



*Conference:  
International Trade & Shipping*

*14 - 18 September 2026  
Trabzon (Turkey)*

## Conference: International Trade & Shipping

Conference code: CO8149 From: 14 - 18 September 2026 Venue: Trabzon (Turkey) - Conference Fees: 6300 € Euro

### Introduction

Global trade presents increasing complexities, demanding expertise in sourcing, quality, cost, and delivery management. This program enhances your skills in global supplier sourcing, vendor auditing, and compliance. Explore shipping options, insurance, and Incoterms to optimize operations. Learn to develop cost-efficient supply chain logistics. Gain the tools to deliver measurable value to your organization.

### 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

### Target Audience:

- Procurement and supply chain managers involved in international sourcing and vendor management
- Purchasing officers and category managers responsible for global supplier selection and contracting
- Logistics, shipping, and freight management professionals
- Import/export managers and customs clearance specialists
- Operations managers overseeing international trade activities
- Compliance officers and professionals managing CSR and supplier standards
- Finance professionals involved in trade finance, cost control, and cash flow management
- Vendor development and quality assurance professionals responsible for supplier performance
- Business development and strategy professionals engaged in global expansion and sourcing decisions
- Professionals working in manufacturing, trading, oil & gas, and other industries engaged in international supply chains

### 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 Conference: International Trade & Shipping

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