BURMAN ASSOCIATES

Importing and Exporting in the Supply Chain – 3 day course

This course assumes a basic knowledge of logistics terms and concepts.

The course is suitable for supervisors and first level managers

The training course will give all attendees

- an understanding of the concepts and terminology used in importing and exporting
- some practical examples of how these terms and concepts apply to in practice
- some checklists and guidelines for applying these concepts to working in an international environment where importing and exporting is required

Typical Outline of a Course

Importing and
exporting

Day 1

International trade - concepts

Basic import and export terminology

An overview of the importation process

Introduction

Planning to import?

Managing transport

Your legal responsibilities as an

importer

Importing goods

Protect your interests when

importing

Financial considerations

Finding the right supplier

overseas

Day 2

What's involved in selling goods or services to another country

Introduction

Planning to export?

Selling and distribution in

overseas markets

Marketing your product or service

overseas

Your legal obligations as an

exporter

Transport considerations

Financial considerations

Working effectively with different

cultures

Ten key steps to successful

exporting

Day 3

Case study exercises

Basics of customs and tarrifs Risks and rewards of trading abroad Intellectual property protection overseas Export licences Ethical trading