



London TDM

# Procurement and Supply Chain Management Training Courses

**Course Venue:** United Arab Emirates - Dubai

**Course Date:** From 16 November 2025 To 20 November 2025

**Course Place:** Downtown Dubai

**Course Fees:** 5,000 USD

## Introduction

The "International Procurement and Trade Terms" course is designed to provide professionals with comprehensive knowledge and skills in the field of international procurement and trade. Participants will learn about crucial contract terms, global sourcing strategies, risk management, and compliance requirements, empowering them to enhance their organization's international procurement processes.

- Understand the fundamentals of international procurement.
- Explore key international trade terms and their applications.
- Identify strategies for effective global sourcing.
- Learn about risk management in international trade.
- Gain insights into international trade compliance and regulations.

## Course Outlines

### Day 1: Introduction to International Procurement

- Overview of international procurement and its importance
- Key differences between domestic and international procurement
- Understanding the global supply chain
- Roles and responsibilities of procurement professionals
- Case studies of successful international procurement strategies

### Day 2: International Trade Terms and Their Applications

- Introduction to common international trade terms (Incoterms)
- Detailed analysis of key Incoterms and their implications
- The role of Incoterms in risk and cost management
- Drafting effective international procurement contracts
- Interactive exercises on applying Incoterms in real-life scenarios

### Day 3: Global Sourcing Strategies

- Identifying potential global suppliers
- Assessing supplier capability and reliability
- Developing a global sourcing plan
- Negotiation techniques for international markets
- Building long-term relationships with global suppliers

### Day 4: Risk Management in International Procurement

- Identifying risks associated with international procurement
- Strategies for mitigating procurement risks
- Managing currency and economic risks
- Legal considerations in international procurement
- Case studies on risk management in international trade

### Day 5: International Trade Compliance and Regulations

- Overview of international trade compliance
- Understanding export and import regulations
- Compliance with customs procedures and documentation
- Handling trade compliance audits
- Emerging trends in international trade compliance