

Training courses

Gain an understanding of key trade and customs processes to grow your business and ensure you trade compliantly and with confidence



Introduction to Exporting

International markets offer huge opportunities for UK businesses. Selling internationally can seem daunting but, as with most things, it is easy with help and appropriate training.

The 'Introduction to Exporting' course covers all the key areas of international trade a business needs to familiarise themselves with to export successfully and with confidence.

Key information

- ◆ This course costs £499 + VAT for IOE&IT members
- ◆ £599+ VAT for non-members
- ◆ It will be delivered by one of the IOE&IT's pool of expert trainers – more information [here](#)
- ◆ This course contributes 10 points in the IOE&IT CPD programme
- ◆ On completion of your course, you will earn a digital certificate
- ◆ Timings: 09:45 – 16:00; dates available on export.org.uk/training

Full list of learning outcomes

- **What is an export?**
- **The export process**
 - The different stages of exporting goods
 - Overview of the customs process
- **Exporter responsibilities**
 - Proof of export
 - Checking customs entries
- **Tariff codes**
 - What a tariff code is used for
 - How to classify a product
- **Basic export documents**
 - Invoices
 - Packing lists
 - Shipping documents
- **Country of Origin**
 - Why is a Country of Origin Certificate required?
 - How to determine the origin of a product?
- **How trade agreements work**
 - Overview of trade documents
 - Invoice declarations
- **Incoterms and shipping risks**
 - An overview the terms
 - How to use the terms
 - Common misunderstandings

Who should attend?

- ◆ Customs services
- ◆ Export administration
- ◆ Shipping & distribution
- ◆ Export sales
- ◆ Logistics

+ Membership

- ◆ **IOE&IT membership** gives exclusive access to expert guidance via a technical helpline and discounts on training
- ◆ For more information visit our website www.export.org.uk
- ◆ Or call us on 01733 404400