

Provider:

**The London Institute of Banking & Finance (LIBF  
– now part of Walbrook)**

- ✓ Diploma for Qualified Trade Finance Expert (QTFE)
- ✓ Certificate for Documentary Credit Specialists (CDCS®)
- ✓ Certificate for Specialist in Demand Guarantees (CSDG®)
- ✓ Certificate in Supply Chain Finance (CSCF)
- ✓ Certificate in Trade Finance Compliance (CTFC)

Provider:

**ICC Academy**

- ✓ Certified Documentary Credits Expert (CDCE)
- ✓ Certified UCP 600 Specialist (CUCP-S)
- ✓ Certified Trade Finance Professional (CTFP)

Provider:

**Coastline Solutions/ICC**

*Certificates of Achievement on:*

- ✓ Collections
- ✓ URDG Master
- ✓ Mentor 600
- ✓ ISP Master
- ✓ DC Master
- ✓ Trade-Based  
Financial Crime
- ✓ ISBP Online

For a complete list of certifications, visit the website:  
[studiodelsorbo.it/en/certifications/](http://studiodelsorbo.it/en/certifications/)



**Dr. Domenico Del Sorbo**  
LIBF Qualified Trade Finance Expert  
YOUR INTERNATIONAL PAYMENTS EXPERT



☎ Mobile: 335.344066  
Tel.: 081 8535365  
Fax: 06.23319336

📍 Via G. Cesare, 229  
80070 Bacoli (Na)

✉ [info@studiodelsorbo.it](mailto:info@studiodelsorbo.it)

🌐 [studiodelsorbo.it/en/](http://studiodelsorbo.it/en/)



Studio Del Sorbo offers specialist training courses in Trade Finance, Export Finance and International Payments, designed to respond effectively to the needs of banks, exporting companies and professionals in the sector. Courses can be tailored to the specific needs of the client and combine advanced theory with practical tools, ensuring effective, business-oriented learning.

#### Main target audience:

- ✔ Banks and financial institutions involved in international transactions
- ✔ Export office staff and commercial operators
- ✔ Public bodies, industrial associations and Chambers of Commerce
- ✔ Export managers and sales managers of exporting companies
- ✔ Young graduates and students interested in building practical skills

#### Objectives and results:

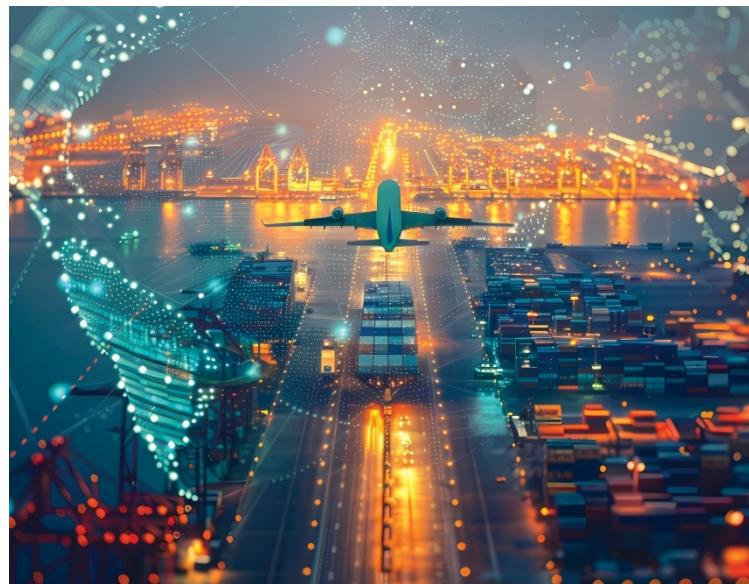
- ✔ Acquisition of practical and immediately applicable skills
- ✔ Improvement of performance on global markets
- ✔ Optimisation of international operational processes
- ✔ Mitigation of risks in international transactions

Studio Del Sorbo offers consulting services in the following areas: Export Management, Trade Finance, Incoterms®, International Payments, Documentary Collections, Letters of Credit, Demand Guarantees and Standby Letters of Credit.

Consultancy can be provided on a case-by-case basis or through a subscription.

#### Main areas:

- ✔ Incoterms®
- ✔ Collections
- ✔ Letters of Credit
- ✔ Demand Guarantees and Standby Letters of Credit
- ✔ Credit Insurance
- ✔ Export Financing
- ✔ SACE/SACE BT Insurance Products



#### Zero Discrepancy Objective

Studio Del Sorbo offers an innovative operational assistance service for Letters of Credit, designed to eliminate discrepancies, reduce banking costs and guarantee timely payments.

#### What we offer:

- ✔ Analysis and review of the LC, with any requests for changes
- ✔ Analysis of documents produced by third parties (transport documents, Eur1, ATR, insurance certificates, inspection certificates, etc.)
- ✔ Support in managing disputes with the bank over discrepancies or regulations
- ✔ Production and verification of beneficiary documents (invoices, packing lists, certificates, etc.)
- ✔ Submission of documents to the bank on behalf of the beneficiary

#### Advantages for the company:

- ✔ Elimination of discrepancy fees and reduction of bank fees
- ✔ Reduction of DSO and optimisation of treasury
- ✔ Efficient management of internal resources
- ✔ Secure and timely payments
- ✔ Improvement of commercial relations

#### Extension of the service:

Preparation of documents for the enforcement of Demand Guarantees and Standby Letters of Credit.