informatech

PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | COURSE

International Trade & Logistic Operations

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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.

They simplify the process by outlining who is responsible for various aspects of the movement of goods and handling issues such as letters of credit.

Effective management of logistics and supply chain operations is crucial in the complex world of international trade and the global economy.

Embracing new technologies, like blockchain and the Internet of Things (IoT), is essential for adapting to the evolving landscape.

From the moment an organization begins exporting or importing products, it should integrate these technologies to enhance efficiency and transparency.

This International Trade & Logistic Operations training course will focus on the management of logistics and supply chain operation as component essential in our international trade and global economy.

This training course will feature:

• The different supply chain models and design

• The application and characteristics of Letter of Credit

• Implications of Incoterms "series of three-letter trade terms" related to common

• contractual sales practices

• The application of Blockchain and "Internet of things"(IOT) in Supply Chain

• Improving strategic sourcing activities, moving the process beyond cost saving

• The importance of planning in successful negotiations

Course Methodology

This course will utilise Gagne's nine steps of instructions, a proven adult learning technique to ensure maximum understanding, comprehension and retention of the information presented.

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Course Methodology

The course is highly interactive and will prompt delegates to reflect on current practices and on their team goals.

The tutor will guide and facilitate learning using a wide variety of methods including direct input, discussions, and case studies.

Who should Attend?

This course is aimed at supply chain management and operations and professionals who are involved and want to learn about new trends and technologies that will benefit organisation's growth in international trade and logistics

This training course is suitable to a wide range of professionals but will greatly benefit:

• Procurement, buyers and purchasing professionals in disciplines such as ICT, operations, marketing, finance, who wish to learn more about supply chain intelligence and international trade.

• Those who need to maximise value from procurement and the supply chain

• Those who need an understanding of the relationships between risk, cost and service in supply chains

Course Objectives

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

• Differentiate the Supply Chain Models in International Trade

• Explore the ways Letters of Credits are utilized in International Trade

• Examine how IoT and blockchain is appropriate in the New Normal business environment

• Scrutinize the relationships between risk, cost and service in supply chains

• Apply best methods to optimise the best value in Procurement

Course outline

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Day One: 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 Two: 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

Day Three: 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
- The relevance of Incoterms to Letters of Credit

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Day Four: 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

Day Five: 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

• Use Cost Reduction Initiatives to improve the bottom line of the organization

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 - France	Classroom	**€4,500.-**
10 - 14 August 2026	Frankfurt - Germany	Classroom	**€3,250.-**
14 - 18 September 2026	Barcelona - Spain	Classroom	**€3,850.-**
5 - 9 October 2026	Frankfurt - Germany	Classroom	**€3,250.-**
16 - 20 November 2026	Rome - Italy	Classroom	**€4,250.-**
7 - 11 December 2026	Kuala lumpur - Malaysia	Classroom	**€2,250.-**

Live online option	Online delivery is available at €1,850.-.