

CERTIFICATE IN INTERNATIONAL TRADE



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Introduction

The Certificate in International Trade provides practical knowledge and skills training to professionals working or aspiring to work in international trade or supply chain management and operations. The course equips participants with an overview of international trade regulations, explores some of the key issues and sustainability challenges facing the industry, and provides practical skills training in how to complete customs documentation and how to calculate emissions from transport and freight.

The Certificate consists of 6 modules over 6 training days delivered by expert trainers with extensive experience in international trade, supply chain management and sustainable business. Additional self-study materials are accessed through our Moodle virtual learning platform. To pass the course, learners will be required to complete a multiple-choice test after each module and will also be required to submit a reflective diary and a short, written assignment focusing on a customs journey case study.





Overview

Who Should Attend

- Exporting and importing companies of any size who wish to increase their knowledge and become more efficient in the evolving world of international trade
- Ambitious professionals and managers responsible for driving international trade and mitigating risk
- Anyone involved in trade and investment, finance, supply chain operations and compliance



Certification and Benefits

- An accredited certificate at Level 6 on the National Framework of Qualifications (5 ECTS)
- A digital certificate for sharing on social channels such as LinkedIn
- Up-to-date understanding of customs requirements within the ever-changing international trade sector



Learning Outcomes

On completion of this programme, you will be able to:

- Identify the primary functions and responsibilities of the principal authorities and regulations governing international trade
- Outline the processes for completing customs declarations for the import and export of a range of product types
- Distinguish between the different Incoterms® and describe how to decide the most suitable Incoterms® for a range of goods and trading relationships
- Describe the key features of classification, valuation and origin in the context of international trade Identify the key sustainability issues and legislation affecting international trade



Modules

- Module 1: The Regulatory Framework of International Trade
- Module 2: Tariff Codes and Classification
- Module 3: Sustainability in International Trade
- Module 4: Valuation and Origin
- Module 5: Incoterms® and International Contracts
- Module 6: Import/Export Documentation & Procedures



Modules Breakdown

Module 1: The Regulatory Framework of International Trade

- Functions and key conventions of the World Trade Organisation (WTO), European Union (EU) institutions and the World Customs Organisation (WCO)
- The role of customs in international trade Overview of Free Trade Agreements (FTAs) with key examples of EU FTAs
- Overview of the EU-UK Trade and Cooperation Agreement (EU-UK TCA)
- Key functions of the Union Customs Code (UCC)
- Overview of the Registered Exporter System (REX) and Customs Decisions System (CDS)
- Key domestic stakeholders in international trade including government departments and agencies





Module 2: Tariff Codes and Classification

- Overview of customs classification International and EU classification coding systems
- Tools for classifying goods
- Using TARIC to find commodity codes
- Products with multiple classifications and classification of parts of goods



Module 3: Sustainability in International Trade

- Definitions of sustainability
- An overview of the UN Sustainable Development Goals (SDGs)
- An overview of circular economy principles, climate change and its impact on international trade
- An overview of key global, European, and national agreements and legislation on climate change
- An overview of key global, European, and national agreements and legislation on climate change
- An overview of how to use the Global Logistics Emissions Council (GLEC)
- Framework to calculate transport and freight emissions
- Strategies for setting carbon emissions reductions targets
- Key tools for reporting carbon emissions



Module 4: Valuating and Origin

- Overview of customs valuation and purposes of customs valuation
- The six methods of determining customs valuation
- Case studies on how to determine the value of goods for customs purposes
- The concept of origin in international trade
- Preferential agreements and their implications on the origin of goods
- The differences between the preferential and non-preferential origin
- When and how to apply for a Certificate of Origin
- Principles of origin for combined articles
- Case studies on how to determine the origin of complex goods



Module 5: Incoterms® and International Contracts

- Description of the 12 Incoterms® and what they cover
- The impact of Incoterms® on international trade
Incoterms® – the buyer's perspective
- Choosing the right Incoterm® for a product and trade journey
- Case studies using key Incoterms®
- Overview of international commercial contract



Module 6: Import/Export Documentation and Procedures

- Common terms and definitions in import/export
- An overview of the main IT Systems for import/exports
- An overview of the customs journey
- Completing customs declarations for imports and exports
- Transit procedures and warehousing
- Customs authorisations and the Customs Decision System (CDS)
- Post-Brexit changes to Ireland – Northern Ireland – Great Britain trade
- US Tariffs Case studies on the movement of goods between Ireland, Britain, Europe and Asia
- Benefits of Authorised Economic
- Operator (AEO) trusted trader status

Our 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 MD of CCBI/CCBU and General Manager in Ace Express. 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.



Course Details



APRIL COHORT

29th April - 3rd June
2026



OCTOBER COHORT

7th Oct - 11th Nov
2026



TIME

Every Wednesday
9.30 am - 3.30 pm



LOCATION

Online via
Microsoft Teams



ADDITIONAL RESOURCES

- Six multiple-choice tests
- Reflective diary
- Written customs journey assignment (500-800 words)



ACCREDITATION

- Level 6 Certificate + 5 ECTS Credits by TU Dublin
- Digital badge award for sharing online



Course Fees



MEMBERS

€ 2,995



NON-MEMBERS

€ 3,395

Not a member yet? Join now!

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

www.irisheexporters.ie

Irish Exporters Association



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