



*Training Course:
International Trade & Shipping*

*24 - 28 November 2025
Milan (Italy)*

Training Course: International Trade & Shipping

Training Course code: PC4094 From: 24 - 28 November 2025 Venue: Milan (Italy) - Training Course Fees: 5500 € Euro

Introduction

Today's organization deals with ever-increasing levels of complexity when trading globally. Sourcing suppliers, managing quality, cost and delivery through the supply chain requires managers to continually sharpen and update their skills in order to effectively provide the measurable best value for their organization. In this program you will study:

- Key principles and tools for global supplier sourcing
- Vendor auditing and compliance
- Shipping options, Insurance, and Incoterms
- Developing cost-efficient supply chain logistics

Course Objectives

- Develop cost-effective international vendor sourcing strategies
- Develop an awareness of shipping options and cost structures
- Construct effective global supply chain management strategies
- Develop appropriate risk mitigation and marine insurance strategies
- Ensure vendor compliance with international standards & CSR
- Take away specific action plans to further develop their role and organizational benefit

Training methodology

A blend of delivery styles to ensure that all delegate learning patterns are catered for; oral, visual & kinesthetic. Program content will follow a format of the introduction of a topic, discussion of the topic to aid theoretical understanding and place the topic within the wider process context. Real-world client examples will be utilized throughout, which will be combined with practical exercises for each topic, leading to delegates having applied theory, discussion, and practice to the whole international trade and shipping process throughout the program.

Course Summary

This program covers the essential skills required by both managers and technical specialists to develop effective

international trade and cost-effective shipping strategies. The program begins by exploring the challenges organizations face when trading globally and further develops to equip delegates with the requisite skills to effectively identify and manage risk within the supply chain, understand cost drivers within the shipping and to develop strategies and processes covering compliance and financials which drive the best value in line with their organizational market space.

Course Outlines

DAY 1 - International Trade - Challenges and Opportunities

- International trade - aligning strategy to organizational goals
- Overview of geographic opportunities by industry sector
- Common challenges faced by organizations trading internationally
- Vendor sourcing strategies
- Cross-cultural communication
- Foreign currency strategies FX
- Managing global supply chains

DAY 2 - Practical applications - Vendor Sourcing & Management

- Constructing effective specifications and vendor positioning statements
- Managing quality, cost, and delivery
- Incoterms
- Additional value creation from sourcing
- Geographic risk analysis - macro and micro levels
- Compliance with global industry standards
- Managing Corporate Social responsibility. CSR
- Vendor auditing strategies and toolkit
- Service level agreements SLA
- International contractual and legal best practice

DAY 3 - Practical applications - Shipping & Logistics Management

- Overview of shipping cost drivers

- Shipping options and impacts - consolidation, part container
- Creating cost-effective & risk-mitigating shipping strategies
- Marine insurance:
 - Establishing organizational cover levels
 - Premium cost drivers and premium reduction strategies
- Use of emerging technologies - tracking, monitoring, security

DAY 4 - Practical applications - Customs/Port of Entry

- The role of customs
- Calculating import duty tariffs
- Establishing correct import duty tariffs
- Customs systems and process
- Use of bonded warehouse
- Duty deferment options
- Use of freight forwarding agents

DAY 5 - Practical applications - Finance & Documentation

- Establishing the organizational trade cycle
- Impacts of the trade cycle upon cash flows
- Advanced financial strategies for international trade
- International supply chain document roadmap
- Global best practice
- Delegate action planning

Registration form on the Training Course: International Trade & Shipping

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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:
Telephone / Mobile:
Personal E-Mail:
Official E-Mail:

Company Information

Company Name:
Address:
City / Country:

Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng):
Position:
Telephone / Mobile:
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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