Import-Export Documentation and Customs Clearance Training Course



27 - 31 Dec 2026

Doha

5500 € (Per Person)

Ref: #CC4414_244434

Course Introduction / Overview:

Navigating the complexities of international trade requires a profound understanding of documentation and customs procedures, which form the bedrock of a seamless global supply chain. This comprehensive program is meticulously designed to transform participants into proficient experts in managing the entire import-export cycle. From mastering Incoterms to ensuring full international trade compliance, the course provides a detailed roadmap for mitigating risks, avoiding costly delays, and enhancing operational efficiency. We will delve into the critical works of global trade experts like Dr. Thomas A. Cook, whose insights in books such as "The Ultimate Guide to Export Management" have shaped modern logistics practices. This training course from BIG BEN Training Center moves beyond theoretical knowledge, offering practical, actionable strategies for handling everything from a Bill of Lading and Certificate of Origin to complex customs valuation and tariff classification. Participants will gain the confidence to manage customs audits, leverage Free Trade Agreements, and navigate the evolving landscape of digital trade documentation, ensuring their organizations maintain a competitive edge in the global marketplace.

Target Audience / This training course is suitable for:

- Import and Export Managers and Specialists.
- Logistics and Supply Chain Professionals.
- Procurement and Purchasing Managers.
- Freight Forwarders and Customs Brokers.
- Trade Compliance Officers and Managers.
- Sales and Marketing Staff involved in international trade.
- Finance and Accounting Professionals dealing with trade finance.
- Legal Advisors specializing in international commerce.
- Entrepreneurs and Business Owners expanding globally.
- Government officials working in trade and customs departments.

Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail and E-commerce.
- Wholesale and Distribution.
- Freight Forwarding and Logistics Services.
- Pharmaceuticals and Healthcare.
- Aerospace and Defense.
- Automotive and Parts Manufacturing.
- Technology and Electronics.
- Agriculture and Food Products.
- Government agencies, customs authorities, and trade promotion bodies.

Target Organizations Departments:

- Logistics and Supply Chain Management.
- Procurement and Sourcing.
- International Sales and Marketing.
- Finance and Accounting.
- Legal and Compliance.
- Operations Management.
- Warehousing and Distribution.
- Customer Service.
- Strategic Planning and Business Development.

Course Offerings:

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

- Master the preparation and management of key import-export documents.
- Interpret and apply Incoterms 2020 correctly in trade transactions.
- Navigate complex customs clearance procedures with confidence.
- Accurately classify goods using the Harmonized System (HS) codes.
- Understand and apply customs valuation methods to determine duties and taxes.
- Manage trade finance instruments like Letters of Credit effectively.
- Ensure compliance with international trade regulations and export controls.
- Leverage Free Trade Agreements (FTAs) to reduce costs and gain market access.
- Develop strategies for mitigating risks associated with international shipping.
- Prepare for and successfully manage customs audits and inquiries.
- Implement best practices for supply chain security and compliance.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be immersive, interactive, and highly practical, ensuring that participants can apply their learning directly to their professional roles. We move beyond traditional lectures to create a dynamic learning environment built on real-world scenarios and case studies. The course incorporates a blend of expert-led presentations, interactive group discussions, and hands-on workshops where participants will work with sample trade documents. Practical exercises will challenge attendees to solve common documentation errors, calculate duties, and navigate complex customs challenges. Team-based activities will foster collaborative problem-solving and allow for the exchange of diverse industry experiences. Throughout the program, our expert instructors provide continuous feedback and personalized guidance. This participant-centered approach ensures a deep and lasting understanding of import-export documentation and customs clearance procedures, empowering attendees with both the knowledge and the practical skills needed to excel.

Course Agenda (Course Units):

Unit One: Foundations of International Trade and Documentation

- Introduction to the Global Trade Ecosystem.
- Key Players in Import-Export Transactions.
- Understanding International Commercial Terms (Incoterms 2020).
- The Critical Role of Accurate Documentation in the Supply Chain.
- Overview of the Complete Import and Export Cycle.
- Common Terminology and Acronyms in Global Logistics.
- Introduction to International Trade Compliance Frameworks.

Unit Two: Mastering Core Import-Export Documents

- The Commercial Invoice and Pro-Forma Invoice.
- Creating a Detailed and Compliant Packing List.
- Understanding the Bill of Lading (B/L) and Air Waybill (AWB).
- The Significance and Types of Certificates of Origin (COO).
- Shipper's Letter of Instruction (SLI) and its Purpose.
- Managing Insurance Certificates and Declarations.
- Best Practices for Document Control and Record Keeping.

Unit Three: Navigating Customs Clearance Procedures

- The Role of Customs Authorities and Customs Brokers.
- The Customs Entry and Declaration Process Step-by-Step.
- Introduction to the Harmonized System (HS) for Tariff Classification.
- Practical Exercises in Classifying Products with HS Codes.
- Methods of Customs Valuation for Duty Calculation.
- Calculating Duties, Taxes, and Other Import Fees.
- Understanding and Managing Customs Bonds.

Unit Four: Advanced Topics in Trade Compliance and Finance

- Managing Trade Finance with Letters of Credit (L/C).
- Export Control Regulations and Licensing Requirements.
- Leveraging Free Trade Agreements (FTAs) and Rules of Origin.
- Supply Chain Security Programs (e.g., C-TPAT).
- Risk Management in International Logistics and Shipping.
- Handling and Responding to Customs Audits and Inquiries.
- Understanding Duty Drawback and Deferral Schemes.

Unit Five: Modernization and Practical Application

- The Impact of Digitalization on Trade Documentation (e-AWB, e-B/L).
- Introduction to Automated Export System (AES) and Single Window Systems.
- Special Procedures for Perishable, Dangerous, and Regulated Goods.
- Developing a Robust Internal Compliance Program (ICP).
- Case Study Analysis of Complex Import-Export Scenarios.
- Final Review and Comprehensive Q&A Session.
- Action Planning for Implementing Learnings in the Workplace.

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 trade protectionism and digital transformation, how can a mastery of traditional documentation principles provide a competitive advantage for a global business?

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

This course distinguishes itself by focusing on the strategic integration of documentation and compliance within the broader context of global supply chain management. While many programs teach the "what" of filling out forms, we emphasize the "why" behind each document, exploring its legal, financial, and logistical implications. Our curriculum is built on a foundation of practical application, moving beyond abstract theory to engage participants with real-world case studies, hands-on document preparation workshops, and simulations of customs clearance challenges. We provide a holistic view that connects documentation accuracy with risk mitigation, cost reduction through tariff engineering, and strategic advantage via Free Trade Agreements. Furthermore, the course is forward-looking, addressing the critical shift towards digitalization in trade and preparing participants for the future of electronic documentation and automated compliance systems. The insights provided are not just procedural but strategic, empowering attendees to become proactive trade compliance leaders within their organizations rather than just administrative processors.