

# TECHNIQUES AND TOOLS

## FOR IMPORT - EXPORT

Globalisation of the economic life means work into a divers and wide environment and a permanent interface with people and organisations living in diverse environments and having diverse mentalities.

The training course transfers the tools for successful international contracts. We will discuss the INCOTERMS 2000 rules, international negotiation of the contracts taking into consideration the cultural differences. The exercises will offer to participants real examples and ways to solve problems occurred during international contracts.

### OBJECTIVES

At the end of the course the participants will be able to:

- Effective negotiate the international contracts;
- Realise an effective preparation of the negotiation meetings;
- Develop international trading activity according on the INCOTERMS 2000 rules;
- Choose the efficient pay modality in international contracts;
- Build needed clauses for any type of international contract;

- √ price and payment
- √ parts' obligations
- √ complaints
- √ penalties
- √ force major
- √ compromiser clause
- √ other clauses

### PARTICIPANTS

- \* Import-export employees
- \* Employees who negotiate with external clients

**DURATION: 2 days**

### COURSE CONTENT

- International business management functions;
- Import-export department role;
- International trade negotiation;
  - key points for inter-cultural negotiation
- Clauses in international contracts;
  - generalities
  - clauses
    - √ contractual parts
    - √ contract object
    - √ shipping conditions



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