



## Essentials of International Trade

An understanding of international trade is fundamental to many sales and procurement professionals. This means getting to grips with a new language of terms and acronyms and understanding the export / import process with its attendant rules, costs and risks in order to be able to put in place legally valid contracts which provide an appropriate level of protection for buyers and sellers. This seminar has been designed to help buyers and sellers manage the risks inherent in international trade.

### The programme

This two-day course is presented in plain English, which makes the export jargon accessible. A number of practical everyday examples will be used to help you understand the international trade principles.

- Steps in the export process
- Incoterms
- Cargo Insurance
- Export Controls
- Export Documentation
- Temporary exports and processing reliefs
- Methods of Payment
- Transportation Issues
- The exporter and the internet

### Who should attend?

- Buyers and procurement personnel involved in import contracts.
- Material controllers and others who operate the contracts placed
- Logistics and Transportation personnel
- Sales and Marketing personnel involved in overseas markets
- Finance managers and personnel with responsibility for international billings and for Intrastat returns
- Commercial Managers and personnel

### Benefits of Attending

- Understand the basic legal principles underlying international trade
- Avoid exposing your organization to unintended and potentially costly risks
- Deal more confidently with suppliers from overseas
- Ensure that your organisation gets the protection it needs.
- Learn how to exercise control of the supply chain
- Identify areas of cost that can be controlled or eliminated