CROSS-BORDER PROCUREMENT & TRADE COMPLIANCE



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Introduction

Buying across borders adds a layer of obligation that domestic purchasing never faces. Tariff codes, origin rules, sanctions lists, export controls, and currency terms all attach to the transaction before the goods even move, and an error in any of them can stop a shipment at the border. This Cross-Border Procurement & Trade Compliance Training Course gives procurement, trade compliance, and supply chain professionals a complete working method for international purchasing. Participants learn how to classify goods, apply preferential origin, screen counterparties, structure Incoterms and payment terms, and prepare documentation that clears customs without delays. Furthermore, the course links compliance discipline to landed cost and supplier selection.

Cross-Border Procurement & Trade Compliance Course Objectives

- Apply the Harmonized System to classify purchased goods correctly.
- Determine origin under preferential and non-preferential rules and validate certificates.
- Screen suppliers and counterparties against sanctions and denied-party lists.
- Assess dual-use, export control, and restricted goods obligations.
- Apply Incoterms 2020 to allocate cost, risk, and responsibility correctly.
- Structure payment terms, currency, and documentary credit for cross-border supply.
- Prepare commercial invoices, packing lists, and certificates that clear customs.
- Calculate landed cost including duty, freight, insurance, and handling.
- Manage customs valuation, duty relief, and post-clearance audit exposure.
- Build cross-border compliance controls, records, and supplier contract clauses.

Course Methodology

- Facilitated sessions built on real declarations, invoices, and trade documents.

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- Case workshops on classification disputes, origin failures, and blocked shipments.
- Spreadsheet drills on landed cost, duty calculation, and cost comparison.
- Screening and documentation review exercises using live checklists.
- Group exercise on a cross-border procurement and compliance control plan.

Who Should Take This Course

- Procurement and sourcing managers buying internationally.
- Trade compliance and customs officers.
- Import and export administrators.
- Contracts and commercial managers handling cross-border terms.
- Supply chain and logistics coordinators.
- Internal audit staff reviewing trade compliance controls.

Cross-Border Procurement & Trade Compliance Course Outlines

Day 1: Trade Framework and Cross-Border Procurement

- World Trade Organization principles and their effect on purchasing.
- Free trade agreements, customs unions, and preferential treatment.
- Roles of customs authorities, brokers, and carriers.
- The cross-border purchase cycle from requisition to clearance.
- Trade documentation set and its accuracy requirements.
- Authorised economic operator status and its purchasing benefits.

- Cross-border procurement risk map and control ownership.

Day 2: Classification and Rules of Origin

- Harmonized System structure and the General Interpretative Rules.
- Classifying difficult goods: sets, parts, and composite products.
- Binding tariff information and classification rulings.
- Preferential versus non-preferential origin criteria.
- Tariff shift, regional value content, and product-specific rules.
- Certificates of origin, supplier declarations, and evidence trails.
- Responding to origin and classification verification requests.

Day 3: Sanctions, Export Controls, and Restricted Goods

- Consolidated sanctions lists and denied-party screening workflow.
- Dual-use goods, end-use and end-user verification.
- Export licences, technical data controls, and re-export rules.
- Anti-dumping and countervailing duty exposure.
- Restricted and prohibited items under national regulation.
- Red-flag indicators and escalation procedures.
- Record-keeping, retention, and audit defence.

Day 4: Incoterms, Payment, and Landed Cost

- Incoterms 2020 rules and where risk and cost transfer.
- Choosing terms that match mode of transport and control needs.
- Documentary credit, open account, and payment risk.

- Currency exposure and price adjustment clauses.
- Landed cost build-up: goods, freight, insurance, duty, and handling.
- Customs valuation methods and adjustments to price.
- Duty relief, temporary admission, and drawback opportunities.

Day 5: Documentation, Audit, and Compliance Governance

- Commercial invoice, packing list, and transport document accuracy.
- Certificates, licences, and pre-shipment inspection requirements.
- Post-clearance audit preparation and evidence packs.
- Voluntary disclosure and penalty mitigation.
- Supplier contract clauses for compliance and documentation duties.
- Trade compliance KPIs and exception monitoring.
- Building a cross-border procurement governance roadmap.

Conclusion

By successfully completing the Cross-Border Procurement & Trade Compliance Training Course, participants will have acquired a solid working knowledge of tariff classification, origin determination, sanctions and export control screening, Incoterms and payment structures, landed cost calculation, customs documentation, and post-clearance audit readiness. They will leave able to buy internationally with fewer holds and disputes, control landed cost with real figures, and keep cross-border records that withstand inspection. Gentex Training Center delivers this programme with procurement and trade compliance practitioners who manage international supply in live organisations.

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FAQs for the Cross-Border Procurement & Trade Compliance course

Q1 What is the "Cross-Border Procurement & Trade Compliance" course about?

It is a five-day programme on buying internationally while meeting trade obligations. It covers tariff classification, rules of origin, sanctions and export control screening, Incoterms 2020 and payment structures, landed cost calculation, customs documentation, and audit readiness.

Q2 What are the key benefits of the "Cross-Border Procurement & Trade Compliance" course?

Participants cut border holds and clearance disputes, control landed cost with accurate figures instead of estimates, and avoid penalties from sanctions, origin, or valuation errors. They also gain documentation and records that hold up under post-clearance audit.

Q3 What skills will I gain from the "Cross-Border Procurement & Trade Compliance" course?

You will gain tariff classification and origin determination, sanctions and export control screening, cross-border contract term and landed cost structuring, and customs documentation and post-clearance audit control.

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Q4 What tools, methods, or standards are covered in the "Cross-Border Procurement & Trade Compliance" course?

The course works with the Harmonized System and the General Interpretative Rules, binding tariff information requests, preferential origin criteria including tariff shift and regional value content, certificates of origin and supplier declarations, consolidated sanctions and denied-party lists, dual-use and end-use verification, export licence controls, Incoterms 2020 rules, documentary credit arrangements, customs valuation methods, landed cost models, duty relief and drawback schemes, and post-clearance audit checklists.

Q5 How is the "Cross-Border Procurement & Trade Compliance" course applied in real-world practice?

Teams apply it when classifying a new imported item, validating a supplier's origin declaration, screening a new vendor before onboarding, comparing landed cost across two sourcing countries, preparing documents before a shipment, and assembling evidence for a customs audit. It also guides Incoterm selection in supplier contracts.