MERCURY

International Trade & Shipping Training Workshop

30 November – 4 December 2026
London (UK)



Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

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Ref: 15600_1083804 **Date:** 30 November – 4 December 2026 **Location:** London (UK) **Fees:** 5800 Euro

Introduction:

Today, organizations navigate a labyrinth of challenges when engaging in international trade. Sourcing suppliers and managing factors such as quality, cost, and timely delivery in the supply chain necessitates managers constantly refining and expanding their competencies. An International Trade and Shipping workshop delivers essential knowledge and tools to manage global trade effectively.

This International Shipping and Trade workshop segment zeroes in on the importance of shipping in international trade and the pathways to understanding international shipping. Attendees will delve into the challenges and intricacies of international shipping logistics, gaining strategies to amplify efficiency and uphold regulatory compliance.

This International Shipping and Trade workshop is critical for global shipping and trade professionals. It addresses global commerce's complexities and nuances, emphasizes the importance of shipping in international trade, and provides valuable insights into obtaining international trade and shipping certification.

Professionals in global commerce will benefit from understanding how international shipping logistics and strategies can enhance organizations with international regulations. By integrating these critical aspects of international trade and logistics, the International Trade and Shipping Training Workshop is an unmatched opportunity for professionals aspiring to excel in shipping and international trade.

Targeted Groups:

- Procurement management.
- Purchasing professionals.
- Supply chain management.
- Vendor relationship management.
- Procurement professionals.
- International trade professionals.
- Transportation management.

Targeted Competencies:

Upon the end of this international shipping and trade training, the target audience will be able to improve the following:

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- International trade.
- Foreign currency strategies.
- Global industry standards.
- Shipping management.
- Supply chain and logistics.
- Vendor sourcing strategies.
- Customs handling.

Workshop Objectives:

By the end of this international shipping and trade workshop, participants will:

- Craft cost-effective international vendor sourcing strategies.
- Develop an awareness of shipping options and cost structures.
- Formulate robust global supply chain management strategies.
- Construct appropriate risk mitigation and marine insurance strategies.
- Assure vendor compliance with international standards and CSR.
- Depart with specific action plans to further develop their roles and organizational benefits.
- Comprehend the fundamental principles and tools for global supplier sourcing.
- Acquire knowledge of vendor auditing and compliance.
- Recognize the shipping options, insurance, and incoterms.
- Formulate cost-efficient supply chain logistics.

Workshop Content:

Unit 1: International Trade - Challenges and Opportunities:

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

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Unit 2: Vendor Sourcing & Management:

- Developing adequate specifications and vendor positioning.
- Managing the trifecta of quality, cost, and delivery.
- Understanding and utilizing Incoterms.
- Additional value creation from sourcing.
- Geographic risk analysis at macro and micro levels.
- Compliance with global industry standards.
- Corporate Social Responsibility CSR management.
- Vendor auditing strategies and toolkit.
- Service level agreements SLA.
- International contractual and legal best practices.

Unit 3: Shipping and Logistics Management:

- Breakdown of shipping cost drivers.
- Shipping options and their impacts.
- Creating cost-effective and risk-mitigating shipping strategies.
- Marine insurance essentials.
- Establishing organizational cover levels.
- Strategies to reduce premium costs.
- Leveraging emerging technologies for tracking, monitoring, and security.

Unit 4: Customs/Port of Entry:

- The role of customs in international trade.
- Calculating import duty tariffs.
- Correct establishment of import duty tariffs.
- Customs systems and processes.
- Utilizing a bonded warehouse.
- Duty deferment options.
- Engaging freight forwarding agents.

Unit 5: Finance and Documentation:

- Defining the organizational trade cycle.
- The impact of the trade cycle on cash flows.
- Advanced financial strategies for international trade.
- A roadmap of international supply chain documentation.
- Global best practices.
- Developing an action plan.