



Procurement & Supply Chain Operations

International Trade Compliance and Customs Regulations

Course Introduction

This training program is designed to help participants understand the importance of International Trade Compliance Strategies, and identify the types and components of international contracts, plus enhancing participants' ability to apply the steps of building an integrated international contract while enabling them to understand the most prominent negotiation and dispute resolution strategies in international contracts and introducing them to the most prominent rules for documenting them and evaluating their efficiency in a way that has a positive effect on protecting international trade operations

Target Audience

1. Trade Compliance Manager
2. Customs Compliance Specialist
3. Import/Export Manager
4. Supply Chain Manager
5. Logistics Manager
6. Freight Forwarding Specialist
7. Customs Broker
8. Regulatory Affairs Specialist
9. Procurement Manager
10. Risk and Compliance Officer

Learning Objectives

- ✓ Understand the importance of Compliance in International Trade.
- ✓ Identify international trade regulations and frameworks.

- ✓ Identify Key International Trade Documents.
- ✓ Understand the types of International Contracts and its laws.
- ✓ Understand how to develop a robust contracting strategy.
- ✓ Identify contract managers' skills and Responsibilities.
- ✓ Master Evaluating contract and its risks.
- ✓ Understand Import and Export Regulations.
- ✓ Identify how to deal with suppliers.
- ✓ Understand and apply international Trade Compliance Strategies.

Training Program Methodology

The training program is implemented by combining the participants' academic knowledge and practical practice (30% theoretical / 70% practical activities). This program focuses on exercises, case studies, individual and group presentations, and Role-playing, among other advanced training techniques. A detailed report is submitted to each participant and the training department in your organization on the results of the participant's performance and the return on training.

Course Outline

• Day 01

Introduction to International Trade and Compliance:

- ✓ Overview of International Trade.
- ✓ Importance of Compliance in International Trade.
- ✓ International Trade Regulations and Frameworks.
- ✓ Key International Trade Documents (e.g., Bill of Lading, Invoice, Packing List).
- ✓ Trade Barriers and Tariffs.

- ✓ Trade Agreements and Their Impact.

- ✓ Case studies.

- **Day 02**

International Contracts and Legal Framework:

- ✓ Basics of International Contracts.

- ✓ Contracting processes.

- ✓ International contract and management.

- ✓ Elements of a Valid Contract.

- ✓ Contract Negotiation and Drafting.

- ✓ International Contract Laws.

- ✓ Compliance in Contractual Obligations.

- ✓ Contract managers' skills and Responsibilities.

- ✓ Case studies

- **Day 03**

Developing a robust contracting strategy:

- ✓ How to develop a robust contracting strategy?

- ✓ How to develop an effective specification and scope of work documents?

- ✓ Effective stakeholder engagement.

- ✓ Evaluation of contract and its risk.

- ✓ Contract Dispute Resolution.

- ✓ Case Studies: Contract Successes and Failures.

- ✓ Workshop: Drafting a Simple International Contract.

- **Day 04**

Import and Export Regulations:

- ✓ Import and Export Licensing.

- ✓ Import Duties and Taxes.
- ✓ Export Controls and Restrictions.
- ✓ Customs Documentation and Procedures.
- ✓ Case Study: Handling Import/Export Compliance Challenges.

How to deal with suppliers?

- ✓ What are the types of commercial relationships?
- ✓ How to develop an effective commercial relationships?
- ✓ Your guide to manage difficult relationships.
- ✓ Key negotiation skills required for better dealing with suppliers.
- ✓ Persuading and influencing skills to work with stakeholders.
- ✓ Your guide to use incentives.
- ✓ How to deal with contractor claims and requests for variations?
- ✓ Specifications to prevent false claims.
- ✓ Practical application.

• Day 05

International Trade Compliance in Practice:

- ✓ Compliance in Supply Chain Management.
- ✓ Incidents, Penalties, and Enforcement Actions.
- ✓ Developing a Compliance Manual.
- ✓ Developing KPI systems to measure and improve contractor performance.
- ✓ Final Group Projects.

International Trade Compliance Strategies:

- ✓ Building a Compliance Program.

- ✓ Trade Sanctions and Embargoes.
- ✓ Compliance in Trade Finance.
- ✓ Risk Assessment.
- ✓ Risk Management in International Trade.
- ✓ Due Diligence in International Transactions.
- ✓ •Case Study: Implementing a Compliance Program.
- ✓ Export Control Classification and Licensing.
- ✓ Trade Compliance Audits.
- ✓ Compliance Training and Employee Awareness.
- ✓ Case studies.
- ✓ Practical Application.

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 23, 2025	June 27, 2025	5 days	4950.00 \$	Turkey - Antalya
Sept. 15, 2025	Sept. 19, 2025	5 days	4250.00 \$	UAE - Dubai
Dec. 15, 2025	Dec. 19, 2025	5 days	4250.00 \$	UAE - Dubai