# Advanced Customs Valuation and Tariff Classification Training Course



01 - 05 Nov 2026

Doha

5500 € (Per Person)

Ref: #CC9450_244927

## Course Introduction / Overview:

This intensive training course provides a comprehensive framework for mastering the complexities of customs valuation and tariff classification, two of the most critical pillars of international trade compliance. In a globalized economy, incorrect valuation or classification can lead to significant financial penalties, shipment delays, and supply chain disruptions. This program is meticulously designed to equip participants with the technical knowledge and strategic skills needed to navigate the intricate rules set forth by the World Customs Organization (WCO) and national customs authorities. Drawing on established principles, such as those detailed in academic works like "Customs Valuation and Transfer Pricing: A Case-by-Case Analysis" by Annet van der Horn, the course moves from foundational concepts to advanced practical applications. BIG BEN Training Center has developed this curriculum to empower professionals to ensure full compliance, optimize duty payments legally, and mitigate risks associated with customs audits. Participants will gain the confidence to handle complex scenarios, including related-party transactions, assists, royalties, and the application of all six valuation methods, ensuring their organization's trade operations are both efficient and resilient.

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

- Import and Export Managers.
- Customs Brokers and Agents.
- Supply Chain and Logistics Professionals.
- Trade Compliance Officers and Specialists.
- Procurement and Sourcing Managers.
- Finance and Accounting Professionals involved in international trade.
- Corporate Legal Counsel.
- Operations Managers.
- Freight Forwarders.

## Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail, Wholesale, and E-commerce.
- Logistics, Shipping, and Freight Forwarding.
- Automotive and Aerospace.
- Pharmaceuticals and Healthcare.
- Technology and Consumer Electronics.
- Oil and Gas.
- Government Agencies, including Customs and Revenue Authorities.

## Target Organizations Departments:

- Supply Chain and Logistics.
- Finance and Accounting.
- Procurement and Purchasing.
- Legal and Compliance.
- International Trade and Customs Departments.
- Import and Export Operations.
- Internal Audit and Risk Management.

## Course Offerings:

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

- Accurately interpret and apply the WTO Customs Valuation Agreement.
- Determine the correct customs value using all six internationally recognized valuation methods.
- Navigate the Harmonized System (HS) nomenclature with proficiency for tariff classification.
- Confidently apply the General Interpretative Rules (GIRs) to resolve complex classification challenges.
- Manage intricate valuation issues such as assists, royalties, and transfer pricing.
- Develop and implement robust strategies for customs compliance and risk mitigation.
- Prepare for and effectively manage customs audits and official inquiries.
- Identify opportunities for duty optimization through compliant tariff engineering.

## 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 professional context. This course moves beyond theoretical lectures by incorporating a blended learning approach that includes expert-led presentations, detailed case study analyses of real-world valuation and classification disputes, and hands-on practical exercises. Participants will work in groups to solve complex classification problems and determine customs value in various simulated scenarios, fostering collaborative problem-solving skills. Interactive sessions, Q&A panels, and open discussions are integral to the program, allowing attendees to share experiences and gain insights from both the instructor and their peers. We emphasize a participant-centered approach, where practical application is key. The curriculum is structured to build knowledge progressively, ensuring a solid understanding of foundational principles before tackling advanced strategic concepts. This immersive learning environment guarantees that participants leave with not just knowledge, but with the skills and confidence to excel in their roles.

## Course Agenda (Course Units):

### Unit One: Foundations of International Trade Compliance

- Introduction to global trade and the role of customs authorities.
- The international legal framework: WTO, WCO, and national customs legislation.
- Core principles of customs valuation and its importance.
- An overview of the Harmonized System (HS) for tariff classification.
- The critical link between valuation, classification, and rules of origin.
- Key documentation in international trade and its impact on customs declarations.
- Understanding Incoterms 2020 and their direct influence on customs value.

## Unit Two: The WTO Valuation Agreement and Transaction Value Method

- A detailed examination of the WTO Customs Valuation Agreement.
- Overview of the six hierarchical methods of customs valuation.
- Deep dive into Method 1: The Transaction Value of imported goods.
- Essential conditions and limitations for using the transaction value method.
- Calculating the price actually paid or payable for imported goods.
- Identifying and applying statutory additions: assists, royalties, license fees, and commissions.
- Recognizing permissible deductions from the customs value.

## Unit Three: Alternative Valuation Methods and Complex Scenarios

- Applying Method 2: Transaction Value of Identical Goods.
- Applying Method 3: Transaction Value of Similar Goods.
- Mastering Method 4: The Deductive Value Method.
- Understanding Method 5: The Computed Value Method.
- Utilizing Method 6: The Fallback Method for unique situations.
- Navigating customs valuation for related-party transactions and transfer pricing.
- Addressing complex issues like discounts, warranty costs, and software valuation.

## Unit Four: Mastering the Harmonized System for Tariff Classification

- The structure and logic of the Harmonized System (HS) nomenclature.
- Practical application of the six General Interpretative Rules (GIRs).
- The role of Section, Chapter, and Subheading Notes in accurate classification.
- Techniques for classifying composite goods, sets, and incomplete articles.
- Hands-on workshops: Classifying products across various industries.
- The process and strategic use of Binding Tariff Information (BTI) rulings.
- Analyzing common classification errors and implementing preventative measures.

### Unit Five: Strategic Compliance, Audits, and Dispute Resolution

- Developing a robust internal customs compliance program.
- Best practices for record-keeping for valuation and classification.
- How to prepare for and effectively manage a customs audit.
- Formulating responses to customs inquiries, challenges, and requests for information.
- Understanding the administrative and legal processes for appealing customs decisions.
- Legal strategies for duty optimization and compliant tariff engineering.
- Exploring future trends in customs compliance, including automation and data analytics.

## 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:

Considering the rise of e-commerce and digital services, how might the traditional principles of customs valuation, designed for tangible goods, need to evolve to ensure fair and consistent revenue collection globally?

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

This course distinguishes itself by offering an integrated and strategic perspective on customs compliance, seamlessly blending the two distinct yet interconnected disciplines of valuation and tariff classification. While many programs focus on one area, this curriculum recognizes that true mastery lies in understanding their interplay. Our approach is intensely practical, moving beyond mere recitation of rules to immerse participants in real-world case studies, complex problem-solving workshops, and simulations of customs audits. The content is designed not just to inform but to transform, equipping attendees with actionable strategies for risk mitigation and duty optimization that can be implemented immediately. Furthermore, the course dedicates significant time to advanced topics often overlooked, such as the impact of transfer pricing on customs value and the strategic use of binding rulings. The focus is on developing a forward-looking compliance mindset, preparing professionals to navigate not only current regulations but also the future challenges of global trade with confidence and expertise.