



INCUBaku Regional Office Lecture Series

“International Trade Transactions and Documentation” Short Course

23-24 January 2016

This course introduces participants to the issues associated with international trade transactions and the ways in which such issues impact on business and customs activities. Participants will examine commercial aspects and legal aspects of the international sale and carriage of goods, terms of trade, the financing of international transactions, and related matters.

Participants in this course will learn how to identify sources of information about international commercial transactions and apply their knowledge to their work as administrators, lawyers and traders. In particular they will learn how to increase their ability to deal with key issues of international trade contracts, terms of trade, and associated aspects.

Topics covered in this course include:

1. Introduction
2. Risks in International Trade Transactions
3. Overview of Documents in International Trade Transactions
4. Overview of the International Legal Framework
5. Role of Freight Forwarder and Estimation
6. International Contracts of Sale
7. International Commercial Terms – INCOTERMS 2000 & 2010
8. United Nations Convention on Contracts for the International Sale of Goods (CISG)
9. Carriage of Goods by Sea, Air and Multimodal Transport
10. International Payments

This course is delivered by the Centre for Customs and Excise Studies (CCES), which is the world's leading provider of training and education in the highly specialised areas of customs, excise and border management. Recognised by the World Customs Organization (WCO) and our peers as international leaders in the field of Customs education, we play a key role in establishing and maintaining the WCO Professional Standards. CCES houses the Secretariat of the International Network of Customs Universities (INCUBaku) and, together with the University of Münster, Germany, publishes the World Customs Journal, which is dedicated to international customs matters and is fully endorsed and co-badged by the WCO. These are continually updated through our ongoing research activities to reflect contemporary and emerging issues.

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Course Schedule

DAY 1 – 23 January 2016	
09:30-10:00	Introduction
10:00-11:00	Risks in International Trade Transactions
11:00-11:15	<i>Coffee Break</i>
11:15-12:30	Overview of Documents in International Trade Transactions
12:30-14:00	<i>Lunch Break</i>
14:00-15:15	Overview of the International Legal Framework
15:15-15:30	<i>Coffee Break</i>
15:30-16:15	Role of Freight Forwarder and Estimation
DAY 2 – 24 January 2016	
09:30-11:00	International Contracts of Sale & International Commercial Terms
11:00-11:15	<i>Coffee Break</i>
11:30-12:30	Convention on Contracts for the International Sale of Goods (CISG)
12:30-14:00	<i>Lunch Break</i>
14:00-15:15	Carriage of Goods by Sea, Air and Multimodal Transport
15:15-15:30	<i>Coffee Break</i>
15:30-16:15	International Payments
16:15-16:30	Course Review