IMPORT & EXPORT RISK MANAGEMENT AND COMPLIANCE



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Introduction

Import & Export Risk Management and Compliance Training Course prepares trade professionals to move goods across borders with control over risk and cost. Participants work through customs rules and procedures, tariff classification, customs valuation, rules of origin, trade documentation, sanctions and export controls, restricted goods screening, and customs risk management as one connected discipline. The programme links the compliance obligations of cross-border trade with the operational decisions that keep shipments moving. As a result, learners gain a practical method for managing trade risk. Furthermore, the course strengthens classification accuracy, documentation discipline, and customs audit readiness.

Import & Export Risk Management and Compliance Course Objectives

- Explain the international trade framework and customs procedures.
- Apply tariff classification using the Harmonized System (HS) and GRI rules.
- Apply customs valuation methods under WTO valuation principles.
- Determine origin and apply rules of origin and preferential agreements.
- Prepare and verify trade documents, invoices, and certificates of origin.
- Apply Incoterms 2020 and their effect on risk and cost transfer.
- Apply sanctions, embargo, and export control screening requirements.
- Apply dual-use and restricted goods controls and licence requirements.
- Apply customs risk management, valuation queries, and post-clearance audits.
- Apply trade compliance governance, record keeping, and audit readiness.

Course Methodology

- Interactive sessions built on import and export compliance cases.

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- Workshops on classification, valuation, origin, and documentation.
- Group exercises on Incoterms selection, screening, and dispute responses.
- Hands-on practice with classification guides, customs forms, and audit checklists.
- Simulation of a customs valuation query and a post-clearance audit.
- Facilitator coaching and peer review on personal trade compliance plans.

Who Should Take This Course

- Import and export managers and trade compliance officers.
- Customs brokers and freight forwarding professionals.
- Procurement and logistics specialists in international trade.
- Finance and accounting staff handling duties and trade payments.
- Legal advisors and contract specialists on trade terms.
- Internal auditors covering customs and trade compliance.

Import & Export Risk Management and Compliance Course Outlines

Day 1: The International Trade Framework

- The WTO framework and customs administration basics.
- Import and export procedures and the customs lifecycle.
- Customs regimes: standard, temporary, transit, and bonded.
- Duties, taxes, and fees on imports and exports.
- Customs authorities, powers, and inspection rights.
- Common trade risks: delay, penalty, seizure, and overpayment.
- Case discussion: a shipment held for a documentary error.

Day 2: Tariff Classification and Valuation

- The Harmonized System (HS) structure and six-digit codes.
- The General Rules for the Interpretation (GRI) and classification logic.
- Binding rulings and classification disputes.
- Customs valuation methods and the transaction value approach.
- Adjustments, royalties, assists, and related-party pricing.
- Valuation queries and evidence requirements.
- Workshop: classifying and valuing a product line.

Day 3: Origin, Preferential Agreements, and Documentation

- Non-preferential and preferential origin concepts.
- Rules of origin, tariff shift, and value-added criteria.
- Free trade agreements and preferential duty claims.
- Certificates of origin and supplier declarations.
- Commercial invoice, packing list, and transport documents.
- Incoterms 2020 and their effect on risk transfer and duties.
- Exercise: checking a certificate of origin for compliance.

Day 4: Sanctions, Export Controls, and Restricted Goods

- Sanctions regimes: OFAC, UN, EU, and UK lists.
- Embargoes, restricted destinations, and end-use controls.

- Dual-use goods and export licence requirements.
- Screening parties, vessels, and end users.
- Red flags in trade-based financial crime and evasion.
- Escalation, hold, and reporting procedures.
- Simulation: screening a shipment against sanctions lists.

Day 5: Customs Risk Management and Audit

- Customs risk management and authorised trader programmes.
- Classification, valuation, and origin risk control.
- Record keeping requirements and retention periods.
- Post-clearance audits and responding to customs queries.
- Managing penalties, voluntary disclosure, and appeals.
- Trade compliance governance and internal control.
- Capstone: presenting an import and export compliance plan.

Conclusion

By successfully completing Import & Export Risk Management and Compliance, participants will gain a practical command of customs procedures, tariff classification and valuation, origin determination, trade documentation, sanctions and export controls, and customs audit readiness. They will acquire skills in classification accuracy, document verification, screening practice, and customs record keeping that protect margins and avoid delays. Gentex Training Center designs the programme to help professionals manage cross-border trade with confidence.

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FAQs

Q1 What is the "Import & Export Risk Management and Compliance" course about?

It prepares trade professionals to move goods across borders with control over risk and cost. The course spans the international trade framework, tariff classification and valuation, origin, preferential agreements and documentation, sanctions, export controls and restricted goods, and customs risk management and audit.

Q2 What are the key benefits of the "Import & Export Risk Management and Compliance" course?

You gain a practical method for managing trade risk that connects compliance obligations with operational decisions. The course improves classification and valuation accuracy, strengthens origin and documentation discipline, sharpens sanctions and export control screening, and gives you customs record keeping and audit readiness that avoids delays and penalties.

Q3 What skills will I gain from the "Import & Export Risk Management and Compliance" course?

You will develop four core skills: tariff classification and customs valuation application, origin determination with trade documentation verification, sanctions, export control and restricted goods screening, and customs risk management with record keeping and audit readiness.

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Q4 What tools, methods, or standards are covered in the "Import & Export Risk Management and Compliance" course?

The course covers the WTO framework and customs administration, import and export procedures and the customs lifecycle, standard, temporary, transit and bonded customs regimes, duties, taxes and fees, customs authorities and inspection rights, the Harmonized System (HS) structure and six-digit codes, the General Rules for the Interpretation (GRI), binding rulings and classification disputes, customs valuation methods and the transaction value approach, adjustments, royalties, assists and related-party pricing, valuation queries and evidence requirements, non-preferential and preferential origin, rules of origin and tariff shift and value-added criteria, free trade agreements and preferential duty claims, certificates of origin and supplier declarations, commercial invoices, packing lists and transport documents, Incoterms 2020, sanctions regimes including OFAC, UN, EU and UK lists, embargoes, restricted destinations and end-use controls, dual-use goods and export licence requirements, screening of parties, vessels and end users, red flags in trade-based financial crime, escalation, hold and reporting procedures, customs risk management and authorised trader programmes, record keeping requirements and retention periods, post-clearance audits and customs queries, penalties, voluntary disclosure and appeals, and trade compliance governance and internal control.

Q5 How is the "Import & Export Risk Management and Compliance" course applied in real-world practice?

Participants apply it to real work such as classifying a product line under the HS, reviewing a customs valuation for related-party pricing, checking a certificate of origin, selecting the right Incoterm for a shipment, screening a party against sanctions lists, and preparing records for a post-clearance audit. The same methods support voluntary disclosure decisions and customs dispute responses.

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