



aractech

Global Learning for Operational Leaders

PROCUREMENT AND SUPPLY CHAIN MANAGEMENT

International Trade & Logistic Operations

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Course content

Why Attend

Course Introduction

Incoterms provide a clear framework for establishing contractual agreements in international trade by defining the costs, risk transfer points, and liability management between suppliers and buyers.

Course Methodology

Course Objectives

Target Audience

Course outline

Detailed course outline

Day-by-day outline for International Trade & Logistic Operations.

Day 1 - Supply Chain and International Trade in the New Normal

- Interpret Supply Chain management mission and vision
- Interpret Supply Chain Models and Types
- Relate Blockchain Application in the Industrial Revolution 4.0
- Apply The Internet of Things (IOT) in supply chain Models
- Interpret Risks in the Supply Chain
- Compare current application of Blockchain in the different industries and its benefits

Day 2 - Developing Structured Assessment of the Supplier Market

- Discover the hierarchy of Suppliers in the supply Channel
- Show the suppliers in the Supply Chain tier management
- Preparing the should cost of product for market data gathering
- Relate RFI and RFP in gathering supplier market information
- Formulate a supplier partnership relations Management

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Day 3 - Understand implications on Payment through Letters of Credit

- Why use Letter of Credit (L/C) for International Trade
- Banks in trade facilitation
- Letters of Credit (the mechanism of the letters of credit & varying L/C)
- Opening a L/C (Important Requirements by Banks)
- The Next Dimension in Export Competitiveness
- The triangle trade procedure

Day 4 - Importance and Relevance of Commercial Documents Used in International Trade

- Types of Invoices and its relevance to trade documentation (commercial, tax, customs, consular, pro-forma invoice)
- Marine/Ocean Bills of Lading (Title, transfer, Control of goods (transferable B/L v. straight consigned), Delivery considerations)
- Other forms of transport document (Multimodal transport document, Airway Bill, Road, Rail or Inland Waterway transport documents, Non-negotiable / draft bill of lading)
- Insurance Policy/Certificate
- Other certificates (Certificate of Origin, Inspection Certificate, Phytosanitary, etc)
- Bills of Exchange

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Day 5 - Improve Performance by Managing Strategic Procurement and Supply Networks

- Scrutinize the stages to effective Procurement through effective negotiation
- Construct Spend Analysis in in improving Supplier selection
- Analyze Total Cost Modelling of the Supply Chain
- Interpret Key Performance Indicators (KPIs) For Procurement
- Practice Supplier Positioning for effective performance
- Apply the appropriate criteria for Supplier Selection

Seminar dates

Available seminar dates

Live dates and pricing for International Trade & Logistic Operations generated from the course details page.

Date	Location	Format	Fee
6 - 10 July 2026	Paris	Classroom	€3,150
10 - 14 August 2026	Frankfurt	Classroom	€2,275
14 - 18 September 2026	Barcelona	Classroom	€2,695
5 - 9 October 2026	Frankfurt	Classroom	€2,275
16 - 20 November 2026	Rome	Classroom	€2,975
7 - 11 December 2026	Kuala lumpur	Classroom	€1,575

Live online option

Online delivery is available at €1,250.