



Managing International Trade & Freight Forwarding

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Procurement
Supply Chain
Distribution
Time to Market

Managing International Trade & Freight Forwarding

Introduction:

International trade has been conducted by many companies for many years- in more recent times however, the growth in international sourcing/importing has meant that many companies have found they do not have the appropriate knowledge and know how.

This training program looks at the essentials of international trade and freight transport. It will give a structured approach so you can analyze and then improve your international trade and freight operations.

Who should attend?

- Those having some responsibility for buying from overseas and for forwarding/import activities.
- Traffic managers, forwarding managers, shipping managers, logistics/supply chain managers and expeditors.
- Those existing managers/supervisors, who need a “confirmation” of their current operation
- Supply, Buying, Purchase, Logistics, Materials and Supply Chain Managers
- Those who are looking for business gains and benefits from managing their supply chains more effectively

Personal Impact:

- Gain the financial benefits that effective international supply chain management can bring
- Determine how time “secretly” builds up in supply chains and that time is cash
- Be able to understand, recall and apply improvements after the seminar for work based application
- Best in class practices
- Apply best practice
- Understand the role of forwarding agents in international trade
- Understand transport and shipping operations
- Examine operations for cost/service improvements
- Control operations effectively
- Apply models for ongoing improvement programs

Organizational Improvements:

- To examine financial benefits
- To analyze lead times
- To identify and understand cost / service improvements
- To succeed in improving operations

Training Methodology:

This interactive Training will be highly interactive, with opportunities to advance your opinions and ideas and will include;

- Lectures
- Workshop & Work Presentation
- Case Studies and Practical Exercise

- Videos and General Discussions

Certificate:

BTS attendance certificate will be issued to all attendees completing minimum of 80% of the total course duration.

Contents:

Day 1 - The Supply Chain

- Definitions of logistics and Supply Chain management
- The interrelations and connections of Buying, Making, Moving, and Selling activities
- History and the development
- A view of the future.
- Key Aspects of Supply Chain Management
- The cost/service balance
- Customer service principles
- Lead times throughout the supply chain
- Adding value
- Production options/changes
- Trade off opportunities
- Rules for effective supply chain management
- The Benefits of adopting a Supply Chain approach
- Understanding the sub functional conflicts
- Benefits within and between functions
- Taking a supply chain view of total acquisition costs
- Accepting that competitive advantage comes from the Supply Chain

Day 2 - International Trade

- Reasons for International Trade
- Why do people Buy/Sell overseas
- Features of International Trade
- Supply/Demand variables
- International Trade Terms of Sale and Delivery
- Incoterms
- Payments
- Documents
- Insurance
- Logistics viewpoints
- Customs and Excise in International Trade
- Systems and process and operational activity

Day 3 - Legal Documentation Aspects

- Legal aspects and Liabilities
- Agent and principal relationships
- Agent and carrier liabilities
- Terms and conditions of trading
- Contract terms used in International Trade
- The Documentation Chain
- Shipping instructions
- Letters of credit
- Banking procedures
- Movement documents
- Consular
- Invoices
- Packing lists

- Import licenses and controls
- Rent and demurrage charges
- Processing for customs clearance

Day 4 - Freight Logistics

- Freight Transport Operations
- Mode characteristics and key features
- Full load movements to parcels and use of couriers
- Chartering, liner and Shared/Network services
- Freight calculations
- Costing operations
- Best practice
- Models for transport planning
- Service frequency
- Service provider variables

Day 5 - Improvements

- Understand the Freight Market
- Appreciate what influences this market
- Consider customs implications
- Select the Supplier
- Look for Added Value
- Monitor & Review
- A 5 step Model for Supplier and Supply Chain Development
- Should we?
- Benefits and Drawbacks
- Internal Issues
- Key Issues