



*Conference:  
International Contracting*

*27 September - 1 October 2026  
Istanbul (Turkey)  
DoubleTree by Hilton Istanbul Esentepe*

## Conference: International Contracting

Conference code: CO8196 From: 27 September - 1 October 2026 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe Conference Fees: 6300 € Euro

### Introduction

This seminar provides an introduction to the complexities of international transactions, highlighting the challenges of working across different legal systems, regulations, and customs. Participants will explore global sourcing methods, contract clauses, and the development of delivered prices for international deals. The seminar also covers selecting international suppliers, currency protection strategies, and understanding international labor rates. Attendees will gain insights to navigate these challenges, enhancing their careers and reducing organizational costs in the global market.

### Objectives

- 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

### Target Audience

- Contract managers and commercial managers involved in international projects
- Procurement and purchasing professionals handling global sourcing activities
- Supply chain and logistics managers working with international suppliers
- Legal and contract administration staff dealing with cross-border agreements
- Finance and commercial analysts involved in pricing, costing, and currency risk
- Project managers and project engineers managing international contracts
- Import/export officers and international trade specialists
- Business development and sourcing managers expanding into global markets
- Consultants and advisors in procurement, contracts, and international trade
- Any professionals involved in negotiating, drafting, or managing international agreements

### Outlines

Day 1: Why Global Sourcing?

- Why do 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: Developing The Landed Price

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

#### Day 3: 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 4: Negotiations, Resolution of Disputes, And Completion

- Negotiations Internationally
- International Contract Administration
- Before Shipment Checklist
- Export Checklist
- Shipping And Import Checklist
- Warranty Issues
- Dispute Resolution Clauses

#### Day 5: 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 the Prevention Of Fraud & Corruption

## Registration form on the Conference: International Contracting

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