



## Essentials of International Purchasing

Whatever the driver for purchasing internationally, the risks and costs of getting it wrong are magnified by the longer supply chain. Buyers need to understand what is different about buying from overseas and how to deal with the special terminology and documentation involved in international trade. This seminar explains the importing process including selecting suppliers, controlling quality, evaluating risks and costs, delivery terms, methods of payment, freight services, duty and the role of Customs and Excise.

### The programme

This one-day workshop sets out the extra factors that need to be considered in sourcing overseas. It explains the pitfalls and traps and suggests ways of avoiding them. Practical examples and checklists are used to aid understanding. The seminar covers:

- Supplier selection
- Special rules relating to trading blocs
- Controlling quality
- The vocabulary of international trade: Incoterms
- Model forms of contract for international trade
- Methods of Payment
- Customs & Excise issues
- Export / import documentation.
- Overseeing the process

### Who should attend?

- Procurement and purchasing managers and senior procurement personnel.
- Contract managers
- Bid managers and sales executives

### Benefits of attending

Having attended the seminar delegate will be able to:

- Understand the special properties of an import order
- Use a buyer's checklist to get it right
- Identify hidden cost in the import transaction
- Deal with import documentation
- Keep appropriate records.
- Ensure compliance with HM Customs import entry requirements
- How to monitor cost and time deadlines

Power Seminars

Tel 0141 427 0735 Fax 0141 427 2020

[www.powerseminars.co.uk](http://www.powerseminars.co.uk) e-mail [ej@powerseminars.co.uk](mailto:ej@powerseminars.co.uk)

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