BLACKBIRD FOR TRAINING

Certified International Trade, Logistics and Procurement Professional (CITLP)

22 – 26 November 2027
Berlin (Germany)



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Introduction

International trade and logistics have become fundamental business functions that enable organizations to move goods, materials, and products efficiently between suppliers, manufacturers, distributors, and customers across global markets. Successful international operations depend on far more than selecting the right transportation method. They require effective demand planning, inventory management, trade documentation, delivery terms, customs compliance, transportation coordination, and continuous monitoring of costs and operational risks throughout the supply chain.

The Certified International Trade, Logistics and Procurement Professional CITLP program provides a comprehensive framework for understanding the integration of international trade, transportation, warehousing, inventory management, procurement, and supply chain operations. The course follows the complete lifecycle of an international transaction, beginning with market analysis and supplier selection, progressing through commercial negotiations, contract preparation, shipping arrangements, customs clearance, and concluding with final delivery and performance evaluation.

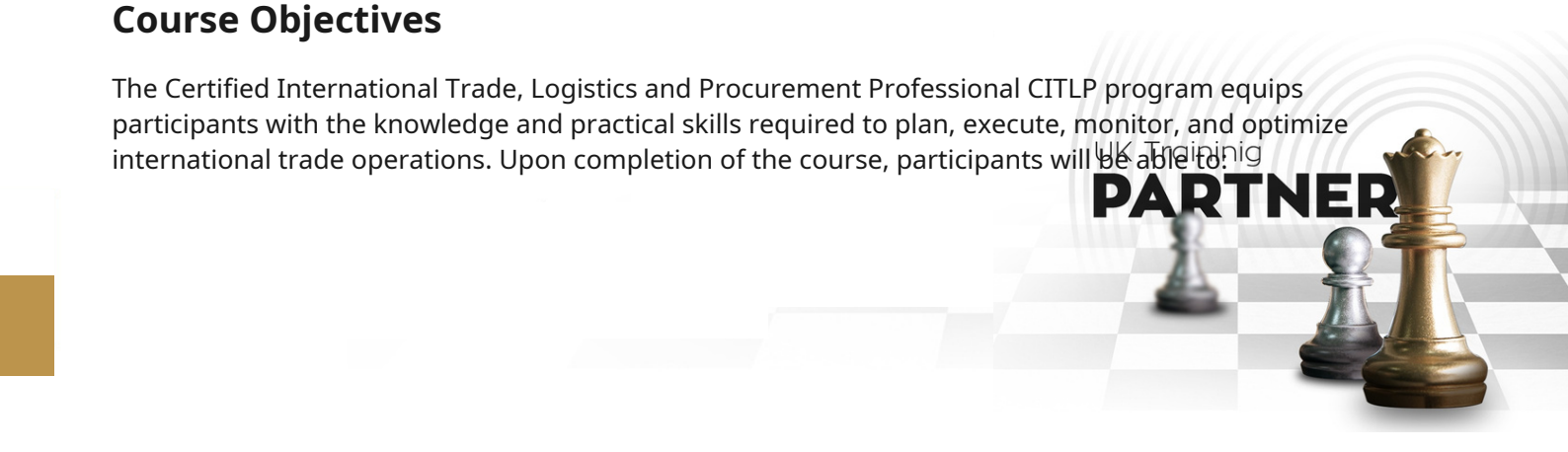
Participants will gain a thorough understanding of the responsibilities of all parties involved in international trade, the impact of international delivery terms on cost and risk allocation, the role of cargo insurance in protecting shipments, and the importance of accurate commercial invoices, packing lists, certificates of origin, and transportation documents. The program also examines inventory planning, demand forecasting, supplier performance measurement, carrier evaluation, and logistics service management to improve operational efficiency.

This course is designed for international trade managers, import and export specialists, logistics professionals, freight and transportation personnel, warehouse managers, procurement specialists, supply chain professionals, customs practitioners, international sales executives, project managers, analysts, contract administrators, finance professionals, and organizational leaders responsible for global trading operations.

By the end of the program, participants will have a structured methodology for planning and managing international trade activities, minimizing documentation errors, selecting optimal transportation solutions, controlling operational costs, identifying potential risks before they occur, and improving coordination among internal departments and external business partners.

Course Objectives

The Certified International Trade, Logistics and Procurement Professional CITLP program equips participants with the knowledge and practical skills required to plan, execute, monitor, and optimize international trade operations. Upon completion of the course, participants will be able to:



- Understand the core principles of international trade and logistics management.
- Analyze the relationship between international trade and supply chain operations.
- Identify every stage of the import and export process.
- Select international markets, suppliers, and customers using structured evaluation criteria.
- Differentiate between sea, air, road, rail, and multimodal transportation.
- Select the most appropriate transportation solution based on cost, delivery time, and cargo characteristics.
- Understand international delivery terms and the allocation of responsibilities between buyers and sellers.
- Prepare the essential documentation required for international trade transactions.
- Review commercial invoices, packing lists, and certificates of origin.
- Understand the purpose and legal significance of transportation documents.
- Coordinate customs clearance procedures and regulatory requirements.
- Identify duties, taxes, fees, and other import and export costs.
- Apply cargo insurance principles throughout international transportation.
- Analyze operational risks including delays, cargo damage, shortages, and non-conformities.
- Plan inventory levels according to demand forecasts and supplier lead times.
- Apply forecasting techniques to support purchasing and inventory decisions.
- Measure supplier, carrier, and logistics service provider performance.
- Develop key performance indicators for international trade and logistics operations.
- Improve coordination between procurement, warehousing, finance, and sales departments.
- Develop a complete implementation plan for an international shipment.

Course Outlines

Day One: International Trade Fundamentals and Global Transaction Planning

- Understand the principles and objectives of international trade.
- Examine domestic and international trading environments.
- Review the complete import and export process.
- Analyze international market opportunities.
- Evaluate suppliers, customers, and trading partners.
- Assess commercial, political, and operational risks.
- Prepare an initial framework for an international trading transaction.

Day Two: Transportation, Shipping Methods, and International Delivery Terms

- Compare sea, air, road, rail, and multimodal transportation.
- Evaluate transportation methods based on cargo requirements.
- Select optimal shipping routes and transportation strategies.
- Understand the allocation of costs and responsibilities between buyers and sellers.
- Plan shipping schedules and delivery timelines.
- Calculate transportation and cargo handling costs.
- Compare shipping alternatives and select the most appropriate solution.



Day Three: Trade Documentation, Customs Clearance, and Cargo Insurance

- Prepare commercial invoices and packing lists.
- Understand certificates of origin and supporting documentation.
- Review transportation documents and their operational functions.
- Examine customs clearance procedures and documentation requirements.
- Classify goods for customs purposes.
- Understand cargo insurance principles and coverage options.
- Review a complete documentation package for an international shipment.

Day Four: Warehousing, Inventory Management, and Demand Forecasting

- Understand the role of warehousing in international logistics.
- Classify inventory according to value, movement, and operational importance.
- Calculate safety stock and reorder points.
- Analyze supplier lead times and inventory performance.
- Apply demand forecasting techniques.
- Manage slow-moving and obsolete inventory.
- Develop inventory plans aligned with international procurement activities.

Day Five: Performance Measurement, Risk Management, and Integrated Application

- Develop key performance indicators for trade and logistics operations.
- Measure delivery accuracy, operational costs, and order cycle time.
- Evaluate supplier and transportation provider performance.
- Manage shipment delays, cargo damage, shortages, and claims.
- Develop contingency plans for business continuity.
- Analyze the total landed cost of international transactions.
- Complete a comprehensive case study covering the full international trade process.

Why Attend this Course: Wins & Losses!

- Develop a comprehensive understanding of international trade operations.
- Improve import and export management capabilities.
- Select transportation methods and shipping routes more effectively.
- Understand the allocation of responsibilities under international delivery terms.
- Reduce documentation errors throughout international transactions.
- Improve coordination with suppliers, freight forwarders, customs brokers, and carriers.
- Strengthen cost control across transportation and customs activities.
- Improve inventory planning and lead-time management.
- Enhance the ability to assess commercial and operational risks.
- Improve the management of shipment delays, cargo damage, and transportation claims.
- Develop meaningful logistics performance indicators.
- Support better decision-making regarding suppliers, markets, and global shipments.



Conclusion

The Certified International Trade, Logistics and Procurement Professional CITLP provides a practical framework for understanding the end-to-end processes that govern the international movement of goods from suppliers to customers across global markets. These processes encompass commercial planning, contract execution, transportation, documentation, customs clearance, warehousing, final delivery, and continuous performance measurement.

Effective international trade management begins with a clear understanding of organizational requirements, product characteristics, and target markets. This knowledge enables organizations to select qualified suppliers, negotiate appropriate commercial terms, evaluate operational risks, and choose transportation solutions that balance cost, delivery speed, service quality, and reliability.

The course demonstrates that international delivery terms are far more than contractual language. They clearly define the allocation of responsibilities, transportation obligations, insurance requirements, customs formalities, and risk transfer between buyers and sellers. Proper understanding of these terms reduces commercial disputes and provides greater transparency regarding operational costs throughout the transaction.

The program also emphasizes the importance of trade documentation as the foundation of successful international operations. Commercial invoices, packing lists, certificates of origin, transportation documents, and customs declarations must remain accurate and fully aligned. Even minor discrepancies between these documents may result in shipment delays, additional charges, customs penalties, or payment complications. Participants therefore learn a structured documentation review methodology that ensures consistency before shipment execution.

The course further explores transportation planning by evaluating shipping alternatives according to product characteristics, cargo sensitivity, delivery deadlines, transportation capacity, and total logistics costs. Participants learn to evaluate overall landed cost rather than transportation charges alone, enabling better strategic decision-making.

Inventory management is integrated throughout the program because procurement performance directly influences production, sales, customer service, and working capital. Participants develop practical approaches to demand forecasting, safety stock planning, reorder point calculation, and inventory optimization to improve operational efficiency while minimizing unnecessary inventory costs.

The program also examines cargo insurance, operational risk management, contingency planning, and performance measurement through meaningful logistics indicators, including delivery reliability, transportation costs, order cycle time, inventory availability, supplier performance, and carrier effectiveness. These metrics support continuous improvement and more informed management decisions.

By the end of the course, participants will possess a structured methodology for planning international transactions, selecting transportation solutions, managing trade documentation, coordinating customs activities, optimizing inventory, controlling logistics performance, and strengthening global supply chain operations. This integrated approach enables organizations to reduce operational costs, improve supply continuity, minimize business risk, and enhance overall international trade performance.

