

International Trade & Logistic Operations

Professional training programme



SPARK TRAINING

Professional training courses for leaders, specialists, and organizations seeking practical capability development.

info@sparktraining.eu

+31 85 115 0004 | sparktraining.eu

— Workshop Overview

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

Why Attend

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. 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

Who Should Attend

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

— Learning Objectives

- 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

DAY 1

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 2

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 3

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

DAY 4

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
5

Day Five: Improve Performance by Managing Strategic Procurement and Supply Networks

- Scrutinize the stages to effective Procurement through effective negotiation
- Construct Spend Analysis 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

— Upcoming Classroom Dates

DATE	LOCATION	FEE
5 - 9 October 2026	Frankfurt - Germany	€1,625
16 - 20 November 2026	Rome - Italy	€2,125
7 - 11 December 2026	Kuala Lumpur - Malaysia	€1,400
11 - 15 January 2027	Barcelona - Spain	€1,925
8 - 12 February 2027	Cape Town - South Africa	€1,420
8 - 12 March 2027	Frankfurt - Germany	€1,625
12 - 16 April 2027	Barcelona - Spain	€1,925
10 - 14 May 2027	Frankfurt - Germany	€1,625

— Certificate and Registration

Participants who attend and complete the full programme receive a SPARK Training Certificate of Completion. For registration, in-house delivery, or availability questions, contact info@sparktraining.eu or +31 85 115 0004.