




Workshop for Women Entrepreneurs: How to Best Engage in International Trade

Date 21 April 2023
Venue Sofitel Legend Metropole Hanoi 15 Ngo Quyen Street, Hanoi
Dress Code Business Attire

EVENT SCHEDULE					
Friday, 21 April 2023 [08:00 AM - 12:00 PM]					
Session	Time		Activity / Topic	Speaker	Duration
	08:00	08:30	Registration and Welcome Coffee		
1	08:30	08:45	Welcome Remarks	Chu Hong Minh, ADB	15 mins
2	08:45	09:15	Challenges for SMEs in International Trade Q&A (10 min)	Nguyen Thi Thu Trang, Vietnam Chamber of Commerce and Industry (VCCI)	30 mins
3	09:15	10:30	International Trade and Finance <ul style="list-style-type: none"> ○ Trends in Global Trade & Finance ○ Agreeing the International Contract of Sale & ICC Incoterms 2020 ○ Payment methods for International Trade ○ The role and function of documents in international trade ○ Documentary Letters of Credit ○ Standby Letters of Credit ○ International Guarantees Q&A (10 min)	Vincent O'Brien, ICC	75 mins
	10:30	11:00	Coffee Break		
4	11:00	11:20	Trade Finance Case Studies <ul style="list-style-type: none"> ○ Applying for Documentary Credit ○ Examining of Documents Presented Q&A (5 min)	Vincent O'Brien, ICC	20 mins
5	11:20	11:50	Sharing of Experiences and Lessons Learned of Women Entrepreneurs on International Trade	Nguyen Thi Vinh, Tien Thanh Handicraft Wares Production Import Export Co., Ltd Bui Tu Ngoc, Hanoli Joint Stock Company Tran Huyen Trang, Entaid International Corporation JSC	30 mins
6	11:50	12:00	Closing Remarks	Mai Thi Dieu Huyen, Vietnam Women	10 mins

			Entrepreneur Council (VWEC)
	12:00	-	Lunch and Networking at Hotel Restaurant, Sofitel Metropole

ON-SITE CONTACTS	
Technical Contents of the Workshop	<ul style="list-style-type: none"> • Roberto Leva Relationship Manager, ADB TSCFP rleva@adb.org, WhatsApp: +63999 999 2484 • April Ann Cruz Relationship Associate, ADB TSCFP aacruz.consultant@adb.org; WhatsApp: +63917-7100-418
Logistics & Admin	<ul style="list-style-type: none"> • Jules Guiang jguiang.consultant@adb.org, WhatsApp: +63917 546 9472