



International Trade QQI Certificate Course – (QQI/ IICM AWARDS)

Export Edge Training has been at the leading edge in International Trade & Finance Education and Corporate Courses in Ireland over the last 20 years.

This Professional Development Course in International Trade & Finance is designed to enable learners to operate effectively in the import / export sectors and to understand the key issues affecting this industry. The focus is on practical functions underlying international trade operations and regulations.

Learning outcomes

- To learn about the export/import procedures for different markets and the fundamental aspects of International Methods of Payment.
- To appreciate the risks and range of factors that affect World Trade
- To become familiar with the different modes of transport available to an exporter
- To achieve practical experience of Export Contracts and Legal Documents in International Shipping and Trade Finance Payments.

Course Modules

Export / Import Trade

- *Trade developments*
- *International Commercial Terms*
- *Incoterms 2010 contractual practicalities*
- *Trade & Customs Updates*
- *Modes of Transport & role of freight forwarder*
- *Customs frameworks*
- *Trade & Customs Documentation*

Contracts, Distribution and Agency Agreements

- *Legally binding contracts*
- *Payment Methods for export sales*
- *Currency Markets*
- *Export Finance*
- *Transport and Credit Insurance*
- *Dispute Settlement Arbitration*

QQI & IICM Accreditation

Support is given on completion of assignments, to submit during term, plus end of term exam. QQI Component Certificate can be combined with other modules leading to Major and Higher Level Awards in the National Framework of Irish and EU Qualifications.

This Course is validated by QQI and the Irish Institute of Credit Management.

International Trade Syllabus



Export & Import Trade

Trade Developments

- Introduction.
- Development of the international economy.
- Globalisation of the Economy.

International Commercial Terms

- Trade terms - Introduction
- Applicable Trade Terms in Different Modes of Transportation
- Outline of Trade Contract Responsibilities of the Seller (Exporter) and Buyer (Importer)

Incoterms 2010

- Brief overview of the main changes in Incoterms 2010
- Analysing the implications of new Incoterms categories - DAT & DAP
- Charting of various risks and responsibilities in Incoterms
- Significant developments affecting international trade.

Modes of Transport & Role of Freight Forwarders

- explain the nature of route selection
- identify the different modes of transport
- outline the rationale behind multimodal transport and its benefit in the Irish context
- define the role of the freight forwarder

Trade and Customs Documentation

- Commercial Documents
- Transport Documents.
- Documents of origin- Consular & Legalised Documents
- Insurance Documents
- Customs Single Administrative Document - SAD

Contracts, Dispute Settlement and Agency Agreements

Legally Binding Contract

- explain the nature of a contract
- essential features of a legally binding contract:
- list the main considerations for an exporter in a sales contract

Currency Markets

- The Currency Market and Exchange Rates.
- Exchange Risk.
- Forward Exchange Contracts

Transport & Credit Insurance

- outline the carrier's responsibility in an insurance context
- explain the function of marine cargo insurance

Dispute Settlement Arbitration

- explain what is meant by arbitration
- distinguish between agency and distribution
- explain the issues involved in the termination of agreements.

Two Assignments to be completed during term, plus end of term 2 hour exam.

Assessment is based on Assignment 40% and Examination 60%

- National Qualifications Authority (QQI)
- UK & Irish Exporters Associations.
- Irish Institute of Credit Management. (IICM)
- Institute of Leadership and Management (ILM, UK)
- International Chamber of Commerce (ICC Paris)
- Int'l Association of Trade Training Orgs (IATTO)

Booking Form

Course VENUE: Lower Ground Floor 11 Merrion Square, Dublin 2. Which includes detailed course manual.

A further discount of 20% off tuition fees, is provided for each subsequent attendee booking together.

Enrolment Application		Total Fees: €
Name:		PPS No:
E-Mail:		Mobile No:
Employed by :		
Job Title:		
Address:		
Academic background:		
Professional experience:		
	<p>I wish to enrol for this course. I accept that the training company or it's personnel cannot be held responsible for any professional negligence, personal injuries, damage or loss of personal belongings etc, resulting from my attendance. Course lectures may only be recorded by the College management, where permission is given for class discussions featuring online. All tuition materials remain the sole copyright and property of the College. Course times may vary. Course options are not interchangeable. See http://www.export-edge.com/pdf/Terms & conditions.pdf</p>	
	Signature:	Date of Birth:

* Course fee payable latest 21 days in advance. (Refunds: prior to 14 days 90%, 7-14 days 50% refund. Less than 7 days no refund, substitutions welcome).

Return signed enrolment form to: training@export-edge.com

