Global Trade Compliance and Customs Regulations Training Course

02 - 06 Nov 2026

Munich

5100 € (Per Person)

Ref: #LAW6502_155356

Course Introduction / Overview:

Navigating the complex landscape of international trade is a critical challenge for businesses aiming for global success. This comprehensive course is meticulously designed to provide a deep and practical understanding of customs regulations, trade compliance, and the intricate web of import/export laws that govern cross-border commerce. We move beyond theoretical knowledge to equip participants with the skills needed to manage compliance risks, optimize supply chain efficiency, and avoid costly penalties. As noted by international trade law expert Peter van den Bossche in his seminal work, "The Law and Policy of the World Trade Organization," a thorough grasp of the regulatory framework is the cornerstone of sustainable international business. This program, offered by BIG BEN Training Center, delves into essential topics such as tariff classification, customs valuation, rules of origin, and the latest updates on global trade agreements. Participants will gain the confidence to develop and implement robust trade compliance programs, ensuring their organization's operations are both seamless and legally sound in the ever-evolving global market.

Target Audience / This training course is suitable for:

- Import/Export Managers and Specialists.
- Supply Chain and Logistics Professionals.
- Compliance Officers and Managers.
- Legal Counsels and Corporate Lawyers.
- Procurement and Sourcing Managers.
- Freight Forwarders and Customs Brokers.
- Finance and Accounting Professionals involved in international trade.
- Business Owners and Entrepreneurs expanding globally.
- Government officials working in trade and customs departments.

Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail and E-commerce.
- Pharmaceuticals and Healthcare.
- Aerospace and Defense.
- Technology and Electronics.
- Automotive and Parts Manufacturing.
- Logistics and Freight Forwarding.
- Agriculture and Food Products.
- Government agencies and public sector bodies involved in trade regulation.

Target Organizations Departments:

- Logistics and Supply Chain Management.
- Legal and Compliance.
- Procurement and Purchasing.
- International Sales and Marketing.
- Finance and Accounting.
- Operations Management.
- Internal Audit and Risk Management.

Course Offerings:

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

- Interpret complex customs regulations and international trade laws accurately.
- Master the Harmonized System (HS) for precise tariff classification of goods.
- Apply correct customs valuation methods to determine duties and taxes.
- Determine the correct country of origin based on established rules.
- Manage import and export documentation requirements effectively.
- Develop and implement a robust internal trade compliance program.
- Identify and mitigate risks associated with non-compliance.
- Prepare for and successfully navigate customs audits.
- Analyze the impact of free trade agreements on business operations.
- Understand export controls, sanctions, and denied party screening protocols.

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 application. The course will be led by seasoned industry professionals who bring years of practical experience in customs and trade compliance. Sessions will feature a blend of detailed presentations, interactive discussions, and Q&A sessions to foster a collaborative learning environment. A significant portion of the training will be dedicated to analyzing real-world case studies, allowing participants to dissect complex compliance scenarios and develop strategic solutions. Group exercises and workshops will encourage teamwork and peer-to-peer learning, providing opportunities to tackle practical problems like tariff classification and documentation challenges. Participants will receive constructive feedback throughout the course to reinforce their understanding and build confidence in their compliance management skills. This immersive approach ensures a comprehensive and lasting learning experience.

Course Agenda (Course Units):

Unit One: Foundations of International Trade and Customs Law

- Introduction to the global trade environment.
- The role of the World Customs Organization (WCO) and World Trade Organization (WTO).
- Key principles of customs law and regulations.
- Understanding the legal framework for imports and exports.
- Introduction to Incoterms 2020 and their role in trade.
- Differentiating between tariffs, duties, and taxes.
- Core concepts of trade compliance and risk management.

Unit Two: Tariff Classification, Valuation, and Rules of Origin

- Deep dive into the Harmonized System (HS) nomenclature.
- General Rules of Interpretation (GRIs) for classification.
- Practical exercises in classifying various products.
- Methods of customs valuation and their application.
- Understanding transactional value and its adjustments.
- Principles of Rules of Origin (Preferential and Non-Preferential).
- Documentation and certification for claiming preferential duty rates.

Unit Three: Import and Export Procedures and Documentation

- The end-to-end import process and customs clearance.
- Essential import documents (commercial invoice, packing list, bill of lading).
- Special import procedures and regimes.
- The complete export process and control measures.
- Key export documentation and licensing requirements.
- Understanding Export Administration Regulations (EAR).
- Introduction to International Traffic in Arms Regulations (ITAR).

Unit Four: Trade Compliance, Risk Management, and Audits

- Developing and implementing an effective trade compliance program.
- Conducting internal risk assessments and compliance reviews.
- Record-keeping requirements for import and export transactions.
- Understanding customs audits and how to prepare for them.
- Managing post-entry amendments and voluntary disclosures.
- Penalties for non-compliance and mitigation strategies.
- The role of technology in managing trade compliance.

Unit Five: Advanced Topics and Global Trade Agreements

- Navigating Free Trade Agreements (FTAs) and their benefits.
- Understanding anti-dumping and countervailing duties.
- Managing trade with sanctioned countries and restricted parties.
- Supply chain security programs (C-TPAT and AEO).
- Regulations for temporary imports and exports (e.g., ATA Carnet).
- The impact of e-commerce on customs and trade compliance.
- Future trends in global trade and customs modernization.

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 trade policies become increasingly politicized, how can compliance professionals proactively adapt their strategies to mitigate risks associated with sudden tariff changes or new non-tariff barriers?

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

This course distinguishes itself by moving beyond a purely academic recitation of laws and regulations to provide a deeply practical and strategic perspective on trade compliance. While other programs may focus on memorizing tariff codes, our curriculum emphasizes the "why" behind the rules, empowering participants with the critical thinking skills needed to navigate grey areas and make sound compliance decisions. The program is built around a framework of real-world case studies drawn from a multitude of industries, ensuring the content is relevant, current, and immediately applicable. Our expert instructors focus on fostering a holistic understanding of how trade compliance integrates with broader business functions like supply chain, finance, and procurement. Rather than just teaching how to fill out forms, we teach how to build a resilient compliance program that supports business growth, mitigates risk, and creates a competitive advantage. The interactive methodology ensures that participants leave not just with knowledge, but with the confidence to lead compliance initiatives within their organizations.