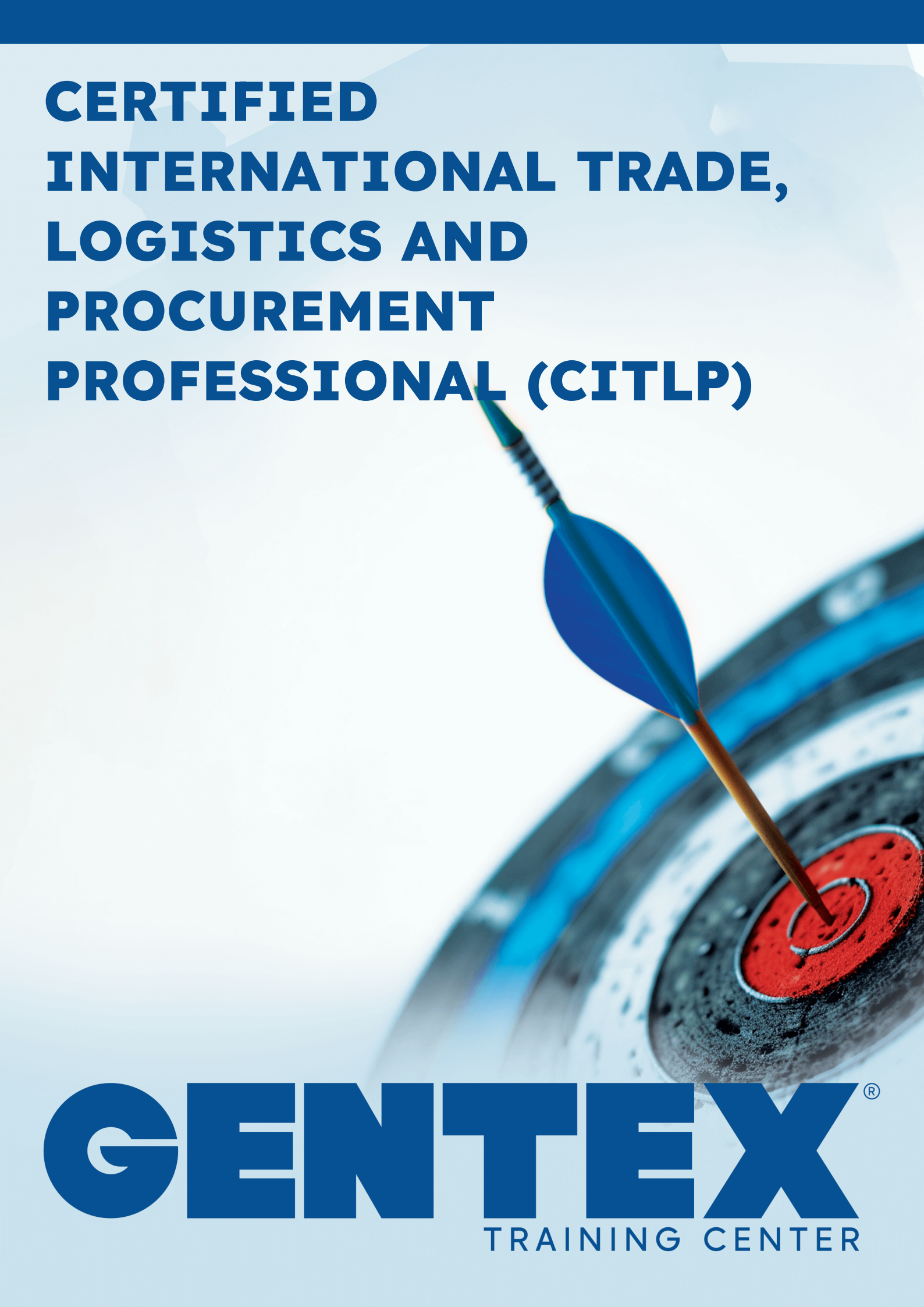
CERTIFIED INTERNATIONAL TRADE, LOGISTICS AND PROCUREMENT PROFESSIONAL (CITLP)



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Introduction

Trade, logistics, and procurement meet in the same transaction: a buyer places an order abroad, a forwarder moves it, customs clears it, and a warehouse receives it. When each function works on its own assumptions, the cost shows up in freight, duty, delays, and disputes. This Certified International Trade, Logistics and Procurement Professional (CITLP) Training Course gives procurement, logistics, and trade professionals one integrated method across all three. Participants learn sourcing and negotiation, trade classification and origin, Incoterms and documentation, freight and customs coordination, inventory and warehouse control, and performance measurement. Furthermore, the course connects every decision to landed cost, cash, and compliance.

Certified International Trade, Logistics and Procurement Professional (CITLP) Course Objectives

- Apply the full procurement cycle from requirement to contract award.
- Analyse spend, segment categories, and design sourcing strategies.
- Prepare tenders and evaluate bids with weighted criteria.
- Negotiate commercial terms using BATNA analysis and structured planning.
- Classify goods under the Harmonized System and determine origin correctly.
- Apply Incoterms 2020 rules and allocate cost and risk deliberately.
- Coordinate freight, carriers, and customs clearance with accurate documentation.
- Control inventory with ABC and XYZ classification and reorder rule setting.
- Manage trade compliance: sanctions screening and export control checks.
- Measure performance with landed cost, delivery reliability, and stock accuracy.

Course Methodology

- Facilitated sessions built on real tenders, shipping documents, and stock records.

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- Case workshops on sourcing failures, customs holds, and freight cost overruns.
- Spreadsheet drills on bid evaluation, landed cost, and reorder point calculation.
- Negotiation role-play and documentation verification labs.
- Group exercise on an integrated trade, logistics, and procurement improvement plan.

Who Should Take This Course

- Procurement and purchasing officers.
- Import, export, and logistics coordinators.
- Trade compliance and customs documentation staff.
- Supply chain analysts and planners.
- Storekeepers and warehouse supervisors.
- Contracts and tender administration staff.

Certified International Trade, Logistics and Procurement Professional (CITLP) Course Outlines

Day 1: Procurement Cycle, Spend Analysis, and Category Strategy

- The procurement cycle and its governance checkpoints.
- Spend analysis, the spend cube, and category segmentation.
- The Kraljic portfolio matrix and strategy per quadrant.
- Supplier prequalification and due diligence practice.
- Specification writing and avoiding over-specification.
- Procurement policy, authority limits, and approval routes.

- Savings baselining and procurement performance indicators.

Day 2: Tendering, Evaluation, and Negotiation

- Tender documents: RFP, RFQ, and two-envelope approaches.
- Weighted evaluation models for technical and commercial criteria.
- Total cost of ownership and lifecycle costing in evaluation.
- Negotiation preparation: objectives, limits, and walk-away points.
- BATNA analysis and power balance assessment.
- Concession planning and value-based trading.
- Award recommendation, approvals, and supplier debriefing.

Day 3: Trade Classification, Origin, and Incoterms

- Harmonized System structure and the General Interpretative Rules.
- Preferential and non-preferential origin criteria.
- Certificates of origin and supplier declaration evidence.
- The eleven Incoterms 2020 rules and their risk transfer points.
- Customs valuation methods and duty calculation.
- Landed cost build-up: goods, freight, insurance, duty, and handling.
- Sanctions screening and export control basics.

Day 4: Logistics, Freight, and Customs Coordination

- Mode selection: road, sea, air, rail, and multimodal comparison.
- Carrier and freight forwarder selection and performance measures.
- Freight rates, surcharges, and invoice auditing.
- Commercial invoice, packing list, and transport document accuracy.

- Customs declaration, release procedures, and demurrage avoidance.
- Cargo insurance, liability limits, and claims handling.
- Container inspection, sealing, and tamper evidence checks.

Day 5: Inventory Control, Warehousing, and Performance

- ABC and XYZ classification for control levels.
- Economic order quantity, safety stock, and reorder point setting.
- Receiving, put-away, issuing, and returns control.
- Cycle counting design and stock accuracy governance.
- KPIs: landed cost, delivery reliability, fill rate, and stock accuracy.
- Technology: ERP, WMS, TMS, and trade documentation systems.
- Building an integrated trade, logistics, and procurement roadmap.

Conclusion

By successfully completing the Certified International Trade, Logistics and Procurement Professional (CITLP) Training Course, participants will have acquired a thorough working knowledge of procurement cycle management, tendering and negotiation, trade classification and origin, Incoterms application, freight and customs coordination, inventory and warehouse control, and end-to-end performance measurement. They will leave able to buy internationally with fewer holds and disputes, control landed cost with real figures, and present performance that finance and audit accept. Gentex Training Center delivers this programme with trade, logistics, and procurement practitioners who manage these operations in live organisations.

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FAQs for the Certified International Trade, Logistics and Procurement Professional (CITLP) course

Q1 What is the "Certified International Trade, Logistics and Procurement Professional (CITLP)" course about?

It is a five-day programme that connects international trade, logistics, and procurement into one working method. It covers the procurement cycle, tendering and negotiation, classification and origin, Incoterms 2020, freight and customs coordination, inventory and warehouse control, and performance measurement.

Q2 What are the key benefits of the "Certified International Trade, Logistics and Procurement Professional (CITLP)" course?

Participants reduce customs holds and clearance disputes through accurate classification and documentation, secure better commercial terms through structured negotiation, and control landed cost with real figures rather than estimates. They also gain one consistent set of cost, delivery, and stock measures across all three functions.

Q3 What skills will I gain from the "Certified International Trade, Logistics and Procurement Professional (CITLP)" course?

You will gain procurement cycle and sourcing management, tender evaluation and structured negotiation, trade classification, origin, and Incoterms application, and freight, customs, inventory, and warehouse control with performance measurement.

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Q4 What tools, methods, or standards are covered in the "Certified International Trade, Logistics and Procurement Professional (CITLP)" course?

The course works with spend cube analysis and the Kraljic portfolio matrix, the Harmonized System and General Interpretative Rules, preferential origin criteria including tariff shift, certificates of origin and supplier declarations, all eleven Incoterms 2020 rules, customs valuation and duty calculation, landed cost models, sanctions and denied-party screening, RFP and RFQ frameworks with weighted evaluation, BATNA analysis and concession planning, incoterms-based freight and insurance arrangements, commercial invoice and packing list requirements, ISO 17712 container sealing practice, ABC and XYZ classification, economic order quantity and safety stock models, cycle counting with tolerance thresholds, and KPIs including landed cost, delivery reliability and stock accuracy.

Q5 How is the "Certified International Trade, Logistics and Procurement Professional (CITLP)" course applied in real-world practice?

Teams apply it when running a tender for imported goods, classifying a new item for customs, validating a supplier's origin declaration, booking freight and verifying documents, clearing a consignment, setting reorder levels, and reporting landed cost and delivery performance to management.