



SCANDINAVIAN ACADEMY
For Training and Development

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Course: International Trade Law Practice Under WTO

Code	City	Hotel	Start	End	Price	Language - Hours
342	Hamburg (Germany)	Hotel Meeting Room	2025-03-17	2025-03-21	5450 €	En - 25

The Course

International business is increasingly conducted under the influence of a growing body of international law. These set the framework for international trade, and competition in trade, with the aim of removing unnecessary barriers. The World Trade Organisation (WTO) has been at the forefront of establishing global trading practices, but other multi-lateral and bilateral agreements need to be considered. This course provides an introduction to this legal framework for the non-specialist.

The course covers:

- The aims and intentions of international agreements
- Practical implications for businesses trading internationally
- Legislation applicable for international government procurement

The Goals

- Overview of aims of WTO
- Overview of applicable legislation
- Overview of current bilateral and multinational agreements
- Understand the WTO legal system
- Review WTO Obligations and Commitments
- Study the WTO's dispute settlement, monitoring and enforcement system



The Process

Participants will learn by active participation throughout the programme through the use of course materials, exercises, questionnaires, training videos and discussion of “real life” issues in their organizations. The presenter is an experienced practitioner and consultant in international procurement, and focuses on the practical implications rather than specialist legal issues.

The Benefits

By attending this seminar, the employee will:

- Have awareness of basis of International Law
- Have Understanding of the principles of economic trade and development
- Learn key learning points for application in your own organisation

The Results

The organisation will gain the following:

- A streamlined Supply System
- Reduced working capital
- Lower costs
- Better customer service
- Reduced friction costs

The Core Competencies

- Ethical behaviour
- International Trade regulations



- International Trade practices
- Government Procurement and contracts

The Programme Content

Day One

Setting the scene

- Overview and History of The World Trade Organisation
- Organisation for Economic Co-operation and Development
- Principles underlying World Trade agreements
- Assumptions about Economic Trade and Development
- Economic Principles of Trade
- Areas not covered by WTO
- General Agreement on Tariffs and Trade - GATT
- The Doha Round of negotiations – progress and stumbling blocks
- Legal remedies and processes

Day Two

Practical application of WTO Practices

- WTO Obligations and commitments
- Trade Defence instruments including Anti-dumping legislation
- Tariffs and Barriers
- Non-tariff barriers
- Subsidies
- Innovation
- Intellectual Property



- Research and Development

Day Three

Government Procurement under WTO

- Aims and intentions of Government Procurement legislation
- European Legislation
- US legislation
- Exclusions and exemptions
- Acceptable government procurement practices
- Development of local business and economies
- International Trade Development

Day Four

Incoterms

- Purpose and applicability of Incoterms
- New revision Incoterms 2010
- Definition of each term
- Incorporation into terms and conditions
- Pitfalls and practicalities of Incoterms

Day Five

International Ethics

- Best Practices in avoiding Corruption
- The Bribery Act in the EU
- Foreign Corrupt Practices Act (USA)



- Standards in Ethical Behaviour
- Corporate Social Responsibility



The Scandinavian Academy for Training and Development employs modern methods in training and skills development, enhancing the efficiency of human resource development. We follow these practices:

- **Theoretical Lectures:**

- We deliver knowledge through advanced presentations such as PowerPoint and visual materials, including videos and short films.

- **Scientific Assessment:**

- We evaluate trainees skills before and after the course to ensure their progress.

- **Brainstorming and Interaction:**

- We encourage active participation through brainstorming sessions and applying concepts through role play.

- **Practical Cases:**

- We provide practical cases that align with the scientific content and the participants specific needs.

- **Examinations:**

- Tests are conducted at the end of the program to assess knowledge retention.

- **Educational Materials:**

- We provide both printed and digital scientific and practical materials to participants.

- **Attendance and Final Result Reports:**

- We prepare detailed attendance reports for participants and offer a comprehensive program evaluation.

- **Professionals and Experts:**

- The programs scientific content is prepared by the best professors and trainers in various fields.

- **Professional Completion Certificate:**

- Participants receive a professional completion certificate issued by the Scandinavian Academy for Training and Development in the Kingdom of Sweden, with the option for international authentication.

- **Program Timings:**

- Training programs are held from 10:00 AM to 2:00 PM and include coffee break sessions during lectures.