



*Training Course:
International Contracting*

*17 - 21 March 2025
Milan (Italy)*

Training Course: International Contracting

Training Course code: PC4053 From: 17 - 21 March 2025 Venue: Milan (Italy) - Training Course Fees: 5250 € Euro

Introduction

In international transactions, the parties may have different values and customs; they have to adhere to different sets of governmental regulations and are subject to separate and distinct laws under disparate legal systems. So, to take a very basic example, the Terms and Conditions which are applied locally may not be enforceable internationally. Thus a new approach and an "international outlook" is required to be incorporated into the company ethos to take account of these important factors.

In addition to tendering and contractual issues which can arise in domestic transactions, the parties must also learn to deal with all manner of subjects in the international context, such as logistics, export and import regulations, differing technical standards, foreign tax issues, payment, and foreign currency exchange. This fast paced seminar is an introduction to the area of Global Sourcing and International Contracting, designed to alert you to the many issues which are involved when one has to work in the international arena. Those who know how to deal with these issues have added a rich, exciting, and challenging aspect to their career as well as reduced operating costs for their organizations.

The highlights of the course are as follows:

- International Sourcing Methods
- Selecting the Appropriate Contract Clauses
- Developing Delivered Prices for International Transactions
- Locating International Suppliers and Contractors
- Methods of Providing Currency Protection
- International Labour Rates

Objectives

Upon completion of this seminar, participants will know:

- Challenges presented by foreign currency exchange rates
- How to draft and develop International Contracts to protect your Organization's interests and reduce risk
- International Labour Rates
- The global sourcing process and methods of finding international suppliers
- How to select items and services for global sourcing
- How to avoid the most common problems in changing suppliers
- Different approaches to global sourcing and the benefits and disadvantages of each

Training Methodology

Participants will increase competencies through a variety of instructional methods including lectures from an experienced practitioner and consultant, hands on practical exercises, seminar work, team work, checklists, and

group discussions covering current practices and their relationship to the implementation of new concepts. A supportive comprehensive course manual enabling practical application and reinforcement is provided.

Attendees are encouraged to bring real problem examples with them, for discussion on a confidential basis, and to share their experience of particular issues in their company or industry.

Organisational Impact

The organization will benefit by:

- Reduced total cost of purchased material, equipment, and services
- Better outcomes in international transactions
- Greater productivity resulting from quality goods arriving on time
- Improved supplier performance
- Competitive advantage by getting the best values in the world

Personal Impact

Attendees will gain by participation in this program as a result of:

- Increased skill sets in International Contracting and Global sourcing
- Broadening of knowledge base as a result of international dealings
- A greater sense of confidence and professionalism
- Greater ability to obtain desired outcomes in global sourcing initiatives
- Increased recognition by the organization due to improved performance

SEMINAR OUTLINE

DAY 1

Why Global Sourcing?

- Why Organizations Outsource
- Reasons For Going Global
- Using Global Sourcing To Penetrate Existing Markets
- The Global Sourcing Process
- International Labor Rates,
- Process For Selecting Items Or Services for Global Sourcing

DAY 2

Global Sourcing Approaches

- Sales Offices Of Global Suppliers
- In Country Based 3rd Parties
- Overseas Sourcing Agents,
- International Purchasing Offices,
- Going Direct
- Identifying Potential Suppliers,
- The Preliminary Interest Request.
- Qualifying Potential Suppliers
- International Tenders
- Dealing With Other Cultures

DAY 3

Developing The Landed Price

- International Pricing Issues
- Currency Issues
- Import Duties
- Transportation
- INCOTERMS
- Brokers & Forwarders
- Payment Terms And Methods Of Payment

DAY 4

International Terms & Conditions

- Convention On Contracts For The International Sale Of Goods CISG
- Sources For Standard Terms And Conditions
- The Critical Integration Clause
- Liquidated Damages/Penalties
- Bonds And Bank Guarantees
- Changes Clauses
- Conflict Of Laws And Choice Of Law Clauses
- Suspension And Termination
- Acceptance Clauses
- Contract Clauses That Assist In Prevention Of Fraud & Corruption

DAY 5

Negotiations, Resolution of Disputes, And Completion

- Negotiations Internationally
- International Contract Administration
- Prior To Shipment Checklist
- Export Checklist



- Shipping And Import Checklist
- Warranty Issues
- Dispute Resolution Clauses

Registration form on the Training Course: International Contracting

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

Delegate Information

Full Name (Mr / Ms / Dr / Eng):
 Position:
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 Official E-Mail:

Company Information

Company Name:
 Address:
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Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng):
 Position:
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 Personal E-Mail:
 Official E-Mail:

Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
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