

MANAGEMENT OF THE INTERNATIONAL OPERATIONS - UNIT 1

To know how to manage the contractual, commercial and logistic aspects of import/export operations

PUBLIC

Export managers, managers of international contracts, bank executives, administrative or financial, commercial executives working in import/export companies.

OBJECTIVES

To familiarize oneself with the management of the import-export operations. To master the logistic and customs procedures

PRE-REQUISITE : None

TEACHING METHOD

Technical contributions, talks/discussions, exercises, case studies.

The goal is to make the participants react on concrete cases enabling them to be operational as of their return in the company.

DURATION : 2 days

PROGRAM

I The panorama of the risks in the international operations

Identification and chronology of the risks

The origin of the risk (commercial risk, political risk)

The country risk

The evaluation of the risks

Techniques of coverage

II Institutional environment of medium-sized companies: The French system of support to export

Presentation of the actors of the support package

External information sources and their management

III Approach of the overseas markets

Methodology of approach

Market study

Various forms of presence abroad

The prospecting insurance of COFACE

IV The Incoterms 2010 of the ICC

Concept of point critical (distribution of costs and risks)

Matters settled by the Incoterms 2010

The changes of the 2010 revision

The 4 families. The new classification of the ICC

Study of the 11 Incoterms of the ICC

V Simulation of treatment of an export operation

Different stages of the operation since the prospecting until the delivery of the goods

Questions to be posed/action to be undertaken on each stage

Analysis of the different key points to conduct a good execution of the operation on an administrative, financial and logistic level.

VI International transport

Competences and responsibilities for the different service providers (carrier, forwarding agent, insurer, stevedores inspectors...)

Applicable conventions for each type of transport

The responsibility for the carrier

Transport documents (B/L, sea waybill , air waybill...)

Tariffing rules

Transport and Incoterms: (principles of quotation)

The transport insurance (who ensures? Which value to ensure? Which guarantee to be chosen?)

VII Customs procedures

Export Customs procedures

Customs and import documentary procedure

Parameters of customs liquidation for import operations

Customs regimes

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