



# Professional Diploma in International Trade Compliance

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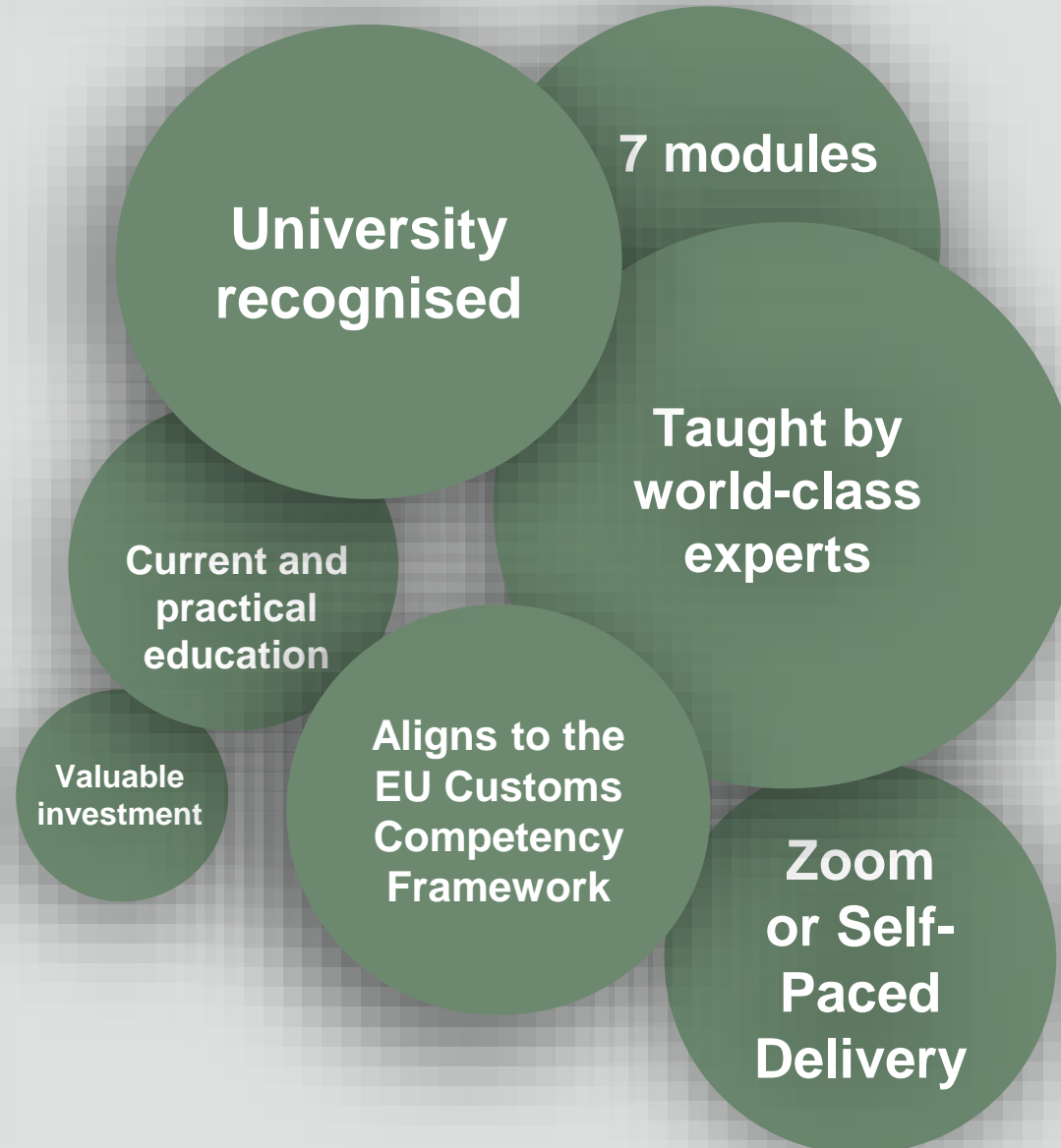
# Main Benefits of Completing the Diploma



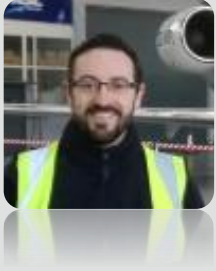


## Key Features of the Diploma

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## What our students say



*"I found the course to be very informative and conducted in a way that was easy to follow. I enjoyed the interaction which was encouraged throughout and was impressed by the level of knowledge displayed by the speakers. As we deal with numerous companies based in UK it is important to have a good understanding of the customs procedures that we must comply with post Brexit. I feel like I am now much better equipped going forward in my role as a Materials Specialist in the Aviation Sector. I would have no hesitation recommending this course to my fellow industry professionals."*

- Alan Monaghan - Senior materials Specialist (Dublin Aerospace)



*"The course has given me a better insight into foreign markets and their customs requirements which should help us assess and expedite export orders more efficiently and allow us to grow our territory with a bit more confidence and base knowledge."* - Karen O'Callaghan, Sales Executive (Ingredient Solutions Ltd)



*I could not recommend this course enough."* - Martin Flynn, Logistics Specialist (MaggrowTec)

## What our students say

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*"Happy to have completed the Diploma in International Trade compliance from the International Trade Institute. Excellent content throughout the course and delivered by world class experts. Highly recommend this course to anybody who would like to learn more in this field as its highly relevant."* - David Long, Senior Supply Chain Specialist (Abbott)



*"When completing the Professional Diploma in International Trade Compliance as mentioned the level of detail was superb. The experts that presented the course did so in a very interactive way that made reference to the day to day in detailing what does and should apply in the areas of Customs and Trade Compliance. Understanding all current aspects within Customs and Trade Compliance in the Freight and Logistics industry enables streamlined processes and the knowledge gained enables real time solutions with any enquiry that may arise."* - Hilda Horgan, Head of Customs Brokerage (DB Schenker)



*"Thanks for this really informative course. This will be beneficial in my role & there has been so much to learn"* - James Hurley, Warehouse Coordinator (BD)



# Who Should Take The Diploma?

Our Diploma is best suited, but not limited, to the following roles:

- ❖ Trade Compliance Professionals
- ❖ Customs Managers
- ❖ Supply Chain Professionals
- ❖ Finance Managers
- ❖ Legal Advisors
- ❖ Freight forwarding agents





# University Recognition

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The Professional Diploma in International Trade Compliance is recognised by Glasgow Caledonian University.

On successful completion, the Diploma will be awarded by the Institute and recognised by the University as meriting 20 credits at Level 8 on the Scottish Credit and Qualifications Framework (SCQF)

This international recognition equates to

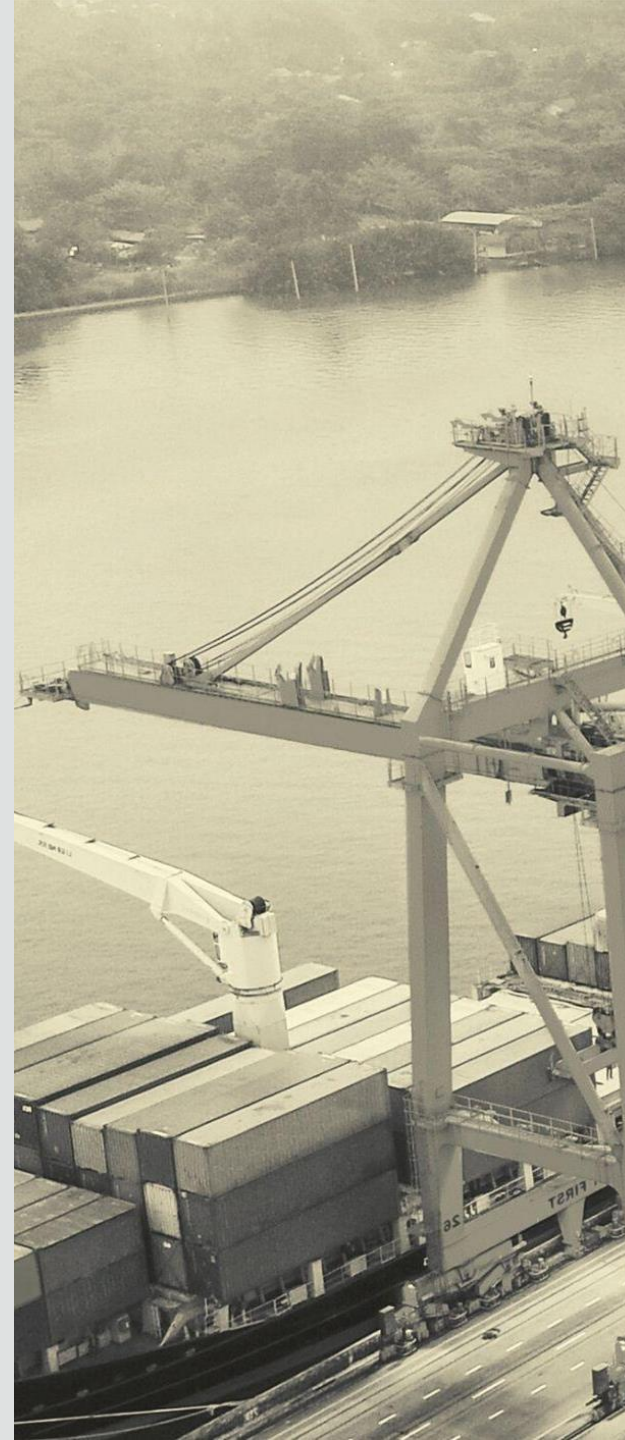
- Level 5 on the European Qualifications Framework (EQF)
- Level 6 on the Irish National Framework of Qualifications (NFQ) and
- Level 4 on the English and Northern Ireland Framework (RQF)
- Level 4 on the Welsh Framework (CQFW)



# Modules

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- **Customs for Business**
- **Risk Analysis and Compliance**
- **Classification & Tariffs**
- **Valuation**
- **Origin of Goods**
- **Supply Chain Operations**
- **Prohibitions and Restrictions**





# Module 1

## Customs for Business

The module gives a holistic understanding of Customs and its potential impact on business.

### Learning Outcomes

#### Understanding:

- The role of Customs activities and processes
- Incoterms
- International contracts
- Impact of Customs on supply chain
- Special procedures



## Module 2

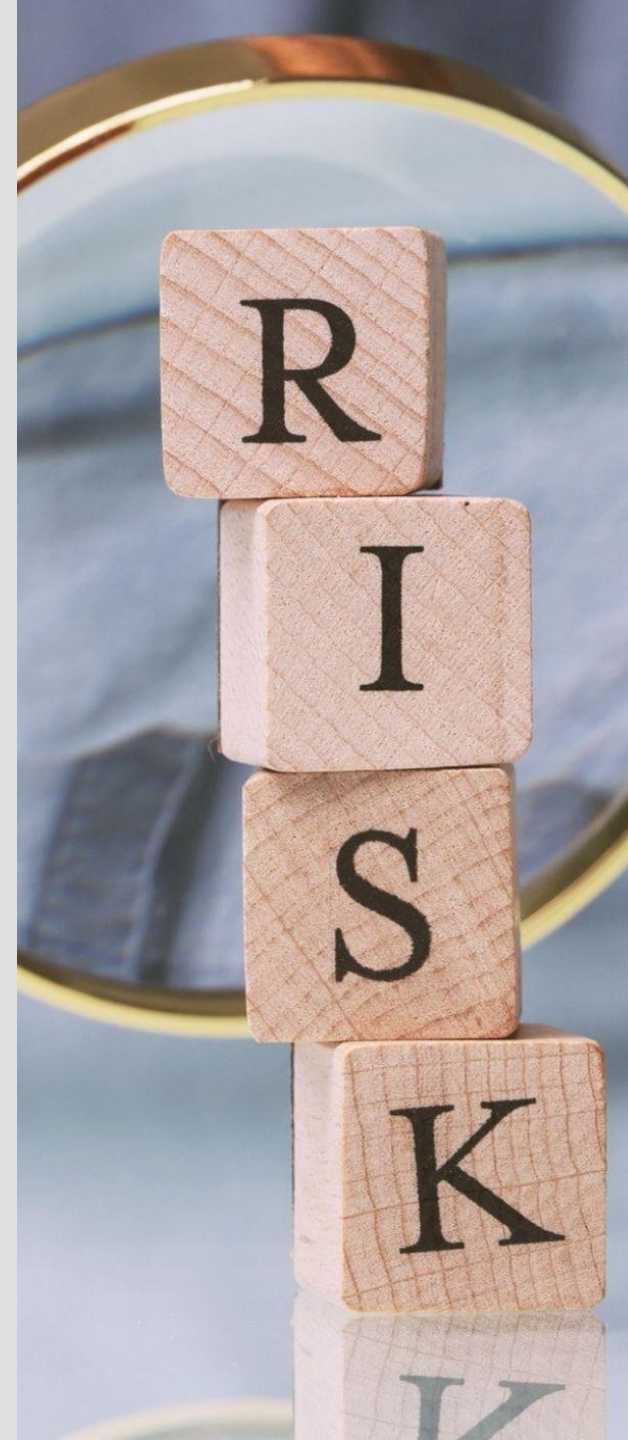
# Risk Analysis and Compliance

The module will focus on the techniques used to monitor, identify, analyse and address risk in relation to Customs and international trading procedures.

### Learning Outcomes

Understanding:

- The concept and types of risk
- Assessing risk severity
- Fundamentals of risk management for safety, security, and fiscal compliance



# Module 3

## Classification & Tariffs

The module covers all aspects of the classification of goods - application, validation and the use of online databases (e.g. TARIC)

### Learning Outcomes

Understanding:

- Terminology
- General interpretive rules (GIR)
- Binding Tariff Information (BTI)





# Module 4

## Valuation

The module explores the methods used to calculate Customs value.

### Learning Outcomes

Understanding:

- Customs valuation concepts and the relevant legislation
- Methods used to calculate the Customs value of goods



# Module 5

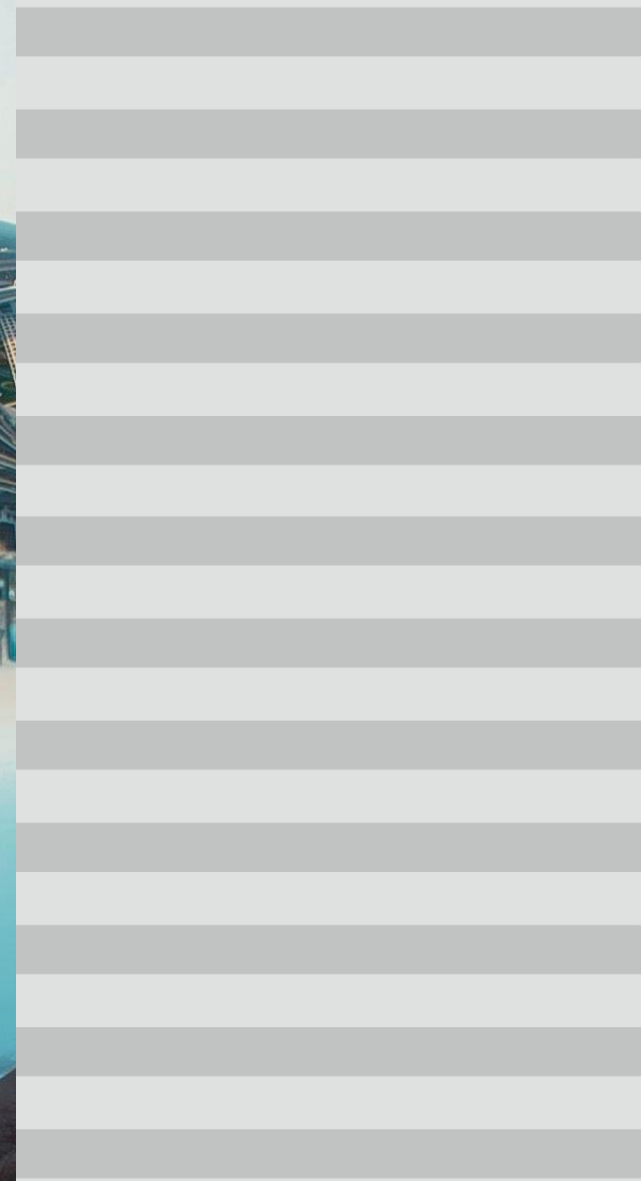
## Origin of Goods

The module will focus on the origin of goods which determines their economic nationality.

### Learning Outcomes

#### Understanding:

- Origin concepts, including preferential and non-preferential
- Methods to determine origin of goods
- Legislation
- Binding Origin Information (BOI)
- Proof of origin





# Module 6

## Supply Chain Operations

The module will cover all aspects of import, export, and transit in relation to core Custom flows and supply chain of trade.

### Learning Outcomes

Understanding:

- Integrated supply chain (Customs and Trade)
- Optimising smooth supply chain operations
- Safety and security of your supply chain



# Module 7

## Prohibitions and Restrictions

The module will cover the identification and management of prohibited and restricted goods in keeping with safety and security standards in the EU.

### Learning Outcomes

Understanding:

- Prohibited and restricted goods e.g. Dual Use
- Impact on Customs processes
- Counterfeit goods



# International Trade Institute

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## Who are we?



The International Trade Institute is a centre of education in international trade to meet a worldwide need on how to conduct trade in accordance with regulations, how to manage trade negotiations and how to encourage the business of trade.

The Institute draws on the world's best expertise and online teaching tools. It is a leading source of the highest quality learning in these fields.

# Faculty Director

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**Fiona Luciani** is Co-Founder and Director at the International Trade Institute. Fiona runs a series of events and courses for business executives focussed on international trade. For nine years she was the Training Manager at the Irish Exporters Association. She has designed and delivered numerous successful virtual and face-to-face training programmes incorporating the latest adult learning methodologies. She has strong experience in highly regulated and compliant industries.



# Our Educators



Brendan McAuley

- Executive Director
- Senior Strategist - Trade Advisers
- Economic Affairs Researcher - United Nations ESCAP (Trade and Investment Division)



Luc Baetens

- Partner at Möbius Business Redesign, focusing on supply chain management, operational excellence and sustainability.
- Senior Advisor in International Supply Chain Optimization for the Trusted Trade Alliance.



Lucie Cordier

- Trade and Export Compliance Lawyer at Custax & Legal, active in the aerospace and defence sectors..
- Export Compliance Manager at Airbus.
- Winner of the Royal Aeronautical Society's Young Person's Lecture Award (2017).



Tony Buckley

- Former Head of Irish Revenue's Customs Division.
- 40 years' experience in operations, policy and project delivery, including as a senior civil servant in several government departments.



# Our Educators



Bertrand Rager

- Senior Partner – Custax & Legal
- Customs and Supply Chain Lawyer - Möbius Business Redesign
- Paneuropean Customs & VAT director – DELPHI
- Director of VAT & Customs practice – Arthur Andersen



Dr Santiago Ibáñez  
Marsilla

- Law Professor at University of Valencia and Jean Monnet Chair "EU Customs law".
- Teaches Customs law at Munster, Rosario, San Carlos, Antwerp, Rotterdam.
- Authored 80+ publications.
- Editorial Board of the World Customs Journal.



Dr Laura Beretta

- Senior Advisor in EU Customs & Trade Law at the Trusted Trade Alliance.
- Faculty Member at SDA Bocconi School of Management for over 20 years.
- Representative of the European Association of Customs Brokers (CONFIAD) in trade discussions with the European Commission.



Linda Middleton Jones

- Founder of International Trade Matters
- 25 years' experience, including multiple regional and governmental appointments.
- Linda has been awarded the accolade of Most Influential Businesswoman in Multi-Sector International Commerce 2022

## Course Fee

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The price for completing the Professional Diploma in International Trade Compliance:

€3,750

£3,300

\$3,995

This includes all course notes, tuition and exam fees.

Contact us for more information

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**REGISTER  
NOW**

**Fiona Luciani**

**Director**



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