MERCURY

International Trade & Shipping Training Course

26 – 30 September 2027
Dubai (UAE)



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

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Ref: 4094_289770 **Date:** 26 – 30 September 2027 **Location:** Dubai (UAE) **Fees:** 4600 Euro

Introduction:

Today's organization deals 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 provide measurable best value for their organization effectively. An international trade and shipping course can equip professionals with the necessary skills and knowledge to navigate the dynamic realm of global trade.

This specialized part of the global, international trade and shipping course will focus on the importance of shipping in international trade and how professionals can acquire an international shipping certification. Participants will explore the challenges and intricacies of international shipping logistics, including strategies to maximize efficiency and ensure regulatory compliance. This international shipping and trade course is pivotal for anyone involved in global shipping and trade.

Upon completing the International Trade & Shipping Training Course, participants will receive a certificate course in international trade, signifying their enhanced understanding and capabilities in the complex domain of global commerce.

Targeted Groups:

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

Course Objectives:

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

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- 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 fundamental 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.

Targeted Competencies:

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

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

Course 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.
- Vendor sourcing strategies.
- Cross-cultural communication.
- Foreign currency strategies FX.
- Managing global supply chains.

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Unit 2: Vendor Sourcing and Management:

- Constructing adequate specifications and vendor positioning statements.
- Managing quality, cost, and delivery.
- Incoterms.
- Additional value creation from sourcing.
- Geographic risk analysis - 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 practices.

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.

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.

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.