreign currency exchange risk, select, implement, and manage risk mitigation techniques to protect the company against fluctuation of foreign exchange.

Knowledge Statement	No Applicable Content	Inadequate Resource	Good Resource	Excellent Resource
04/02/01: foreign exchange risk mitigation techniques and required documentation (e.g., hedging tools, currency option contracts, transfer pricing)			✓	

Task 04/03: Research and analyze credit history and payment capacity of the potential buyers/partners to assess the commercial risk of the buyer and maintain credit management and control procedures and documentation.

Knowledge Statement	No Applicable Content	Inadequate Resource	Good Resource	Excellent Resource
04/03/01: sources of credit reports (e.g., credit bureau, D&B, Hoovers, US Department of Commerce - International Company Profile)			✓	
04/03/02: costs, usage and value of credit reports			✓	
04/03/03: commercial risks of late and/or non-payment from overseas buyer			✓	
04/03/04: methods of payment (e.g., letters of credit, documentary collections, cash in advance, sight draft)			✓	
04/03/05: mitigating techniques (e.g., credit risk insurance from Overseas Private Investment Corporation (OPIC) and U.S. Export-Import (Ex-Im) Bank)			✓	

Task 04/04: Establish the most appropriate methods and terms of payment and required documentation to ensure timely payment for the sale of goods and/or services and to facilitate external financing.

Knowledge Statement	No Applicable Content	Inadequate Resource	Good Resource	Excellent Resource
04/04/01: methods and costs of payment (e.g., letters of credit, documentary collections, cash in advance, time draft, banker's acceptance)			✓	
04/04/02: commercial, economic, and political risks of buyer and buyer's country			✓	
04/04/03: international regulations published by the International Chamber of Commerce (Paris) governing international transactions and methods of payment (e.g., Incoterms, UCP, arbitration, Uniform Rules for Collection)			✓	
04/04/04: methods of funds remittance (e.g., checks, banker's draft, SWIFT transfer)			✓	
04/04/05: types of letters of credit (e.g., confirmed/unconfirmed, irrevocable, transferable, standby, with a time draft)			✓	
04/04/06: types of payment (e.g., sight, deferred, acceptance)			✓	
04/04/07: documentation requirements (e.g., commercial invoices, transport documents and documents relating to services, inspection certificate)			✓	
04/04/08: related financial and legal costs (e.g., bank charges, insurance premiums, legal fees)			✓	
04/04/09: communication of letters of credit, collections, and associated documents electronically via the Internet (e.g., eUCP, SWIFT)			✓	

Task 04/05: Select appropriate methods, terms, and currency of payment to agents, sales representatives, distributors, suppliers, and international joint ventures.

Knowledge Statement	No Applicable Content	Inadequate Resource	Good Resource	Excellent Resource
04/05/01: terms and conditions of purchase or sale (e.g., countertrade, consignment, payment terms)			✓	
04/05/02: resources (e.g., banks, U.S. government agencies, International Chamber of Commerce)			✓	

Task 04/06: Develop a financial plan to establish whether internal/external international trade financing is required.

Knowledge Statement	No Applicable Content	Inadequate Resource	Good Resource	Excellent Resource
04/06/01: resources (e.g., Ex-Im Bank, SBA, private banks, non-bank private sector lenders)			✓	

Task 04/07: Identify options for short-term (up to 180 days) pre- and/or post-shipment finance for the seller to ensure lowest cost financing at acceptable levels of risk.

Knowledge Statement	No Applicable Content	Inadequate Resource	Good Resource	Excellent Resource
04/07/01: forms and functions of short-term financing (e.g., credit insurance, government supported finance, discounting, time draft letter of credit, Export Working Capital Program)			✓	

Task 04/08: Identify options for medium- and long-term finance for the overseas buyer (internal/external) to allow buyer extended terms while providing cash payment to seller without recourse.

Knowledge Statement	No Applicable Content	Inadequate Resource	Good Resource	Excellent Resource
04/08/01: forms of medium- and long-term financing (e.g., government supported finance, finance provided by banks and financial institutions, lease financing)			✓	

Overall Qualitative Assessment

This qualitative statement (below) speaks to the overall adequacy of this training resource. These additional comments summarize important aspects of the training resource that may not be obvious to someone who relies on the rubric assessment alone.

This online course is a great primer for the Trade Finance portion of the CGBP Exam. MindEdge has aligned each aspect of the Trade Finance course with the Trade Finance domain within the CGBP Practice Delineation and they have given good coverage to all topics.

Although this is one of the more challenging topics on the CGBP exam, this course covers all aspects of the topic quite well in a manner that will be accessible to most learners.

The course navigation is simple and laid out in a manner that easy to follow.

The course contains lots of tables, supporting graphics and videos which add interest and aid in understanding.

The sections of the course also have embedded questions and quizzes throughout which will help the learner test his/her knowledge as they progress through the course.



CGBP Training Resource Evaluation Conducted by:

Assessment Component	Name and Signature of Reviewer	No Conflict of Interest** (Signature)	Date
Domain 1: Global Business Management	NOT REVIEWED		
Domain 2: Global Marketing	NOT REVIEWED		
Domain 3: Supply Chain Management	NOT REVIEWED		
Domain 4: Trade Finance	Leroy Lowe, CGBP	Leroy Lowe, CGBP	Feb 13, 2021
Overall Qualitative Assessment	Leroy Lowe, CGBP	Leroy Lowe, CGBP	Feb 13, 2021

****Conflict of Interest Disclosure** – Signatures inserted above under “No Conflict of Interest” certify the reviewer has no affiliations with, or involvement in, any organization or entity with a direct financial interest (such as honoraria; grants, employment, consultancies, stock ownership, or other equity interest); or non-financial interest (such as personal or professional relationships, affiliations) in this training resource. It also certifies that the reviewer has no similar financial or non-financial stake in any organization or entity that offers CGBP training materials or resources that would be in competition with this training resource.