



*Training Course:
International Trade & Shipping*

*7 - 11 February 2027
Doha (Qatar)*

Training Course: International Trade & Shipping

Training Course code: PC4094 From: 7 - 11 February 2027 Venue: Doha (Qatar) - Training Course Fees: 4725 € Euro

Introduction

Global trade is becoming increasingly complex, requiring organizations to manage suppliers, quality, costs, and delivery across international supply chains. This program equips managers with practical knowledge and tools to source vendors effectively, optimize shipping and logistics, ensure compliance, and develop cost-efficient supply chain strategies.

Course Objectives

By the end of this course, participants will be able to:

- Develop cost-effective international vendor sourcing strategies.
- Understand and apply shipping options and cost structures.
- Construct efficient global supply chain management strategies.
- Implement risk mitigation and marine insurance strategies.
- Ensure vendor compliance with international standards and corporate social responsibility.
- Create actionable plans to enhance organizational benefit from international trade activities.

Target Audience

- Procurement and sourcing managers
- Supply chain and logistics professionals
- Contract and purchasing officers
- International trade coordinators
- Managers responsible for vendor compliance, shipping, and distribution

Course Outlines 5 Days

Day 1 - International Trade: Challenges and Opportunities

- Aligning international trade strategy with organizational goals
- Overview of global opportunities by industry sector
- Common challenges in international trade
- Vendor sourcing strategies
- Cross-cultural communication
- Foreign currency FX strategies
- Managing global supply chains

Day 2 - Vendor Sourcing & Management

- Developing effective specifications and vendor positioning statements
- Managing quality, cost, and delivery
- Understanding and applying Incoterms
- Enhancing value through sourcing
- Geographic risk analysis macro and micro levels
- Ensuring compliance with global standards and CSR
- Vendor auditing strategies and tools
- Service level agreements SLAs
- International contractual and legal best practices

Day 3 - Shipping & Logistics Management

- Shipping cost drivers and impacts of consolidation/part-container shipping
- Creating cost-efficient, risk-mitigating shipping strategies
- Marine insurance: cover levels, premium costs, and reduction strategies
- Using emerging technologies for tracking, monitoring, and security

Day 4 - Customs and Port of Entry

- Role of customs in international trade
- Calculating and establishing import duty tariffs
- Customs systems and processes
- Bonded warehouse utilization
- Duty deferment options
- Use of freight forwarding agents

Day 5 - Finance & Documentation

- Organizational trade cycle and its impact on cash flow
- Advanced financial strategies for international trade
- International supply chain document roadmap
- Global best practices
- Action planning for applying learnings within participants' organizations

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

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