Advanced Customs Compliance and Export-Import Management Training Course



22 - 26 Nov 2026

Doha

5500 € (Per Person)

Ref: #PSC9089_234698

Course Introduction / Overview:

Navigating the intricate landscape of global trade requires more than just logistical expertise; it demands a profound understanding of customs compliance and international trade regulations. This comprehensive training course is meticulously designed to equip professionals with the critical knowledge and practical skills needed to manage export-import operations effectively and ensure full compliance with evolving legal frameworks. In a world where regulatory missteps can lead to severe financial penalties and supply chain disruptions, mastering these complexities is a strategic imperative. The curriculum delves into the core principles of customs law, drawing upon foundational concepts discussed by experts like Dr. David Widdowson in works concerning international trade facilitation. Participants will explore everything from tariff classification and customs valuation to risk management and trade security protocols. BIG BEN Training Center has structured this program to provide a holistic A-to-Z learning journey, transforming participants into confident and competent trade compliance specialists capable of adding significant value to their organizations by mitigating risks and optimizing cross-border transactions.

Target Audience / This training course is suitable for:

- Import and Export Managers and Specialists.
- Supply Chain and Logistics Professionals.
- Compliance Officers and Managers.
- Procurement and Purchasing Managers.
- Freight Forwarders and Customs Brokers.
- International Sales and Marketing Professionals.
- Legal Counsels and Corporate Lawyers.
- Finance and Accounting staff involved in international trade.
- Entrepreneurs and Business Owners engaged in global trade.

Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail and Consumer Goods.
- Logistics, Shipping, and Freight Forwarding.
- Pharmaceuticals and Healthcare.
- Technology and Electronics.
- Automotive and Aerospace.
- Energy and Commodities Trading.
- Governmental bodies, including Customs Authorities and Trade Ministries.

Target Organizations Departments:

- Logistics and Supply Chain Management.
- Procurement and Sourcing.
- Legal and Compliance.
- Finance and Accounting.
- International Sales and Business Development.
- Operations Management.
- Internal Audit and Risk Management.

Course Offerings:

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

- Master the principles of the Harmonized System (HS) for accurate goods classification.
- Apply correct customs valuation methodologies to avoid compliance issues.
- Determine the country of origin and leverage Free Trade Agreements (FTAs) effectively.
- Navigate the complexities of Incoterms 2020 and their impact on contracts.
- Prepare and manage all necessary import and export documentation accurately.
- Develop and implement a robust internal trade compliance program.
- Identify and mitigate risks associated with international trade and customs audits.
- Understand and adhere to supply chain security programs like AEO and C-TPAT.
- Manage special customs procedures such as duty drawback and temporary imports.
- Analyze the impact of global trade policies on business operations.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be immersive, practical, and highly interactive, moving beyond theoretical lectures to foster deep, applicable learning. We believe that mastering customs compliance and trade management comes from doing, not just listening. The course heavily utilizes real-world case studies, challenging participants to analyze complex customs scenarios, identify potential compliance pitfalls, and devise strategic solutions. Interactive workshops and group exercises will focus on practical tasks such as completing customs declarations, performing tariff classifications, and calculating duties and taxes. Role-playing sessions will simulate negotiations with customs brokers and freight forwarders, enhancing communication and problem-solving skills. Throughout the program, our expert instructors facilitate dynamic discussions, encouraging participants to share their unique experiences and challenges. Continuous feedback is provided to ensure a solid understanding of the concepts. This hands-on, collaborative approach ensures that participants leave the course not only with new knowledge but also with the confidence to apply it directly to their professional roles.

Course Agenda (Course Units):

Unit One: Foundations of Global Trade and Customs Regulations

- Introduction to the international trade ecosystem.
- The role of the World Customs Organization (WCO) and World Trade Organization (WTO).
- Key legal frameworks governing import and export activities.
- Understanding the roles of customs brokers, freight forwarders, and other intermediaries.
- Core principles of customs compliance and the cost of non-compliance.
- Introduction to the Harmonized System (HS) nomenclature.
- An overview of global supply chain security initiatives.

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

- Deep dive into the General Rules of Interpretation (GRIs) for HS classification.
- Practical exercises in classifying various products.
- Understanding the six methods of customs valuation.
- Managing assists, royalties, and other additions to customs value.
- Differentiating between preferential and non-preferential Rules of Origin.
- Completing and verifying Certificates of Origin.
- Leveraging Free Trade Agreements (FTAs) for duty reduction.

Unit Three: Import and Export Procedures and Documentation

- Mapping the end-to-end import and export process flow.
- Essential documentation for export: commercial invoice, packing list, and bill of lading.
- Essential documentation for import: customs entry, delivery order, and permits.
- Understanding and applying Incoterms 2020 in practice.
- Managing export controls, licensing, and sanctions screening.
- Procedures for temporary imports and exports.
- Navigating customs clearance and port operations.

Unit Four: Trade Compliance, Risk Management, and Audits

- Developing and implementing an effective internal compliance program.
- Conducting self-assessments and internal trade compliance audits.
- Identifying and mitigating common risks in international trade.
- Preparing for and managing official customs audits and investigations.
- Record-keeping requirements for import and export transactions.
- Understanding penalties, seizures, and dispute resolution processes.
- The role of technology and automation in trade compliance.

Unit Five: Advanced Topics and Modern Trade Dynamics

- Special customs procedures: bonded warehouses, duty drawback, and foreign trade zones.
- Managing anti-dumping and countervailing duties.
- Navigating the customs challenges of cross-border e-commerce.
- The impact of digitalization and single-window systems on customs.
- Sustainable trade and green supply chain considerations.
- Future trends in global trade policy and customs modernization.
- Developing a strategic approach to trade compliance for competitive advantage.

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 trade policies more protectionist, how can a compliance manager transition from a purely operational role to a strategic advisor for the business?

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

This course distinguishes itself by moving beyond a purely academic or rule-based recitation of customs regulations. Its core strength lies in its holistic and strategic approach, which integrates the technical necessities of compliance with the commercial realities of a modern business. While other courses may focus narrowly on tariff classification or documentation, this program teaches participants to think like strategic trade managers. We emphasize the "why" behind the rules, enabling professionals to make informed decisions that not only ensure compliance but also create value through duty optimization, risk mitigation, and supply chain efficiency. The curriculum is built around practical, real-world case studies that reflect the current complexities of the global trade environment, from navigating sanctions to leveraging new free trade agreements. By focusing on developing critical thinking and problem-solving skills rather than rote memorization, the course empowers participants to proactively manage trade compliance as a strategic function that supports and advances the overarching goals of their organization.