International Trade Compliance and ZATCA Regulations Training Course

01 - 05 Nov 2026

Istanbul

4900 € (Per Person)

Ref: #LOG7997_239683

Course Introduction / Overview:

This comprehensive training course provides an in-depth exploration of the critical intersection between international trade compliance and the specific regulatory framework of Saudi Arabia's Zakat, Tax and Customs Authority (ZATCA). In today's interconnected global economy, navigating the complexities of cross-border trade is paramount for business success, and failure to comply can result in significant financial penalties and operational disruptions. This program is meticulously designed to equip professionals with the essential knowledge and practical skills to manage import and export operations efficiently while ensuring full adherence to ZATCA's evolving requirements, including the mandatory e-invoicing (Fatoorah) system. As noted by trade expert Dr. David Widdowson in works like "A Practical Guide to Customs Procedures," a deep understanding of customs law and procedure is the bedrock of a resilient supply chain. BIG BEN Training Center has developed this course to bridge the gap between general trade principles and the unique, localized demands of the Saudi market. Participants will gain a holistic understanding of customs valuation, tariff classification, Incoterms 2020, and the strategic implementation of compliance programs, transforming regulatory challenges into a competitive advantage for their organizations.

Target Audience / This training course is suitable for:

- Compliance Officers and Managers.
- Import and Export Specialists.
- Logistics and Supply Chain Managers.
- Finance and Accounting Professionals.
- Procurement and Sourcing Managers.
- Legal Counsel and Corporate Lawyers.
- Customs Brokers and Freight Forwarders.
- Business Owners and General Managers.
- Operations Directors.
- Internal Auditors.

Target Sectors and Industries:

- Logistics and Freight Forwarding.
- Manufacturing and Industrial Production.
- Retail and Wholesale Trade.
- Oil and Gas.
- Pharmaceuticals and Healthcare.
- Technology and Telecommunications.
- Construction and Engineering.
- Automotive.
- Food and Beverage.
- Governmental and Public Sector Agencies.

Target Organizations Departments:

- Supply Chain and Logistics.
- Finance and Accounting.
- Legal and Compliance.
- Procurement and Purchasing.
- Operations.
- Internal Audit.
- International Sales and Trade.
- Shipping and Distribution.

Course Offerings:

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

- Analyze the complete framework of ZATCA regulations, including customs, VAT, and e-invoicing.
- Correctly classify goods using the Harmonized System (HS) codes to ensure accurate duty calculation.
- Apply Incoterms 2020 effectively to define responsibilities and mitigate risks in international sales contracts.
- Navigate the ZATCA e-invoicing (Fatoorah) system, understanding both Phase 1 and Phase 2 requirements.
- Manage the customs clearance process in Saudi Arabia with greater efficiency and confidence.
- Develop and implement a robust internal trade compliance program to minimize legal and financial exposure.
- Conduct risk assessments related to cross-border transactions and supply chain vulnerabilities.
- Prepare for and effectively manage ZATCA audits and inquiries.
- Understand the rules of origin and their impact on preferential trade agreements.
- Resolve common disputes related to customs valuation and tariff classification.

Course Methodology:

The training methodology at BIG BEN Training Center is centered on creating an immersive and practical learning experience that extends beyond theoretical knowledge. This course utilizes a blended approach that combines expert-led instruction with highly interactive and participatory learning modules. Participants will engage in detailed case studies drawn from real-world scenarios involving ZATCA compliance, allowing them to analyze complex problems and develop actionable solutions. Collaborative group discussions and workshops will encourage peer-to-peer learning and the sharing of diverse industry perspectives on challenges such as e-invoicing integration and customs valuation. Practical exercises will be a core component, where attendees will work on tasks like tariff classification, completing customs documentation, and simulating audit responses. The sessions are designed to be dynamic, with ample opportunity for Q&A and direct feedback from the instructor. This hands-on, problem-solving approach ensur
s that participants not only understand the regulations but also acquire the confidence and competence to apply their new skills directly to their professional roles, driving immediate value for their organizations.

Course Agenda (Course Units):

Unit One: Fundamentals of International Trade Compliance

- Introduction to the global trade environment.
- The role of the World Trade Organization (WTO) and World Customs Organization (WCO).
- Understanding and applying Incoterms 2020 rules.
- Mastering the Harmonized System (HS) for tariff classification.
- Principles of customs valuation and methods of determination.
- Essential trade documentation for import and export.
- Rules of Origin and their significance in trade agreements.

Unit Two: The ZATCA Regulatory Framework in Saudi Arabia

- An overview of the Zakat, Tax and Customs Authority (ZATCA).
- Key provisions of the Saudi Arabian (GCC) Common Customs Law.
- Value Added Tax (VAT) regulations for imports and exports.
- Excise tax compliance for specific goods.
- Understanding duties, tariffs, and other import fees in KSA.
- Prohibited and restricted goods regulations.
- The legal framework for customs appeals and disputes.

Unit Three: Mastering ZATCA E-Invoicing (Fatoorah)

- Introduction to the national e-invoicing project (Fatoorah).
- Detailed breakdown of Phase 1 (The Generation Phase) requirements.
- Exploring Phase 2 (The Integration Phase) and its technical specifications.
- Understanding the structure of XML invoices and credit/debit notes.
- QR code generation and validation requirements.
- Integrating ERP systems with the Fatoorah platform.
- Common challenges and best practices for successful implementation.

Unit Four: Practical Customs Operations and Clearance in KSA

- The end-to-end customs clearance process in Saudi Arabia.
- Utilizing the Fasah electronic platform for customs declarations.
- Preparing and submitting the required import/export documentation.
- Managing customs inspections and examinations.
- Procedures for duty payment and financial guarantees.
- Special customs regimes such as temporary admission and re-export.
- Working effectively with customs brokers and freight forwarders.

Unit Five: Advanced Compliance, Risk Management, and Audits

- Developing and implementing an effective trade compliance program.
- Conducting internal risk assessments for customs and tax compliance.
- Best practices for record-keeping and documentation retention.
- Preparing for and managing a ZATCA audit.
- Strategies for handling customs and tax disputes.
- Understanding penalties for non-compliance and mitigation strategies.
- The future of trade compliance and technology in Saudi Vision 2030.

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 digital transformation accelerates within customs authorities like ZATCA, how might predictive analytics and AI reshape trade compliance strategies and risk management in the next decade?

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

This course distinguishes itself through its specialized dual-focus, seamlessly integrating universal principles of international trade with the highly specific and evolving regulatory landscape of Saudi Arabia's ZATCA. Unlike generic trade compliance courses, this program dedicates significant attention to the practical nuances of the Saudi market, particularly the mandatory ZATCA e-invoicing (Fatoorah) system, providing a deep dive into its technical and operational requirements. The curriculum is designed not just to inform but to empower, moving beyond theoretical lectures to a hands-on, case-study-based methodology. Participants will grapple with real-world challenges, from tariff classification disputes to preparing for a ZATCA audit, ensuring the knowledge gained is directly applicable. Furthermore, the course content is continuously updated to reflect the latest legislative changes and technological advancements within ZATCA, ensuring participants receive the most current and relevant information. It provides a strategic perspective, teaching attendees how to build robust, proactive compliance programs that mitigate risk and support sustainable business growth within the Kingdom and beyond, making it an invaluable investment for any professional involved in trade with Saudi Arabia.