Global Trade Compliance and Customs Management Training Course



30 Nov - 04 Dec 2026

Munich

5100 € (Per Person)

Ref: #CC1709_169127

Course Introduction / Overview:

Navigating the complex world of international trade requires specialized knowledge and a deep understanding of constantly evolving regulations. This course is meticulously designed to transform participants into proficient specialists in global trade and customs management. It provides a comprehensive A to Z journey, starting from the fundamental principles of international commerce to the intricate details of customs compliance, logistics, and trade finance. We will explore the critical frameworks that govern global trade, drawing on insights from leading academics like Dr. Peter Van den Bossche, whose work in "The Law and Policy of the World Trade Organization" provides a foundational understanding of the global trade system. This program, offered by BIG BEN Training Center, moves beyond theoretical knowledge by immersing participants in practical scenarios, ensuring they can confidently manage import/export operations, mitigate risks, and optimize supply chain efficiency. Participants will gain the strategic foresight needed to leverage free trade agreements, manage tariff classifications, and ensure full compliance, thereby adding significant value to their organizations and advancing their professional careers in the dynamic field of international trade.

Target Audience / This training course is suitable for:

- Import and Export Managers.
- Supply Chain and Logistics Professionals.
- Customs Brokers and Freight Forwarders.
- Trade Compliance Officers and Specialists.
- Procurement and Purchasing Managers.
- International Sales and Marketing Professionals.
- Legal and Corporate Counsel involved in trade.
- Finance Professionals dealing with trade finance.
- Entrepreneurs and Business Owners expanding globally.
- Operations Managers overseeing international shipments.

Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail and Consumer Goods.
- Logistics, Shipping, and Freight Forwarding.
- Pharmaceuticals and Healthcare.
- Technology and Electronics.
- Automotive and Aerospace.
- Agriculture and Food Products.
- Oil and Gas.
- Governmental bodies such as Customs Authorities, Trade Ministries, and Regulatory Agencies.
- Consulting firms specializing in international trade.

Target Organizations Departments:

- Logistics and Distribution Department.
- Supply Chain Management Department.
- Procurement and Sourcing Department.
- Legal and Compliance Department.
- Finance and Accounting Department.
- International Sales and Export Department.
- Operations Management Department.
- Strategic Planning Department.

Course Offerings:

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

- Analyze and apply Incoterms 2020 to international trade transactions effectively.
- Master the Harmonized System (HS) for accurate tariff classification of goods.
- Navigate complex customs valuation methods and rules of origin to ensure compliance.
- Manage the entire import and export documentation process with precision.
- Develop strategies to mitigate risks associated with international shipping and payments.
- Implement robust trade compliance programs within their organizations.
- Leverage Free Trade Agreements (FTAs) to reduce duties and gain competitive advantage.
- Understand the procedures for customs clearance and interact with customs authorities.
- Evaluate different trade finance instruments, including Letters of Credit.
- Enhance supply chain security by understanding programs like AEO.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and engaging, ensuring that participants can immediately apply their learning in a real-world context. We believe that adult learning is most effective when it combines expert knowledge with hands-on experience. Therefore, this course moves beyond traditional lectures and incorporates a dynamic blend of training techniques. Sessions will feature in-depth case studies of real international trade scenarios, allowing participants to analyze complex customs challenges and develop strategic solutions. Interactive group discussions and workshops will encourage peer-to-peer learning and the sharing of diverse industry perspectives. Practical exercises, such as completing customs declarations and classifying products using the HS tariff schedule, will solidify understanding and build tangible skills. Our expert instructors facilitate a supportive learning environment, providing continuous feedback and guiding participants through complex topics. This blended approach ensures a comprehensive understanding of global trade compliance and equips participants with the confidence and competence to excel in their roles.

Course Agenda (Course Units):

Unit One: Foundations of International Trade and Logistics

- Introduction to the global trade environment.
- The role of key international organizations (WTO, WCO).
- Understanding the complete import-export cycle.
- Detailed breakdown of Incoterms 2020 and their application.
- Modes of international transport and freight forwarding.
- Cargo insurance principles and risk management.
- Introduction to global supply chain management.

Unit Two: Customs Compliance and Tariff Classification

- The role and function of national customs authorities.
- Mastering the Harmonized System (HS) for goods classification.
- Principles and application of General Interpretative Rules (GIRs).
- Understanding customs valuation methods and their implications.
- Determining the Rules of Origin (Preferential and Non-Preferential).
- Managing customs duties, taxes, and other import fees.
- Introduction to customs audits and compliance reviews.

Unit Three: Import and Export Procedures and Documentation

- The step-by-step customs clearance process for imports.
- Managing export controls, sanctions, and embargoes.
- Essential shipping and commercial documents (Bill of Lading, Commercial Invoice).
- Completing customs declarations and entry forms accurately.
- Special customs procedures (e.g., temporary admission, warehousing).
- Understanding the role of customs brokers and agents.
- Digitalization in trade and single window systems.

Unit Four: Trade Finance and Payment Methods

- Overview of international payment methods.
- Detailed mechanics of Letters of Credit (L/C).
- Documentary collections and open account trading.
- Managing currency risk in international transactions.
- The role of banks and financial institutions in trade finance.
- Understanding trade credit insurance.
- Compliance with anti-money laundering (AML) regulations in trade.

Unit Five: Advanced Trade Strategies and Future Trends

- Leveraging Free Trade Agreements (FTAs) for strategic advantage.
- Achieving Authorized Economic Operator (AEO) status and its benefits.
- Developing and implementing an internal trade compliance program.
- Managing supply chain security and C-TPAT principles.
- The impact of technology (Blockchain, AI) on international trade.
- Navigating trade disputes and remedies.
- Preparing for future shifts in global trade policy and regulations.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of increasing protectionism and shifting trade alliances, how can a robust internal compliance program serve as a competitive advantage rather than just a cost center?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by offering a holistic and strategic perspective on international trade, moving beyond mere procedural training. While many programs focus on isolated functions like documentation or freight, this curriculum integrates the critical pillars of customs, logistics, finance, and legal compliance into a unified framework. Participants learn not just the "how" of customs clearance but the "why" behind regulations, enabling them to make informed, strategic decisions that mitigate risk and create value. The emphasis is on practical application through real-world case studies that challenge participants to solve complex cross-functional problems, such as optimizing a supply chain under a new free trade agreement or managing a customs valuation dispute. Furthermore, the course is forward-looking, addressing the impact of digitalization, sustainability, and geopolitical shifts on trade operations. This strategic foresight equips professionals not just for their current roles, but to become leaders who can navigate the future complexities of the global trade landscape with confidence and expertise.