

# IMPORT EXPORT TRADE

## OPERATIONS COURSE

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## IMPORT-EXPORT TRADE OPERATIONS COURSE

- ♦ Import-export course covers the ways in which businesses transport goods over international boundaries. An introductory course in trade operations, involves the buying and selling of products internationally, covers practical topics related to importing & exporting. This course covers the theory of international merchandise trade. Participants get a chance to explore payment methods, risk analysis, & import-export documentation.
- ♦ International markets offer huge opportunities for UAE and MENA region businesses. Finding and developing new markets for products is a hugely valuable avenue for expansion and in some sectors in particular, global demand for international brands and products makes international trade an excellent means of growth. Selling internationally is very complex but as with most things – easy with help and appropriate training.
- ♦ The Introduction to Exim course covers all the basic key areas that a person would need to become a much more effective exporter or importer.
- ♦ The course will explain the requirements for documentation, what content is required and why? Plus, an overview of country of origin, Incoterms and what you need to keep as proof of export for potential audits.

## SOME COMMON CONCEPTS TAUGHT IN IMPORT AND EXPORT COURSES INCLUDE:

- ♦ Import and export laws
- ♦ Customs regulations
- ♦ International law
- ♦ Shipping operations
- ♦ Documentation
- ♦ Harmonized Classification
- ♦ Tariff regulations
- ♦ Trade Bloc
- ♦ Customs Clearance for Export and Import

## WHO SHOULD ATTEND?

- ♦ This course is most suitable for professional or persons connected to International Business or people working in export and import the departments within a business that this course would apply to are:
- ♦ Customer Services
- ♦ Export Administration
- ♦ Shipping
- ♦ Export Sales Administration, Logistics, Distribution & Supply Chain

## MAIN COURSE CONTENT WOULD COVER KNOWLEDGE AREAS

- ♦ Introduction to International Business
- ♦ Routes to Market
  - ♦ Trade Agreements - Preferential/Free
  - ♦ Overview of Preference documents
  - ♦ Overview of Non-preferential documents
  - ♦ Direct vs Indirect Route to Market
- ♦ Risk of International Business
- ♦ STEEPLED, Currency, Trade Risk
- ♦ Trade Bloc
- ♦ Inco terms 2020
- ♦ Role of Customs
- ♦ Tariff and other restrictions
- ♦ Cargo Manifestation
- ♦ HS Code Classification
- ♦ Payment terms – Pre and Post Shipment
- ♦ Understanding Shipping Documentation
  - ♦ Invoice - Types and content
  - ♦ Packing List



- ◆ Certificate of Origin
- ◆ Insurance Documents
- ◆ Transport Documents
- ◆ Cargo Consolidation
- ◆ Air transportation
- ◆ Sea - Dry Box – Container, Loose, RORO, Bulk –Chartering
- ◆ International Shipping Regulations
- ◆ Surface transport – Road and Railway
- ◆ Multimodal Transport
- ◆ Free Zone Operation
- ◆ Export Clearance Process – Dubai E-Mirsal 2
- ◆ Export Goods Declaration – Various Types
- ◆ Import Clearance Process – Dubai E Mirsal 2
- ◆ Import Goods Declaration – various types

## ABOUT US

YourOwn Institute of Training & Professional Development is established in May 2021 with the approval from DED & KHDA-Dubai.

A set of experienced Educational Experts, world class Trainers and Professional consultants who know the need and pulse of the working force, are behind this venture. This Institute is developed after doing immense market survey from the working force and the Corporates. We collected feedback from them and realised what they want exactly to upgrade in their professional career.

As the name suggests it is 'YourOwn Institute'. We are committed %100 Customer happiness. Excellent consultation, career counselling based on TNA and world class training are our highlight.

We at YOI, offer you a wide range of Professional courses. Whichever field you are working, we have a course for your Professional Development. We provide a complete exam preparation for Professional courses like ACCA, CIMA, CMA, CPA, CIA, CFE, CAMS, IATA courses, international HR Certifications, PMP, Six Sigma, NCMA

programs and many more. Besides these, we have KHDA certificate programs on Airline and travels, Accounting and finance, Engineering, IT, Languages, Logistic and Supply chain and courses related to Management. All these courses are approved globally and attracts employment opportunities from Multinational companies.

We at YourOwn Institute also provides excellent coaching and training for the Corporates. We have a team of Professionals who can tailor made and customize the programs for you in a very affordable budget and we guarantee your satisfaction as an end result. We also offer you one day and two-day workshops to upgrade the skills of your employees.

We are offering both Online and on-site classes. We are open to conduct the classes at our premises, your company premises, Hotels or any venue according to your convenience. We guarantee on quality and satisfaction on every situation.

Please walk-in to our office and feel the difference in customer service and get your dream course and Certifications.

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