Customs Valuation Transaction and Deductive Methods Training Course

05 - 09 Oct 2026

Lisbon

4500 € (Per Person)

Ref: #CC3219_219213

Course Introduction / Overview:

This comprehensive training course provides an in-depth exploration of the principles and practices of customs valuation, a critical component of international trade compliance and financial management. Proper valuation is essential for determining customs duties and taxes, and errors can lead to significant penalties, shipment delays, and supply chain disruptions. This program, offered by BIG BEN Training Center, is meticulously designed to demystify the complexities of the WTO Valuation Agreement, focusing primarily on the Transaction Value Method and the Deductive Method. We will delve into the six internationally recognized valuation methods, providing participants with the skills to select and apply the correct one for any given import transaction. Drawing upon the foundational principles discussed by experts like Saul L. Sherman in works such as "Customs Valuation and Transfer Pricing," the course moves beyond theory to offer practical, actionable insights. Participants will learn to navigate the nuances of adjustments, related-party transactions, and the specific challenges associated with applying secondary methods like the deductive and computed values. This training equips professionals with the expertise to ensure valuation accuracy, mitigate compliance risks, and optimize their organization's customs-related financial obligations, making it an indispensable resource for anyone involved in global trade.

Target Audience / This training course is suitable for:

- Import and Export Managers.
- Customs Brokers and Agents.
- Supply Chain and Logistics Professionals.
- Finance and Accounting Managers.
- Compliance Officers and Managers.
- Procurement and Sourcing Specialists.
- International Trade Consultants.
- Corporate Legal Advisors.
- Internal and External Auditors.
- Operations Managers in trading companies.

Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail and Consumer Goods.

- Logistics, Freight Forwarding, and Shipping.
- Automotive and Aerospace.
- Pharmaceuticals and Healthcare.
- Technology and Electronics.
- Oil and Gas.
- Governmental bodies such as Customs Authorities and Trade Ministries.
- Consulting and Legal Firms specializing in international trade.

Target Organizations Departments:

- Supply Chain and Logistics Department.
- Finance and Accounting Department.
- Procurement and Purchasing Department.
- Legal and Compliance Department.
- International Trade and Customs Compliance Department.
- Internal Audit Department.
- Operations Department.

Course Offerings:

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

- Confidently interpret and apply the articles of the WTO Valuation Agreement.
- Master the application of the Transaction Value Method for various import scenarios.
- Accurately calculate adjustments to the price paid or payable, including assists and royalties.
- Analyze and manage the valuation of transactions between related parties to ensure compliance.
- Apply the Deductive Value Method by making appropriate deductions from the resale price.
- Understand the principles and application of the Computed and Fallback valuation methods.
- Develop robust internal controls and documentation practices for customs valuation.
- Prepare for and effectively manage customs valuation audits and inquiries.
- Mitigate financial risks associated with valuation errors and customs penalties.
- Resolve complex valuation disputes with customs authorities.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to foster a dynamic and engaging learning environment that bridges theory with practical application. We believe that mastering complex subjects like customs valuation requires more than passive listening. Therefore, our approach is highly interactive, incorporating a blend of expert-led instruction, detailed case study analysis, and collaborative group workshops. Participants will work through real-world valuation scenarios drawn from various industries, allowing them to apply the Transaction Value and Deductive Methods in a controlled, supportive setting. Interactive sessions encourage open discussion, enabling participants to share experiences and query our expert trainers on specific challenges they face in their roles. Team-based exercises will focus on calculating customs value, preparing documentation, and defending valuation decisions. This hands-on approach ensures that participants not only understand the legal and theoretical frameworks but also develop the practical skills and confidence to implement them effectively within their organizations. Continuous feedback and Q&A sessions are integrated throughout the course to clarify concepts and reinforce learning, ensuring a comprehensive and lasting educational experience.

Course Agenda (Course Units):

Unit One: Fundamentals of Customs Valuation

- Introduction to the World Trade Organization (WTO) Valuation Agreement.
- The economic and legal importance of accurate customs valuation.
- Overview of the six methods of customs valuation.
- The hierarchy and sequential application of valuation methods.
- Key definitions: transaction value, related parties, and price actually paid or payable.
- The role of Incoterms in determining customs value.
- National customs legislation and its relationship with the WTO Agreement.

Unit Two: Mastering the Transaction Value Method (Method 1)

- Core principles and conditions for using the Transaction Value Method.
- Identifying and evidencing the price actually paid or payable.
- Statutory additions to the price: commissions, packing, assists, and royalties.
- Understanding and calculating different types of assists.
- Analyzing royalty and license fee agreements for valuation impact.
- Restrictions on the disposition or use of the goods.
- Conditions or considerations for which a value cannot be determined.

Unit Three: Navigating Related Party Transactions and Secondary Methods

- Defining and identifying related parties under the WTO Agreement.
- The "circumstances of sale" and "test values" tests for related party transactions.
- Documentation and strategies for substantiating transaction value between related parties.
- Introduction to the Transaction Value of Identical Goods (Method 2).
- Introduction to the Transaction Value of Similar Goods (Method 3).
- Criteria for determining "identical" and "similar" goods.
- Practical challenges and case studies in applying Methods 2 and 3.

Unit Four: The Deductive and Computed Value Methods (Methods 4 & 5)

- Deep dive into the Deductive Value Method (Method 4).
- Calculating the unit price of the greatest aggregate quantity.
- Allowable deductions: commissions, profit, general expenses, transport, and duties.

- The "further processing" rule and its implications.
- Introduction to the Computed Value Method (Method 5).
- Components of computed value: materials, fabrication, profit, and general expenses.
- Challenges in obtaining cost information from foreign suppliers.

Unit Five: The Fallback Method, Compliance, and Audits

- The Fallback Method (Method 6): A method of last resort.
- Principles of flexibility and reasonable means.
- Prohibited valuation bases under the Fallback Method.
- Developing a robust customs valuation compliance program.
- Record-keeping requirements for customs valuation.
- Preparing for and managing a customs valuation audit.
- Strategies for resolving valuation disputes and appeals with customs authorities.

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 complex global supply chains and transfer pricing, how can the principle of 'arm's length' in transaction value be objectively maintained without stifling international trade?

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

This course distinguishes itself by moving beyond a purely theoretical overview of the six valuation methods to provide a deep, practical immersion into the two most critical and complex methods used in modern trade: the Transaction Value and Deductive Methods. While many programs offer a general survey, we dedicate significant time to the nuances of related-party transactions, a major area of scrutiny for customs authorities globally. Our curriculum is built around real-world case studies of customs disputes and audit findings, equipping participants not with abstract knowledge, but with the specific strategies and documentation practices needed to defend their valuations. Furthermore, the detailed exploration of the Deductive Method provides a rare and valuable skill set, as its correct application is notoriously challenging yet essential for certain business models, such as those involving distribution networks. The course emphasizes a proactive, risk-management approach, teaching participants how to build compliant valuation frameworks from the ground up, rather than simply reacting to customs inquiries. The focus is on fostering critical thinking and analytical skills, enabling professionals to confidently navigate the grey areas of customs valuation and make sound, defensible decisions that protect their organizations from financial risk and operational disruption.