informatech



PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | COURSE

Understanding Rules of Origin, Free Trade Agreements & Export Preference

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Course content

Why Attend

Course Introduction

International trade enables organizations to broaden their operations and access goods and services that are not available locally, leading to competitive pricing and potentially lower costs for consumers.

Since no country can produce everything it needs or possesses all the necessary natural resources for sustained economic growth, globalization of the world economy is inevitable.

As a result, businesses are expanding their markets beyond their national borders.

This Understanding Rules of Origin, Free Trade Agreements & Export Preference training course is designed to deepen participants' understanding of international trade principles.

It covers essential topics such as free trade agreements, international trade transactions, modes of transportation, Incoterms, and rules of origin.

Participants will gain valuable insights into the dynamics of global trade and the strategies for navigating international markets effectively.

This training course will feature:

- Principles of International trading
- Free Trade Agreements
- Rules of Origin
- International trade transaction
- Incoterms

Course Methodology

This training course will utilise a variety of proven adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented.

This includes and lectures leveraging years of hands-on trading, procurement experience across industries and many countries across the world.



Course content

Course Methodology

The trainer will use real-world challenges and solutions, exercises and case studies and an extensive course manual.

Who should Attend?

The participants from the companies that are competing on international scale would like to expand and grow will be benefiting from the contents of this course.

The participants should have intermediate/advance level of knowledge of procurement and international trading.

This training course is suitable to a wide range of professionals but will greatly benefit:

- Chief Procurement Officers
- Chief Sales Officers
- Chief Operating Officers
- Procurement Managers
- Sales Managers
- Supply Chain Professionals
- All of those who need an understanding of international trading concepts that can deliver lasting value for their business

Course Objectives

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

- Understand the interactions between the importer and exporter
- Determine the vendor selection criteria
- Analyze the payment transactions between parties to international sales contract
- Understand the features of FTAs
- Identify rules of origin



Course content

Course Objectives

• Understand Strategic Reasons to Export

Course outline

Day One: Principles of International Trade

• Introduction to International Trade

• Interactions between an Exporter and Importer

• Reasons for Importation

• Requirements for a Successful Import Business

• Requirements for a successful Export Business

• Selection of Products and Suppliers

Day Two: Freight and Customs Formalities in International Trading

• Modes of Transportation

• Total Ocean Freight

• Incoterms 2020 & Insurance Cover

• Shipping Documents

• Packing, Inspection and Markings

• Entry Process of Goods

Day Three: The Required Criteria to Determine the National Source of a Product

• The Definition and Examples of Rules of Origin

• Classification of Rules of origin

• Technical Information on Rules of Origin



Course content

Course outline

- Why do we need rules of origin?
- Identify and Apply Rules of Origin
- Check whether your goods meet the rules of origin

Day Four: Eliminating the Trade Barriers

- What are the trade barriers?
- Introduction to Free Trade Agreements
- Reasons for Importation
- Why don't all Exporters benefit from FTA?
- Why Export & Export Preference Criteria
- Product Considerations

Day Five: Transactions and Dispute Settlement in International Trade

- Payment Mechanism in International Transaction
- Quotas
- Dumping
- Subsidies
- Antidumping and Countervailing Duties
- Dispute Settlement in International Trade



Seminar dates

Available seminar dates

Live dates and pricing for Understanding Rules of Origin, Free Trade Agreements & Export Preference generated from the course details page.

Date	Location	Format	Fee
9 - 13 November 2026	Amsterdam - Netherlands	Classroom	**€3,400.-**
14 - 18 December 2026	London - U.K	Classroom	**€3,360.-**
18 - 22 January 2027	Istanbul - Turkey	Classroom	**€2,280.-**
15 - 19 February 2027	Cape Town - South Africa	Classroom	**€3,400.-**
15 - 19 March 2027	Barcelona - Spain	Classroom	**€3,080.-**
19 - 23 April 2027	Rome - Italy	Classroom	**€3,400.-**
17 - 21 May 2027	Munich - Germany	Classroom	**€3,400.-**
21 - 25 June 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
19 - 23 July 2027	Geneva - Switzerland	Classroom	**€4,200.-**
16 - 20 August 2027	Istanbul - Turkey	Classroom	**€2,280.-**
20 - 24 September 2027	Vienna - Austria	Classroom	**€3,400.-**
18 - 22 October 2027	Barcelona - Spain	Classroom	**€3,080.-**
15 - 19 November 2027	Rome - Italy	Classroom	**€3,400.-**
20 - 24 December 2027	Munich - Germany	Classroom	**€3,400.-**

Live online option	Online delivery is available at €1,850.-.