# Navigating Global Trade Rules of Origin and Agreements Training Course



27 - 31 Dec 2026

Doha

5500 € (Per Person)

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## Course Introduction / Overview:

In today's interconnected global economy, mastering the complexities of international trade is no longer an option but a necessity for competitive advantage. This intensive training course provides a comprehensive exploration of Rules of Origin (RoO) and Preferential Trade Agreements (PTAs), critical components that govern the flow of goods across borders. Navigating these regulations can unlock significant cost savings through tariff reductions and ensure seamless market access, while non-compliance can lead to severe penalties and supply chain disruptions. This program, offered by BIG BEN Training Center, is designed to demystify these intricate rules. Drawing on insights from leading trade experts like Richard Baldwin and his work on global value chains, such as in his book "The Great Convergence", the course moves beyond theory to offer practical, actionable strategies. Participants will gain the expertise to correctly determine product origin, leverage the benefits of Free Trade Agreements (FTAs), and build robust compliance frameworks within their organizations, transforming a complex regulatory burden into a strategic business tool.

## Target Audience / This training course is suitable for:

- Customs Managers and Brokers.
- Supply Chain and Logistics Directors.
- Trade Compliance Specialists and Officers.
- Procurement and Sourcing Managers.
- Export and Import Managers.
- International Sales and Business Development Professionals.
- Corporate Legal Counsel and Paralegals.
- Finance and Accounting Professionals involved in international transactions.
- Government officials from trade and customs departments.

## Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Automotive and Aerospace Industries.
- Electronics and High-Tech Goods.
- Pharmaceuticals and Medical Devices.
- Textiles, Apparel, and Footwear.
- Agriculture and Food Processing.
- Retail and Consumer Goods.
- Logistics and Freight Forwarding.
- Governmental bodies including Customs Authorities and Ministries of Trade.

## Target Organizations Departments:

- Supply Chain and Logistics.
- Procurement and Sourcing.
- Legal and Compliance.
- International Sales and Export.
- Finance and Accounting.
- Operations and Manufacturing.
- Strategic Planning and Business Development.

## Course Offerings:

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

- Analyze and correctly apply the criteria for determining the origin of goods.
- Differentiate between preferential and non-preferential rules of origin.
- Interpret the complex legal text of major Preferential Trade Agreements.
- Leverage Free Trade Agreements to achieve significant tariff reductions and cost savings.
- Accurately complete and manage essential trade documentation, including Certificates of Origin.
- Develop and implement a robust internal trade compliance program.
- Mitigate the risks associated with customs audits and non-compliance penalties.
- Strategically structure supply chains to maximize the benefits of various trade agreements.

## 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 move beyond traditional lectures to foster a dynamic learning environment built on experiential activities. The course heavily utilizes case studies of recent trade disputes and successful compliance strategies from various industries, allowing participants to analyze complex scenarios and develop effective solutions. Collaborative group workshops will challenge attendees to work together on tasks such as interpreting clauses from actual trade agreements and conducting mock origin assessments. Interactive simulations of customs verification processes will provide hands-on experience in preparing for and navigating audits. Throughout the course, expert-led discussions and dedicated Q&A sessions encourage active participation, allowing for the clarification of complex topics and the sharing of industry-specific challenges. This blended approach ensures a deep and lasting understanding of the material, equipping participants with both the knowledge and the confidence to manage trade compliance effectively.

## Course Agenda (Course Units):

### Unit One Foundations of Rules of Origin and International Trade

- Introduction to the World Trade Organization (WTO) and the global trade framework.
- Defining Rules of Origin (RoO) and their importance in international commerce.
- Distinguishing between preferential and non-preferential Rules of Origin.
- Introduction to the Harmonized System (HS) for tariff classification.
- The relationship between tariff classification, valuation, and origin.
- Understanding the key legal principles governing international trade.
- Case study analysis of a major trade policy impact on global supply chains.

### Unit Two Decoding Preferential Trade Agreements

- The anatomy of a Free Trade Agreement (FTA) and Preferential Trade Agreement (PTA).
- Exploring major bilateral and regional trade agreements (e.g., USMCA, CETA, RCEP).
- Understanding key provisions such as market access, tariff schedules, and national treatment.
- Analysis of specific product rules and their application.
- The concept of "cumulation" and its different forms (bilateral, diagonal, full).
- Navigating the complexities of trade in services and digital trade chapters.
- Workshop on comparing the benefits of different FTAs for a specific product.

### Unit Three Practical Application of Origin Criteria

- The "wholly obtained or produced" criterion for natural products.
- The principle of "substantial transformation" and its various tests.
- Applying the Change in Tariff Classification (CTC) rule.
- Calculating origin using the Value-Added (VA) or Regional Value Content (RVC) method.
- Understanding specific manufacturing process rules.
- De Minimis or tolerance rules and their strategic use.
- Practical exercises in determining origin for multi-component products.

## Unit Four Documentation, Certification, and Verification

- The role and types of proof of origin.
- How to correctly complete a Certificate of Origin.
- Understanding self-certification and Approved Exporter systems.
- Best practices for record-keeping to support origin claims.
- Preparing for and managing customs audits and origin verification requests.
- The consequences of non-compliance, including penalties and denial of benefits.
- Developing a checklist for origin documentation management.

## Unit Five Advanced Strategies and Compliance Management

- Leveraging FTAs for competitive advantage and market entry.
- Designing supply chains to maximize preferential treatment benefits.
- Developing and implementing a corporate trade compliance program.
- The role of technology in managing trade compliance and origin determination.
- Future trends in trade agreements and digital trade.
- Navigating trade remedies, safeguards, and anti-dumping duties.
- Final project on creating a compliance and optimization strategy for a case-study company.

# 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:

As global supply chains become more fragmented and regional trade blocs gain prominence, how might the principle of 'substantial transformation' evolve to accommodate new manufacturing processes like 3D printing and global digital services?

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

This course distinguishes itself by focusing on the strategic application of trade knowledge rather than mere regulatory recital. While many programs explain what the rules are, we emphasize how to leverage these rules for tangible competitive advantage and robust risk mitigation. Our curriculum is built around a framework of proactive compliance, teaching participants not just how to react to customs inquiries but how to design supply chains and business processes that are inherently compliant and optimized for tariff efficiency from the outset. The content is enriched with contemporary case studies reflecting the current geopolitical and trade landscape, moving beyond outdated textbook examples. We delve into the nuances of major trade agreements, providing comparative analysis that enables strategic decision-making for global sourcing and market entry. The core philosophy of the training is to transform the perception of trade compliance from a cost center into a value-generating function that directly supports an organization's financial performance and international growth ambitions.