MERCURY

International Trade & Shipping Training Conference

29 November – 3 December 2026
Istanbul (Turkey)



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

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Ref: 8149_1084496 **Date:** 29 November – 3 December 2026 **Location:** Istanbul (Turkey) **Fees:** 4900 Euro

Introduction

Today's organizations deal with ever-increasing levels of complexity when trading globally. Sourcing suppliers and managing quality, cost, and delivery through the supply chain requires managers to continually sharpen and update their skills to effectively provide measurable best value for their organization. The importance of shipping in international trade cannot be overstated, as it is the backbone that connects markets and supply chains across the globe.

Enhance your proficiency in global markets with our comprehensive international trade and shipping training conference, which focuses on the intricate tapestry of international trade and shipping. This program will offer you internationally recognized certificates, such as the international trade certification and the international shipping certification, to solidify your expertise in global commerce and logistics.

Targeted Groups

- Procurement Management.
- Purchasing Professionals.
- Supply Chain Management.
- Vendors Relationship Management.
- Procurement Professionals.
- International Trade Professionals.
- Transportation Management.

Conference Objectives

At the end of this international trade and shipping conference, the participants will be able to:

- Develop cost-effective international vendor sourcing strategies.
- Develop an awareness of shipping options and cost structures.
- Construct effective global supply chain management strategies.
- Develop appropriate risk mitigation and marine insurance strategies.
- Ensure vendor compliance with international standards and CSR.
- Take away specific action plans to develop their role and organizational benefit further.
- Understand the key principles and tools for global supplier sourcing.
- Learn about vendor auditing and compliance.
- Recognize the shipping options, insurance, and incoterms.
- Develop cost-efficient supply chain logistics.

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Targeted Competencies

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

The Significance of Shipping in International Trade

In this international trade and shipping conference, we delve into the importance of shipping in international trade and highlight its role as a critical factor in the operation of international trading systems. Participants will understand how international shipping and trade have become inseparable components of the global economy.

This is an in-depth exploration of international shipping and logistics, essential for any participant aiming to gain a holistic understanding of international shipping certification and best practices. This international trade and shipping conference focuses on the complexities of international shipping training and its strategic importance in supply chain management.

The international trade conference participants engage with professionals from across the globe, share best practices and participate in an international trade seminar, where leading experts discuss the latest developments and strategies in global trade and logistics.

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Conference Content

Unit 1: International Trade - Challenges and Opportunities

- International trade - aligning strategy to organizational goals.
- Overview of geographic opportunities by industry sector.
- Common challenges faced by organizations trading internationally. and international trade training to overcome them.
- Vendor sourcing strategies.
- Cross-cultural communication.
- Foreign currency strategies FX.
- Managing global supply chains.

Unit 2: Vendor Sourcing and Management

- Constructing effective specifications and vendor positioning statements.
- Managing quality, cost, and delivery.
- Incoterms.
- Additional value creation from sourcing.
- Geographic risk analysis at macro and micro levels.
- Compliance with global industry standards.
- Managing Corporate Social Responsibility CSR.
- Vendor auditing strategies and toolkit.
- Service level agreements SLA.
- International contractual and legal best practice.

Unit 3: Shipping and Logistics Management

- Overview of shipping cost drivers.
- Shipping options and impacts - consolidation, part container.
- Creating cost-effective and risk-mitigating shipping strategies.
- Marine insurance.
- Establishing organizational cover levels.
- Premium cost drivers and premium reduction strategies.
- Use of emerging technologies - tracking, monitoring, and security in international shipping logistics.

Unit 4: Customs/Port of Entry

- The role of customs.
- Calculating import duty tariffs.
- Establishing correct import duty tariffs.
- Customs systems and processes.
- Use of a bonded warehouse.
- Duty deferment options.
- Use of freight forwarding agents.

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Unit 5: Finance and Documentation

- Establishing the organizational trade cycle.
- Impacts of the trade cycle on cash flows.
- Advanced financial strategies for international trade.
- International supply chain document roadmap.
- Global best practice.
- Action planning.