

CUSTOMS AND TRADE

TRAINING WITH THE IEA



CONTENTS

2

Introduction

4

Half-Day Courses

15

Full - Day Courses

20

Programme Trainers

22

Courses Dates

24

Half-Day Courses Fees

25

Full-Day Courses Fees



Introduction

Navigating international trade regulations can be complex, but with the right knowledge, it becomes a competitive advantage.

Our Customs & Trade Compliance programmes are designed to give your team the practical skills and confidence to manage customs procedures, import/export controls, and global trade requirements effectively.

Each course is hands-on and interactive, simplifying complex regulations and equipping participants with the expertise to improve efficiency, reduce risk, and maximise the benefits of free trade agreements.





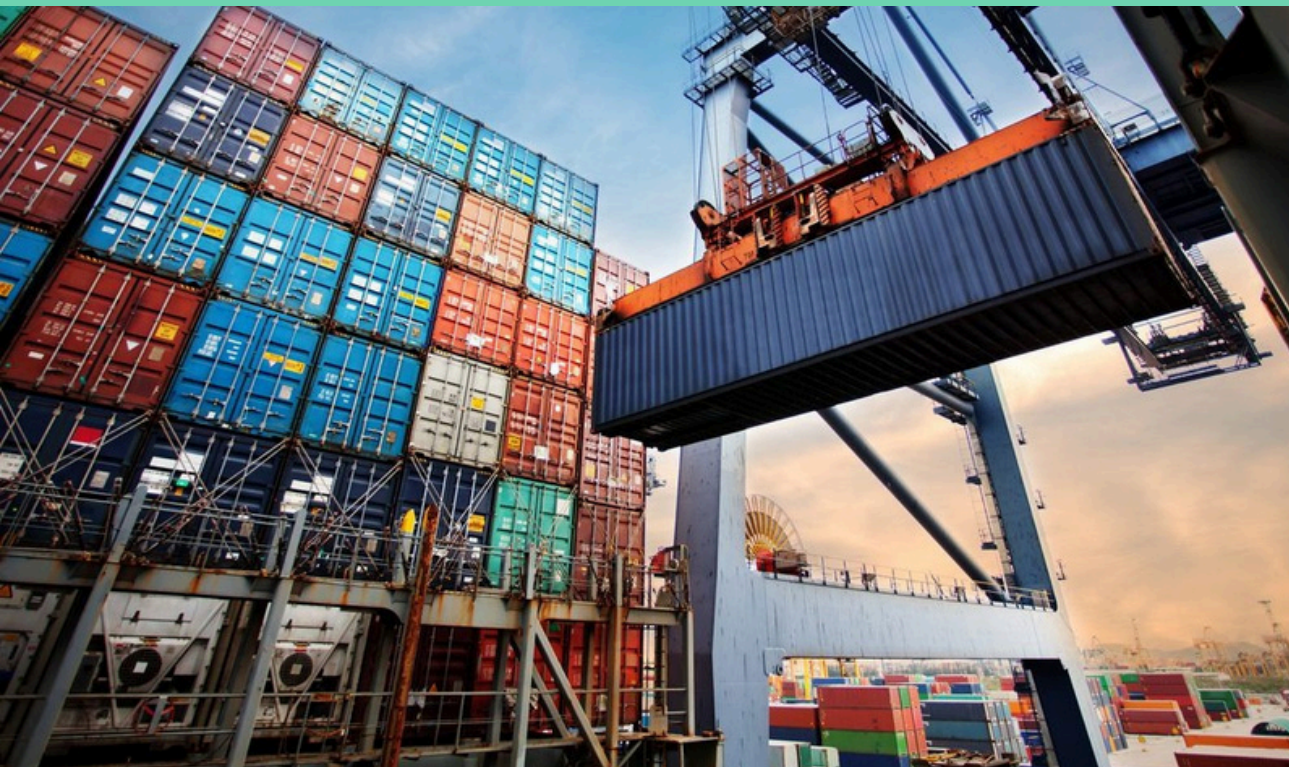
Digital Badge Awards

On successful completion of any Customs and Trade course, participants receive a digital badge containing verifiable data on the skills and knowledge attained. Badges can be shared on LinkedIn, added to a digital CV, or included in an email signature, giving your team a recognised credential to showcase their expertise.



Half-Day Courses

- Letters of Credit
- Introduction to Customs Compliance
- Rules of Origin and FTAs
- Understanding and Applying Incoterms® 2020
- Customs Classification
- Advanced Customs Compliance



Letters of Credit

Overview

The Letters of Credit course has been developed to support businesses involved in international trade with third countries outside the EU.

A Letter of Credit is an essential document from a bank that guarantees payment. Understanding the key elements and types of Letters of Credit and the key responsibilities of the parties involved is vital to ensure payment is received for traded goods.

The Letters of Credit **half-day course** supports any business that works with Letter of Credit payment terms, whether they are the opener (buyer) or the recipient (seller).





What You'll Learn

- Definition types and examples of Letters of Credit
- Understanding the parties involved and at what stage they get involved in the Process
- The Letter of Credit process
- How to open a workable Letter of Credit to expedite payment
- Introduction to UCP 600 & eUCP 2.0
- How Incoterms impact document presentation to Bank
- Bills of Exchange (drafts) and how to issue one
- How to Action a Letter of Credit on Receipt



Introduction to Customs Compliance

Overview

Introduction to Customs Compliance **half-day course** provides an overview of the essential regulations, rules and procedures of international trade with a particular focus on trading between EU and non-EU countries.

What You'll Learn

- Overview of international trade: UCC, FTAs, WTO, WCO
- Classification, origin and valuation
- Calculating import duty and taxes
- Customs procedures





Rules of Origin and FTAs

Overview

Using Free Trade Agreements can reduce tax payments resulting in substantial cost savings for businesses. However, complex Rules of Origin must be met, and eligibility to cut taxes must be proven.

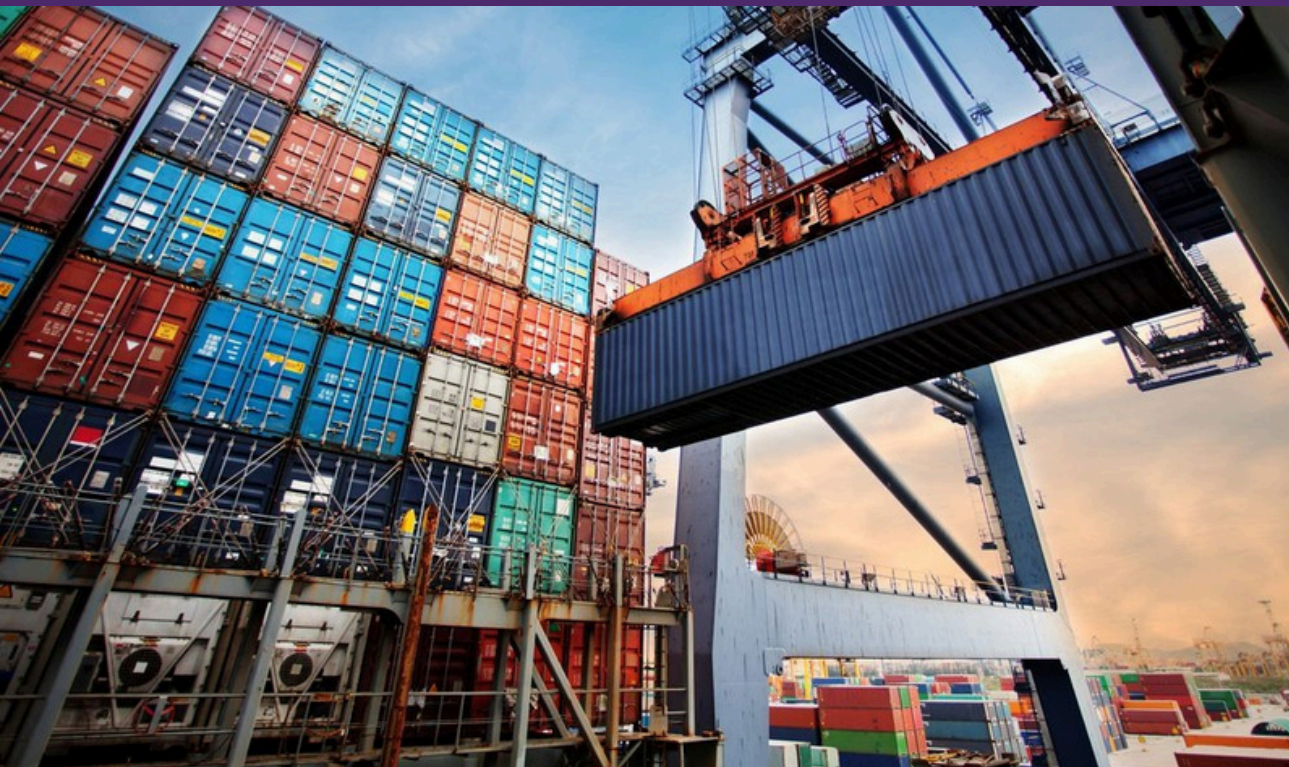
This **half-day course** is ideal for businesses wishing to leverage the opportunities from FTAs, keep money in their pocket and trade compliantly.

Filled with examples and presented engagingly, the course helps you understand Rules of Origin and prepares you to use FTAs effectively for the benefit of your organisation.



What You'll Learn

- The concept of the origin of goods, including preferential and non-preferential origin of goods
- The methods to determine the origin of goods
- The concept and use of Binding Origin Information (BOI) decisions
- The proofs (or Certificates) of origin



Understanding and Applying Incoterms® 2020

Overview

Incoterms® are the essential terms governing commercial contracts for international trade. Companies attending this **half-day course** will learn the rules and terminology for the 11 Incoterms and guidance around contracts for the sale of goods worldwide.

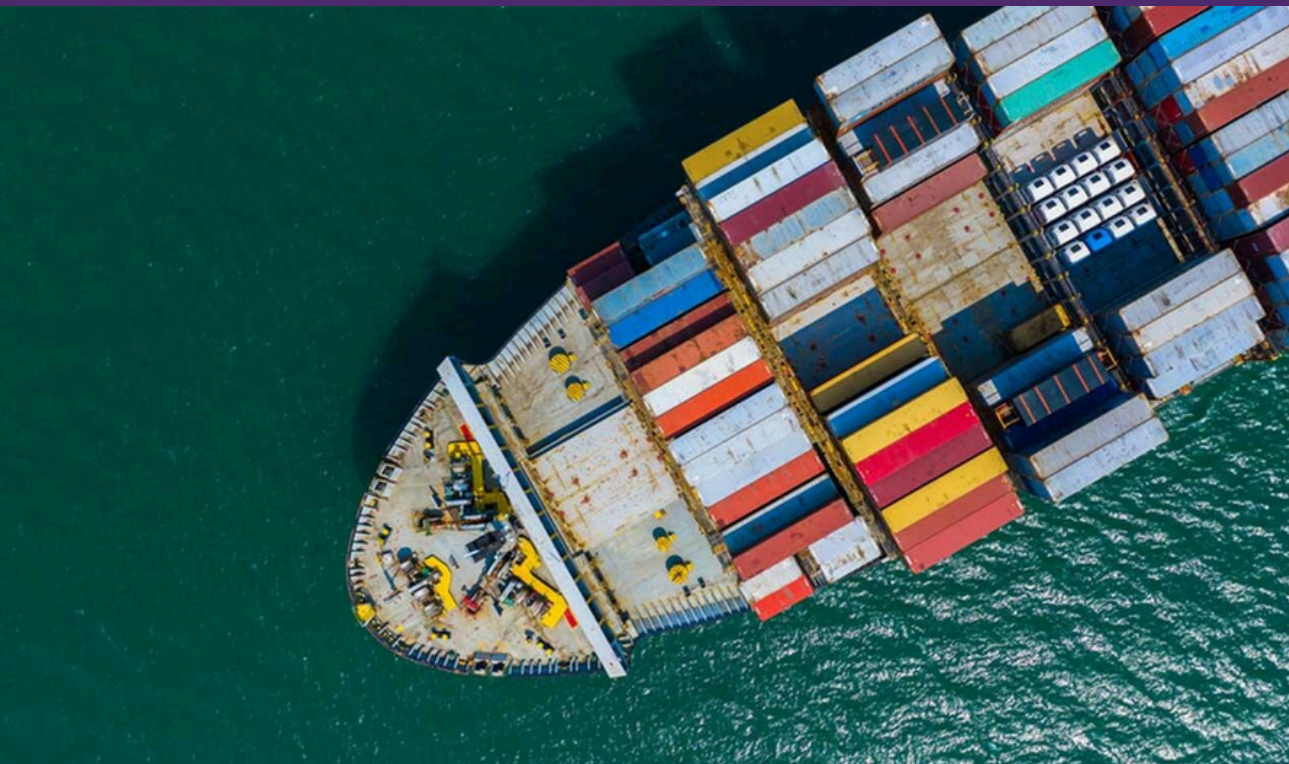
These predefined commercial terms relate to international commercial law and cover the rules for any mode of transport, sea and inland waterway transport. Companies who attend this course will learn what Incoterms are, their functionality, and how and when to use them effectively.





What You'll Learn

- What are the 11 Incoterms and what they do and don't do
- When and where to apply Incoterms
- What Incoterm(s)® will best suit their company
- Your reporting and compliance obligations
- Possible ways to save money when selecting your Incoterm(s)®
- How to mitigate company risk in the event of a problem



Customs Classification

Overview

Choosing the correct commodity code for your product can be difficult and confusing. Getting it wrong can be costly, causing delays and loss of income. The Customs Classification course will break down classification complexities, help your organisation choose the right codes, save costs and time, and expand your business.

Join our interactive **half-day course** covering the WCO's Harmonised System, the EU's Combined Nomenclature/TARIC and the UK Global Tariff, and their annual revisions. You will discover how to “construct” the code, understand why you and your supplier/customer in a different country may have divergent HS codes and what to do about it.





What You'll Learn

- Explanation and importance of the Tariff
- How a commodity code is made up
- WCO Harmonised System and effective use of TARIC
- The EU's Combined Nomenclature & UK Global Tariff Classification in the US and Canada
- How to classify if goods are incomplete or unfinished, or unassembled/disassembled Mixtures and composite goods
- Advance Tariff Rulings / Binding Tariff Information Court Decisions and Tribunal Decisions



Advanced Customs Compliance

Overview

Advanced Customs Compliance **half-day course** builds on Introduction to Customs Compliance training to provide a more advanced understanding of customs clearance procedures and import and export controls.

What You'll Learn

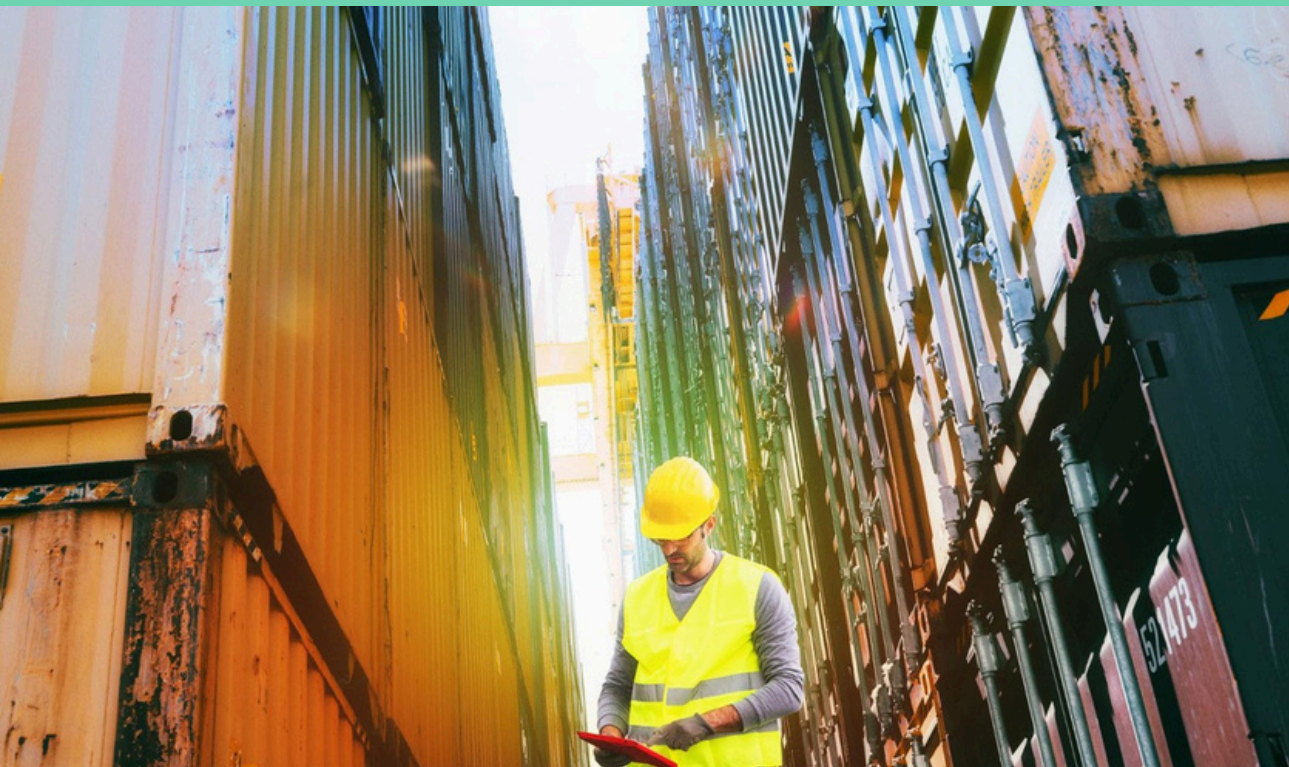
- Customs compliance and advanced customs clearance
- Authorised Economic Operator (AEO) and Incoterms® 2020
- Import/Export controls
- Dual-use, mutual recognition, managing sanctions and embargoes





Full-Day Courses

- Completing Customs Declarations
- Customs Audit Readiness



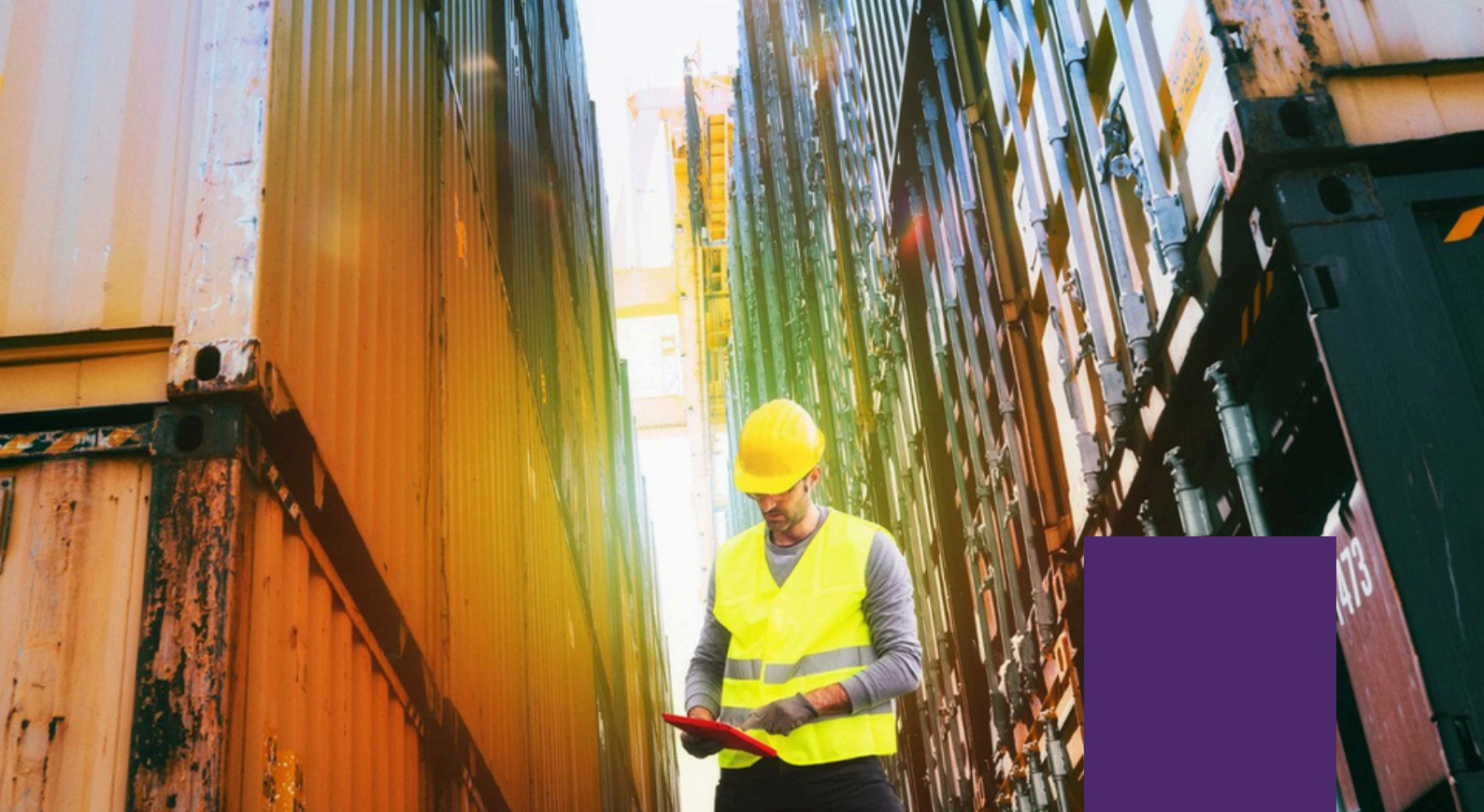
Completing Customs Declarations

Overview

This **full-day course** covers the practical steps required to submit customs declarations for imports and exports. The course has been designed to provide practical, hands-on training with industry-specific examples. Attendees will be shown examples of completing customs declarations on various platforms.

This interactive workshop will have time dedicated to questions and answers and the specific issues and challenges faced by attending companies.





What You'll Learn

- An overview of using TARIC, Classification, Country of Origin and Incoterms® 2020
- The key regulations governing the import and export of goods
- How to complete import and export declarations
- Examples of completing customs declarations for a range of goods including industrial goods and goods of animal origin
- Transit declarations for imports and exports
- Regulatory requirements including Safety and Security Declarations (SSD)
- Using TRACES for animal-origin goods
- Post-Brexit rules changes and their impact on moving goods between GB, NI and ROI



Customs Audit Readiness

Overview

This practical **full-day course** provides a detailed overview of how to prepare for and manage customs audits, helping businesses reduce customs compliance risk and respond confidently to enquiries from customs authorities.

Through practical examples and real-world audit scenarios, participants will learn how to identify potential weaknesses, strengthen internal controls, maintain appropriate customs records and confidently respond to audit requests.

Participants will receive a comprehensive course pack including guidance notes, checklists and practical templates to support audit readiness

An optional onsite Customs Audit Gap Analysis is also available for organisations seeking a tailored review of their customs compliance arrangements.





What You'll Learn

- The EU customs audit landscape — how audits are selected, structured, and conducted by customs authorities
- Customs valuation — invoice value, additions and deductions, and the triggers that attract valuation scrutiny
- Rules of origin — preferential claims, proof of origin requirements, and origin audit risk
- HS tariff classification — getting classification right and defending decisions under audit
- Customs procedures, returned goods relief, and Incoterms 2020 in an audit context
- AEO compliance — maintaining Authorised Economic Operator status and meeting ongoing obligations
- Managing audit outcomes — amendments, refund process, liability, and customs appeal

Programme Trainers



BRIAN MURPHY

Brian Murphy has more than 20 years' of experience as a business owner and as a supply chain leader and is highly experienced in training individuals and companies from a broad range of sectors in international trade and customs compliance. Brian has a BSc (Hons) in Supply Chain Management from IT Carlow and an MBA from John Moore's University.



MICHAEL TRACEY

Michael Tracey is a highly experienced business leader and trainer in customs compliance, supply chain management and the EU regulations on Good Distribution Practice (GDP) of health care products.

Michael has 40 years' experience working in senior roles and, before setting up his own consultancy and training business, worked as the General Manager of XPO Logistics.

Michael has a BA (Hons) in Management and an MSc in Strategic Management from TCD.





ARNE MIELKEN

Arne Mielken is an accomplished business consultant and trainer with extensive experience in customs and global trade. Arne worked for the EU in Brussels and remains actively involved in the development of EU customs policy and legislation. Arne specialises in providing training and consultancy to companies navigating the changes to the trading relationship between Great Britain and the EU after Brexit. Arne has a BA (Hons) in International Business and Modern Languages and an MBA from Quantic School of Business and Technology in Washington, USA.



CONOR MOLLOY

Conor Molloy is a highly experienced Certified Energy Manager (CEM), trainer, auditor and consultant. Conor has 17 years' of experience providing energy management services to companies and to EU and member state officials. Conor has been trained as a Climate Reality Leader by Al Gore and is on the expert panel of the Global Logistics Emissions Council (GLEC). He is QQI Level 6 Train the Trainer qualified and has an MSc in Energy Management and Renewables from the University of Ulster.





Courses Dates



CUSTOMS AUDIT READINESS

23rd Sept
2026



LETTERS OF CREDIT

29th Sept
2026



INTRODUCTION TO CUSTOMS COMPLIANCE

13th Oct
2026



COMPLETING CUSTOMS DECLARATIONS

15th Oct
2026

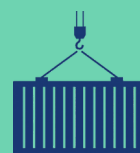


Courses Dates



RULES OF ORIGIN AND FTAs

3rd Nov
2026



UNDERSTANDING & APPLYING INTERCOMS® 2020

5th Nov
2026



CUSTOMS CLASSIFICATION

18th Nov
2026



ADVANCED CUSTOMS COMPLIANCE

19th Nov
2026



Half-Day Courses Fees



MEMBERS

€549



NON-MEMBERS

€749

Not a member yet? Join now!

For more information on how to register do not hesitate contact our training department at training@irishexporters.ie





Full-Day Courses Fees



MEMBERS

€749



NON-MEMBERS

€999

Not a member yet? Join now!

For more information on how to register do not hesitate contact our training department at training@irishexporters.ie



Irish Exporters Association

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