

INTERNATIONAL TRADE MANAGEMENT:
IMPORT EXPORT PROCEDURES WITH DOCUMENTATION
(2 Days Training Course)

Course Overview:

To unlock seamless Global Trade using digital technologies, leveraging trade data, mastering cross-border transactions, and harnessing the power of Pakistan Single Window PSW for competitive success in foreign markets, join our advanced course on International Trade at PIM. Let's dive deep into the International Trade dynamics, policies, and documentation to stay ahead in today's evolving trade landscape.

Course Objectives:

This advanced training program aims to provide practical tools and techniques to the participants taking their understanding to the next level. Participants will be able to understand, learn, apply, and evaluate the best practices in international trade. The core objectives of this course are:

- Developing a deep insight into International Trade Import & Export related procedures, policies, regulations, and documentation, using International tools and sources.
- In-depth understanding, scope, usage, and conflict resolution using ICC Incoterms® Rules 2020
- A complete process, handling of LC as per UCP-600 principles and understanding of LC clauses and SWIFT (MT700)
- Complete documentation involve in Import & Export business
- Effective use of Pakistan Single Window (PSW) and arranging proactive customs clearance of goods.
- Pre and post-shipment landed costing, insurance and other calculations that are keys to the success of business transactions in International Trade.

Training Methodology:

Presentations, Case Studies, Assignments, AV Aids, Role Play activities and demonstrations

Who Should Attend?

This advance training is targeting International Trade, Trade Finance, Banking, import Export and procurement/ contract professionals, working on all executive layers, supply chain professionals, inventory, warehouse and stock controllers, Service supply chain professionals, traders, importers, distributors, and all those business concerns who want to learn that how and why it is important to manage the import export business and what strategies are there to optimize landed costs.

Trainer Profile:

Muhammad Idrees Asghar is the commercial head at an MNC retail chain, and a United Nations Certified Consultant, Coach, and Master Trainer with extensive experience in International Trade. He leverages his diverse background in manufacturing, retail, and service industries to deliver impactful training programs. His core area of expertise is International Trade - Import Export, where he has also served as a consultant and advisor to various public sector organizations.



Course Outline:

DAY ONE

- Introduction to International Trade
 - Terminologies in International Trade
 - Scope, Importance and key Benefits of trading Internationally
 - Understanding the risks and barriers involved in Intl. trade.
- Overview of IPO-2022 and EPO-2022 (SRO 544(I) and 545(I) of 2022)
- Complete understanding of Harmonized System
 - Structure of HS by WCO
 - Identifying the right HS Codes with case studies (Practice)
- HS Codes and Pakistan Customs Tariff (PCT)
- Understanding & Practical use of International Trade Terms
 - Understanding global logistics
 - Division of cost, risks and responsibilities in Intl. logistics
 - International Commercial Terms (Incoterms® 2020)
- Case studies examples for complete and effective understanding
- International Trade Payment Terms
 - Clean Payments (Advance & Open Account Payments)
 - Documentary Collections (Bank Contracts)
 - Documentary Credits (Letter of Credit LC)
- Significance, Risks, Flows and Documentation
- Practical Documentation on International Payment Terms
 - Documentation for Advance Payment
 - Documentation for Collections (Bank Contracts)
- Documentation for Credits (Letter of Credit) with practical exercises.

Day Two

- Understanding of International Sales contracts
- Working with Intl. Trade Contracts
 - Proforma Invoices/Indents/Sales Contracts
 - Practical exercises with case study examples
- Complete Import Export Process Flow from contract management to Shipping Documents Negotiations
- Calculations of Air Freight & Sea Freight on Excel.
- Complete and effective documentation involved in Import & Export in Pakistan
- Import and Export Customs Clearance Procedure
- Landed cost calculations
 - Customs Duties and Exemptions
- Pakistan Single Window (PSW)
 - Features of PSW with Live Interface Demo
 - Understanding the elimination of EIF and EEF PSW
 - Understanding Pakistan Single Window's subscription process (Live Demo)
 - Affiliating bank profiles over PSW (Demon Session)
 - Understanding financial instruments over PSW
 - Filing of Goods Declarations over PSW (Demo)
- Leveraging businesses with International Trade data
 - Trade Informational Portal of Pakistan (TIPP)
 - International Trade Statistics and Data access
 - Export & Import business data and identification of potential business areas
 - Potential export products and export markets
 - Effective International Sourcing databases and Market hunting
 - Effective sourcing and marketing for import Export businesses