



Add-Wise Conseils
Advising your growing business!

Sarl Palauva

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BP80023 F-38352 La Tour du Pin Cedex

SYNOPSIS

Ref : 01 GOIE-CC-GB - Gestion des Opérations d'Import-Export

SME/SMIS: IMPORT-EXPORT OPERATIONS MANAGEMENT - AUDIT OF INTERNATIONAL OPERATIONS - COMPLETE CYCLE

Duration: **6 days**, 42 hours, in 12 half days

Cost: To be determined

Place: To be determined

Date: To be determined

The aim here is to approach the "technical" aspects of the internationalization of ones activity, by covering the various aspects and fundamentals that need to be known, and mastered, illustrated by practical cases, taken from a pragmatic experience in SME/SMIs.

GOALS

- To assimilate the techniques of international trade
- Cover all the constituents of international logistics
- Initiate a pro-active, yet perennial and transferable, methodology

TARGETS

- Manager / Business Executive
- Executive Assistant / new hires
- Anyone with a customer contact who wants to evolve internationally

METHODOLOGY

- Modular approach according to experience / wish
- Alternation of theoretical contributions and practical exercises from the participants' project

PROGRAM

- Half day 1: Incoterms

Understand them (definition, family)? Typology of the eleven 2010-Incoterms? Know how to use them (precaution, stakes, limits)

→ Practical work

- Half day 2: Logistics

International logistics chain (concept, global logistics, supply chain management, freight exchanges, intermodal transport, EDI), actors (possible choi-

ces, freight forwarders, main intermediaries), logistics subcontracting (advantages, limits)

→ Practical work

- Half day 3: The peculiarities of container transport

What is a container? (definition, dimensions, types, marking), the emergence of container transport (history, advantages, disadvantages), the use of containers (packing, grouping) intermediate, logistics subcontracting (advantages, limits)

→ Practical work

- Half day 4: International transport

Modes of transport (shipping, air, land), pricing (shipping, air, land, cost of insurance), the choice of a transport solution (cost, security, time)

→ Practical work

- Half day 5: The legal framework of international transport

Transport insurance (importance of insurance, different types), freight transport insurance contract (sea, air, land), carrier liability (international conventions, liability limits, compensation), regulation of claims (special, common damage)

→ Practical work

Prestataire de formation enregistré sous le numéro 82 38 05743 38. Cet enregistrement ne vaut pas agrément de l'Etat.

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- Half day 6: **Customs clearance**

The tariff classification of goods (scope of classification, customs nomenclature), determination of origin of goods (non-preferential, preferential, cumulation of origin), customs value (on import, export, statistical value) and transactional), customs clearance procedures (Delt@ procedures, electronic DAU, customs clearing solutions, authorized economic operator status)

→ Practical work

- Half day 7: **Customs procedures**

The common system (release for free circulation, release for consumption), the economic regimes (warehouse, temporary admission, processing), the transit system

→ Practical work

- Half day 8: **The customs debt**

The determination of the customs debt, the calculation of the customs duties, customs duties and incoterms, determination of the VAT, the mechanism of the differential taxation, the methods of payment (creed of removal, recovery)

→ Practical work

- Half day 9: **Payment instruments**

Check (definition and outlook in international transactions), bank transfer (definition, SWIFT network, IPI, SEPA), bill of exchange (definition, feature, possibilities offered), promissory note

→ Practical work

- Half day 10: **Documentary payment techniques**

Payment against reimbursement, documentary remittance (definition, operation), documentary credit (definition, types of Credoc, mechanism, method of implementation, deadlines and deadlines for presentation, required documents, amendment, special forms), stand-by letter of credit (definition, functioning, implementation)

→ Practical work

- Half day 11: **Financing modes**

Financing requirements, financing techniques (mobilization, factoring), financing of medium-term trade receivables (forfeiting, supplier credit, buyer credit), bank guarantees and surety (bank guarantee, guarantee intervention mechanisms, letter of credit stand-by)

→ Practical work

- Half day 12: **Intra-Community trade**

Declaration of exchanges of goods (DEB for double purpose, types of declarations, various possible supports, circulation of sensitive products), VAT system (intra-Community acquisitions, intra-Community deliveries, particular invoicing methods, e-commerce taxation)

→ Practical work

Note: All modules can be conducted in French as well

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