

# Making successful international purchases

## Risks, legal framework, logistics, payment

Hands-on course of 2 days - 14h

Ref.: ACI - Price 2024: €1 370 (excl. taxes)

### EDUCATIONAL OBJECTIVES

At the end of the training, the trainee will be able to:

- Select the geographic procurement markets
- Carry out a sourcing process on target markets
- Identify country-specific risks in order to secure purchases
- Adapt your negotiation to the cultural environment
- Establish contracts in an international environment
- Integrate logistics, transport and customs criteria

### HANDS-ON WORK

Workshops and application exercises based on real-life cases. Best practice sharing.

## THE PROGRAMME

last updated: 10/2022

### 1) Why internationalise your purchasing portfolio?

- The company's new challenges.
- The new purchasing challenges.
- The main organisations used to deploy international purchasing.

*Hands-on work* : Work to identify issues in sub-groups.

### 2) Identify the main risks inherent in international purchasing

- The risks relating to the country's economic environment.
- The risks associated with the expression of needs.
- The risks associated with the supplier.
- The risks relating to the supplier relationship.

*Case study* : Based on a real-life situation, participants identify the risks inherent in international purchasing.

### 3) Mastering the international purchasing legal framework

- Legal systems and international conventions.
- The specific and sensitive case of suppliers in low cost countries.
- Understanding the issue of intellectual and industrial property.
- Settling disputes: the arbitration procedure and its cost.
- The main clauses of an international contract.

*Exercise* : Based on a given purchasing situation, draw up an international purchasing contract.

### 4) Incoterms

- The different families of Incoterms.
- How to choose the right incoterm The consequences on the cost price and supply chain.

*Exercise* : Calculating the purchase price followed by a quiz.

### 5) International logistics

- Understanding customs mechanisms.

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

### TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

### TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

### ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at [psh-accueil@ORSYS.fr](mailto:psh-accueil@ORSYS.fr) to review your request and its feasibility.

- Choosing and organising transport.

*Exercise : Calculating customs duties.*

#### 6) International payment methods

- The main payment methods and security. Documentary remittance. Documentary credit. Standby letter of credit.
- How to choose them. Advantages and disadvantages. Costs. Associated transport documents.

#### 7) How to internationalise your purchasing portfolio

- Selecting the products and services to be internationalised.
- The different steps in the deployment and key success factors.
- Calculating the overall acquisition cost.

*Case study : Deployment of an import action.*

## DATES

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### REMOTE CLASS

2025 : 20 Feb, 22 May, 11 Sep,  
13 Nov