



# Professional Diploma in International Trade Compliance

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# International Trade Institute

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The International Trade Institute is a center 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.





# US Participation

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The Diploma in International Trade Compliance USA, has been developed specifically for US Trade Compliance specialists who want to gain a better understanding of EU Customs Regulations.

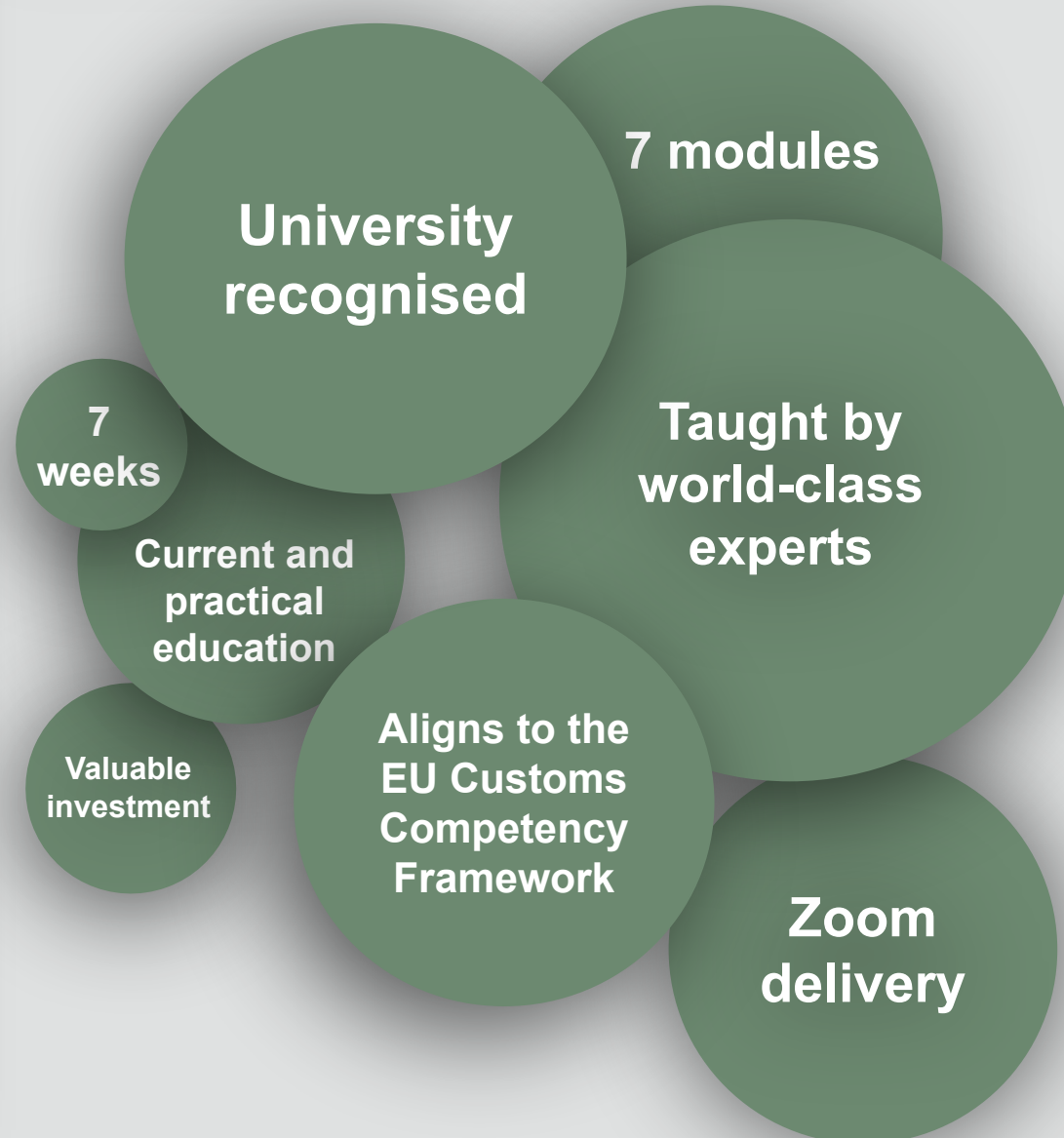
This programme is aligned with the European Customs Competency Framework. It is university recognised with Glasgow Caledonian University.





# Key Features of the Diploma

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# Who Should Take The Diploma?

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Our Diploma is best suited to the following roles:

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



# How Will You Complete Your Diploma?

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## ❖ **Weeks 1-7:**

Onboarding

Seven live online training sessions, one full business day per week

## ❖ **Week 8:**

Closing webinar

Assessment prep

Post-review/reflection

## ❖ **Weeks 9-12:**

Assessment preparation



# University Recognition

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

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

This international recognition equates to

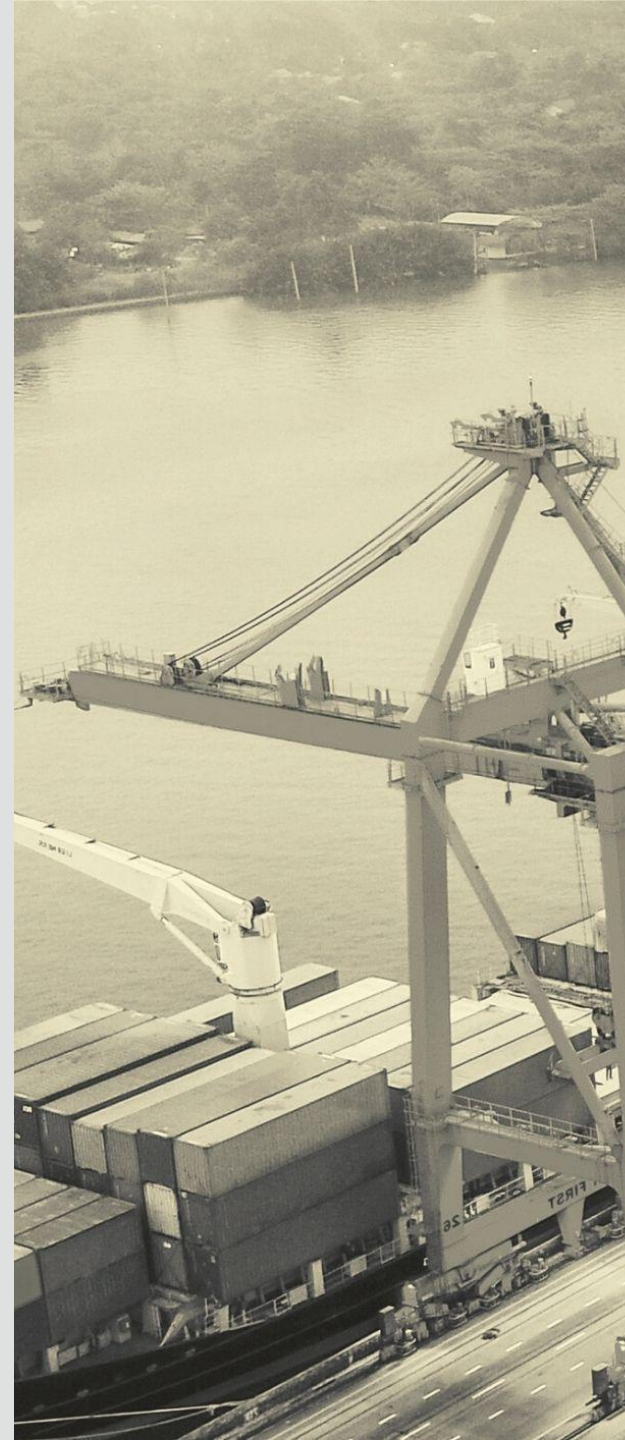
- Level 5 on the European Qualifications Framework (EQF)



# 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

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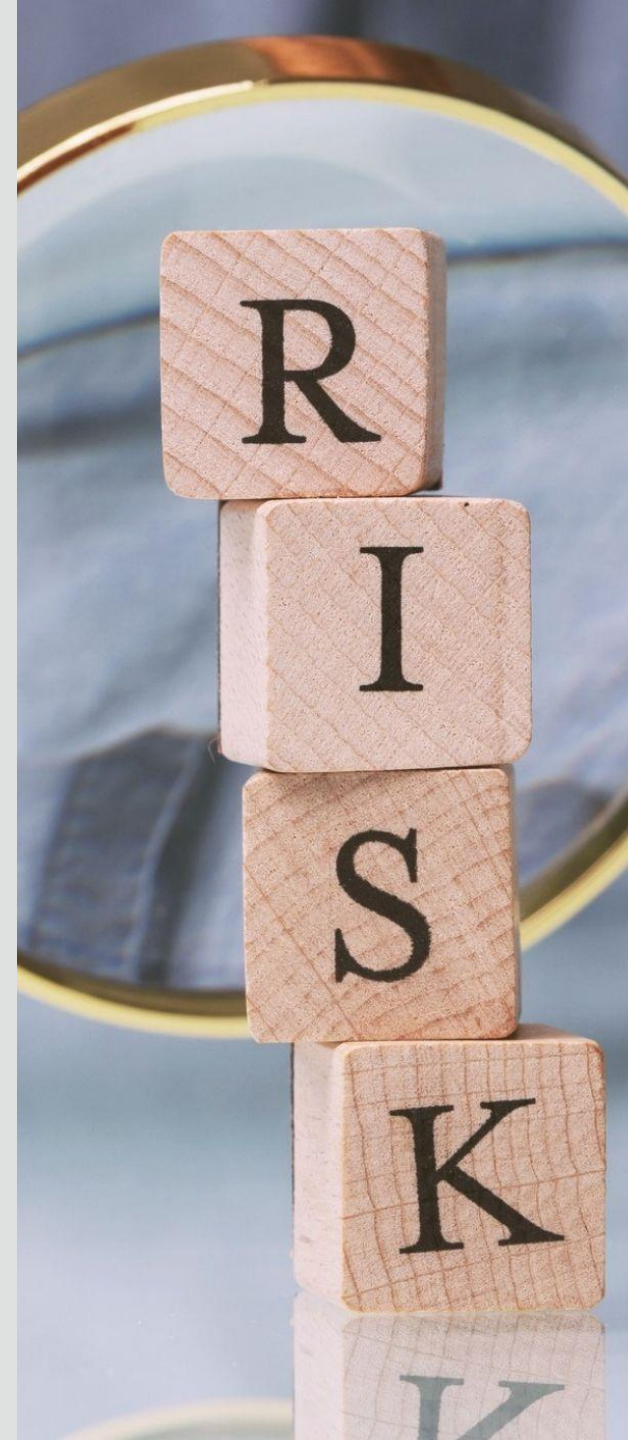
## Risk Analysis and Compliance

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

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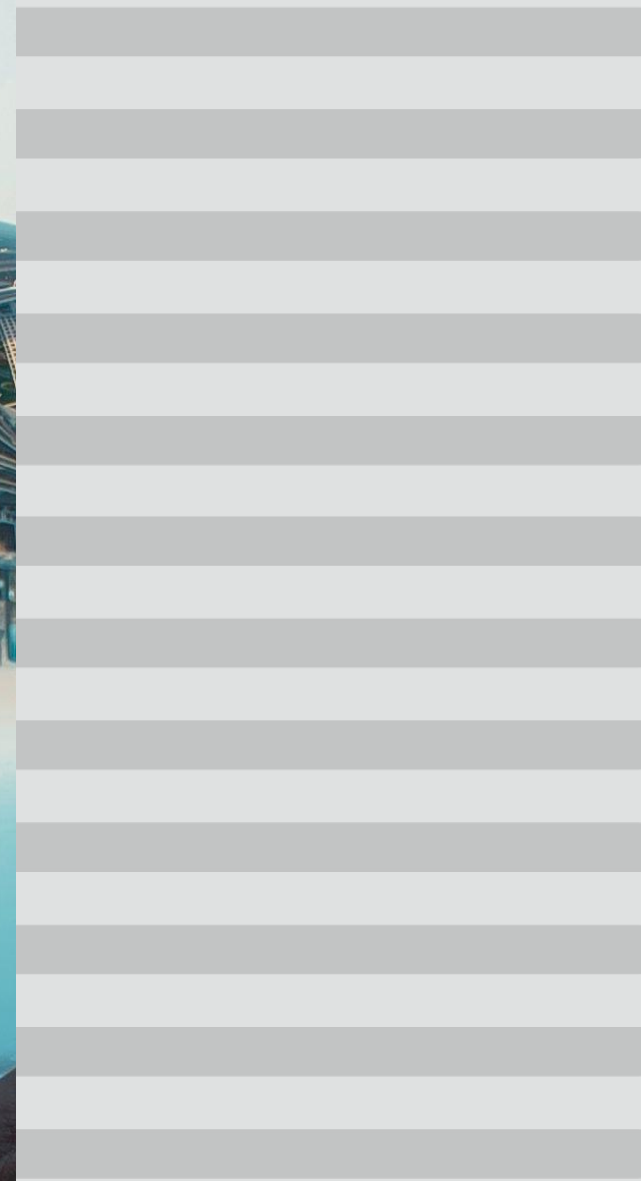
## Origin of Goods

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

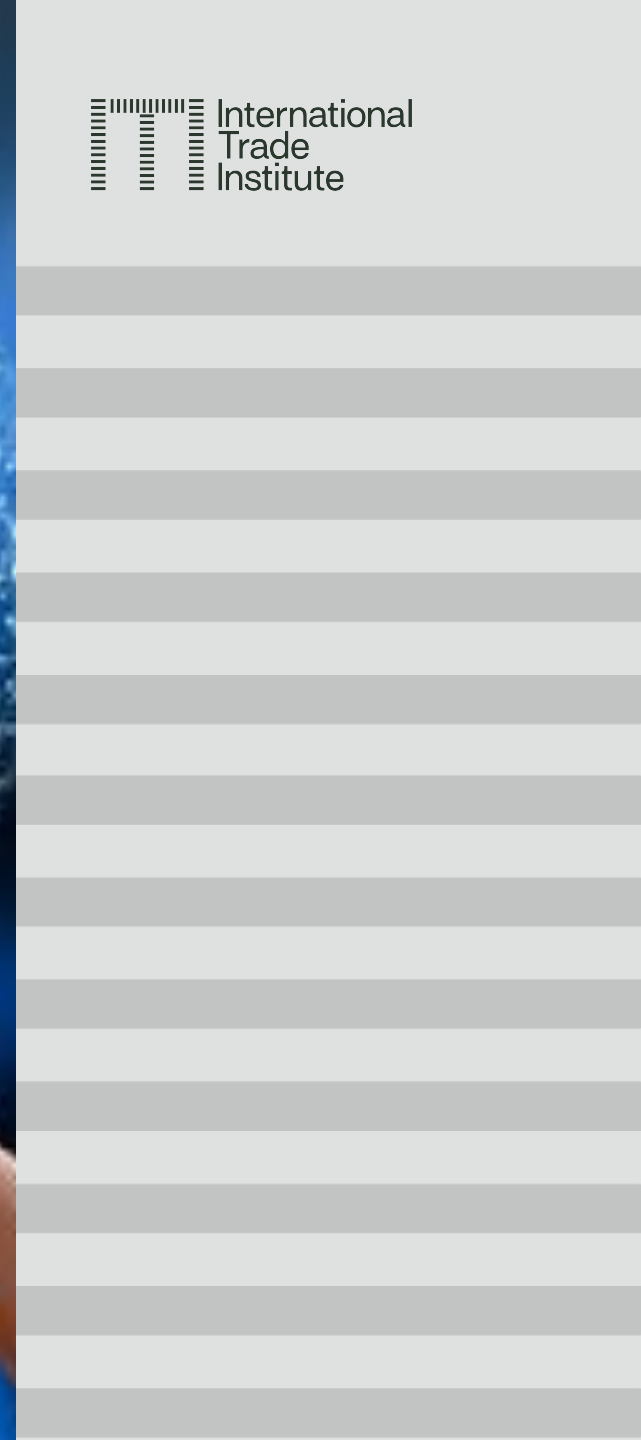
## Supply Chain Operations

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

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## 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





# Faculty Director

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**Fiona Luciani** is co-Founder and Director at the International Trade Institute. Fiona develops and runs a series of events and courses for business executives focused 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 programs incorporating the latest adult learning methodologies. She has strong experience in highly regulated and compliant industries.



# Our Educators



**Bertrand Rager**

*Risk Analysis and Compliance*

- 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**

*Valuation*

- 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**

*Origin*

- 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.

# Our Educators



**Brendan McAuley**

*Educator - Classification of Goods and Tariffs*

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



**Luc Baetens**

*Supply Chain*

- 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**

*Prohibitions and Restrictions*

- 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**

*Customs for Business*

- 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.

## Course Fee

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The price for completing the Professional Diploma in International Trade Compliance is \$3,995. This includes all course notes, tuition and exam fees. It will also include one year's membership of the International Trade Institute.

Contact us for more information.

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**REGISTER  
NOW**

## Fiona Luciani

Director

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