



*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

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, teamwork, 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.

Organizational Impact

- The 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

- Increased skill sets in International Contracting and Global sourcing
- Broadening of a 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

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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