



PERFORMANCE  
AND DILIGENCE

# International Purchasing



## Description

The globalization of trade now requires more rigor and business performance. This change is necessary for procurement, and for international purchases in particular. It is a new reality where the daily management of supplies and logistics is being transformed.

## Target audience

Those responsible for procurement, purchasers, and other managers seeking competitive supply sources or who wish to become familiar with the supply possibilities offered by globalization.

## Plan de cours

- Globalization in the 21st century (overview);
- International trade since 1960;
- Trade agreements;
- World bodies.

### Day 1 : The cultural aspects of international purchasing

- The supplier;
- International intermediaries;
- The search for potential suppliers;
- Selecting suppliers;
- Regional characteristics:
  - Asia;
  - Latin America;
  - Europe;
  - North Africa and the Middle East.
- Characteristics of international negotiation;
- The influence of cultural factors on behaviour;
- The influence of culture on the communication process;

- Cultural keys;
- How to manage certain types of corruption;
- Aspects governing the balance of power relationships;
- Offer and counter-offer;
- Scenario - role playing.

## **Day 2 : The legal aspects of international purchasing**

- International purchasing: Within which legal framework?
- Mastering contract rules: From training to execution to penalties;
- Knowledge, selection and proper use of Incoterms;
- Know how to address customs issues and the differences in standards between countries;
- Customs clearance of goods and the documents required;
- Know how to manage transport and insurance risks;
- Checklist of the questions to ask yourself before writing an international contract;
- Identifying the important clauses to monitor;
- Scenario - find the mistake.

## **Day 3 : The financial aspects of international purchasing**

- Payment in international operations:
  - Instruments of payment;
  - Payment techniques;
- Managing foreign exchange risk:
  - Identifying foreign exchange risk;
  - Choosing the currency of payment;
  - The fundamental objectives of foreign exchange risk management;
  - Techniques for hedging foreign exchange risk.
- Financing:
  - Types of financing;
  - Sources of financing.
- Bonds:
  - Bid bond;
  - Performance bond;
  - Advance guarantee;
  - Holdback guarantee.

## **Objectives**

Any company wishing to do business with international suppliers must take into account various aspects specific to the customs and habits of foreign countries, which are opening up more and more to market globalization. The company must familiarize itself with communication methods, languages and dialects, time zones, economic analyses of the market, international agreements, and the agreements of the World Trade Organization (WTO).

## **Duration**

3 days.

