

Understanding Rules of Origin, Free Trade Agreements & Export Preference

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

International trade enables organizations to broaden their operations and access goods and services that are not available locally, leading to competitive pricing and potentially lower costs for consumers. Since no country can produce everything it needs or possesses all the necessary natural resources for sustained economic growth, globalization of the world economy is inevitable. As a result, businesses are expanding their markets beyond their national borders. This Understanding Rules of Origin, Free Trade Agreements & Export Preference training course is designed to deepen participants' understanding of international trade principles. It covers essential topics such as free trade agreements, international trade transactions, modes of transportation, Incoterms, and rules of origin. Participants will gain valuable insights into the dynamics of global trade and the strategies for navigating international markets effectively. This training course will feature:

- Principles of International trading
- Free Trade Agreements
- Rules of Origin
- International trade transaction
- Incoterms

Why Attend

This training course will utilise a variety of proven adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. This includes and lectures leveraging years of hands-on trading, procurement experience across industries and many countries across the world. The trainer will

Who Should Attend

Chief Procurement Officers
Chief Sales Officers
Chief Operating Officers
Procurement Managers
Sales Managers
Supply Chain Professionals
All of those who need an understanding of

— Learning Objectives

- Understand the interactions between the importer and exporter
- Determine the vendor selection criteria
- Analyze the payment transactions between parties to international sales contract
- Understand the features of FTAs
- Identify rules of origin
- Understand Strategic Reasons to Export

— Course Outline

DAY 1

Day One: Principles of International Trade

- Introduction to International Trade
- Interactions between an Exporter and Importer
- Reasons for Importation
- Requirements for a Successful Import Business
- Requirements for a successful Export Business
- Selection of Products and Suppliers

DAY 2

Day Two: Freight and Customs Formalities in International Trading

- Modes of Transportation
- Total Ocean Freight
- Incoterms 2020 & Insurance Cover
- Shipping Documents
- Packing, Inspection and Markings
- Entry Process of Goods

DAY 3

Day Three: The Required Criteria to Determine the National Source of a Product

- The Definition and Examples of Rules of Origin
- Classification of Rules of origin
- Technical Information on Rules of Origin
- Why do we need rules of origin?
- Identify and Apply Rules of Origin
- Check whether your goods meet the rules of origin

DAY 4

Day Four: Eliminating the Trade Barriers

- What are the trade barriers?
- Introduction to Free Trade Agreements
- Reasons for Importation
- Why don't all Exporters benefit from FTA?
- Why Export & Export Preference Criteria
- Product Considerations

DAY
5

Day Five: Transactions and Dispute Settlement in International Trade

- Payment Mechanism in International Transaction
- Quotas
- Dumping
- Subsidies
- Antidumping and Countervailing Duties
- Dispute Settlement in International Trade

— Upcoming Classroom Dates

DATE	LOCATION	FEE
12 - 16 October 2026	Munich - Germany	€1,725
9 - 13 November 2026	Amsterdam - Netherlands	€2,125
14 - 18 December 2026	London - United Kingdom	€2,100
18 - 22 January 2027	Istanbul - Türkiye	€1,425
15 - 19 February 2027	Cape Town - South Africa	€2,125
15 - 19 March 2027	Barcelona - Spain	€1,925
19 - 23 April 2027	Rome - Italy	€2,125
17 - 21 May 2027	Munich - Germany	€2,125

— 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.