

Supply Chain



Welcome Letter

Welcome to TechnoTrain! We are proud to be recognized by The Daily Telegraph for our innovative approach to training and development. TechnoTrain is UniHouse's professional training brand, created specifically to build strong, skilled, and safe workforces within the oil and gas industry.

With over 25 years of experience, we have partnered with leading companies worldwide, including BP, Shell, Hyundai Engineering, JGC Japan, Shimizu Japan, Gazprom, PetroChina, Lukoil, SONANGOL, and UNDP. Our expertise in engineering, management, and oil and gas enables us to deliver comprehensive training solutions tailored to support the success and growth of companies across this critical industry.

TechnoTrain's programs cover all essential areas for a successful career, from technical skills to essential soft skills, addressing all major oil and gas competencies. Our team of trainers comprises seasoned professionals from various backgrounds and nationalities, enriching each course with a diverse wealth of knowledge.

We proudly partner with some of the world's top learning and research centers in the UK, the US, and Canada. Our training facilities are equipped with the latest technology, allowing participants to learn and practice on state-of-the-art industry equipment.

At UniHouse, we prioritize customer satisfaction, welcoming every client as part of our family. We are committed to offering customized programs, whether for a small group or hundreds of employees, no matter where in the world you are located. TechnoTrain provides individual courses or complete training programs to help clients achieve their goals.

What We Offer

TechnoTrain's globally accredited programs are trusted in over eighty countries and support career growth across numerous industries. Our services include:

- Curriculum Design & Development
- Training & Capacity Building
- Framework Design for Training and Quality Assurance
- Technical Knowledge Transfer
- Managing Technical Training Centers
- Vocational Training & Competency Building
- Engineering Standards Training
- On-the-Job Training

Our courses cover areas like Power, Upstream & Downstream, Mechanical, Supply Chain, Health & Safety, and Soft Skills, addressing the needs of technical staff and management alike. TechnoTrain is more than just training; it is a pathway to success for every level within the oil and gas sector.

Join us at TechnoTrain to take the next step toward a successful and sustainable future in the oil and gas industry.

Sincerely,

The UniHouse Team



Supply Chain

Management & Operations



These courses have been designed for participants at various competency levels:
Basic – Intermediate – Advanced.

The course descriptions and content will help training managers to determine which courses to select to set-up training plans for staff members to build upon existing knowledge and skills.

Section Courses

1. Supply Chain Management (SCM)
2. Supply Chain – Transportation Operations
3. Supply Chain – Demand Operations



Supply Chain Management

UHSCM001



This course aims to enable participants in developing their knowledge and skills in supply chain management. The learner will gain a very broad knowledge about the fundamental evaluation criteria and procedures which should be adopted to achieve a successful supply chain.

This course is designed for supply chain managers, procurement officers, and those who want to work in this industry.

Course Objectives:

At the end of this course the participants will be able to:

- Define supply chain management.
- Understand the cycle of supply chains.
- Plan and make the right decisions.
- Deal with inventories.
- Understand the relationship between the oil & gas industry and effective supply chains.
- Negotiate effectively for optimal results.

Course Content:

- Materials management
- Planning and control management
- Logistics and transportation management
- Negotiation skills
- Oil & gas and supply chains

Related Courses:

- Supply Chain – Demand Operations
- Supply Chain – Transportation Operations

Duration
8 Days

Level
Intermediate

Programme Schedule

Day 1

Supply Chain Management (SCM)

1. Definition and importance
2. SCM functions
3. Examples of SCM industries
4. Supply chain strategy

Day 2

Materials Management

1. Activities
2. Advantages
3. PSCM
4. Items and services purchased
5. Special cases of oil & gas procurement

Day 3

Planning and Control Management

1. Monitoring movements
2. Measurement and evaluation of inventory
3. Receipt and issuance of inventory
4. Systems to replenish inventory
5. BOQ
6. RCP, JIT

Day 4

Logistics Management

1. Definitions and fundamentals
2. Types
3. Crude oil quality
4. Warehouse and store management

Day 5

Transportation Management

1. Role of transportation in supply chains
2. Types
3. Selection criteria and determinants
4. Economic, political, and geographical factors
5. Risks

Day 6

Negotiation

1. Types
2. Strategies
3. Goals
4. Techniques

Day 7 and 8

The Oil & Gas Industry and Supply Chains

1. Overview and importance
2. Components
3. PUSH and PULL
4. Review all supply chain levels pertaining to the oil & gas industry

Supply Chain - Transportation Operations

UHSCM002



This course aims to enable the participants in developing their knowledge and skills in transportation management and planning. The learner will understand the strategic and tactical principles, practices, and tools required to address the cost, service, capacity, and carbon emissions trade-off in domestic and international transportation.

This course is designed for logisticians and storekeepers.

Course Objectives:

At the end of this course the participants will be able to:

- Understand the relation between transportation and the supply chain.
- Explain transportation fundamentals.
- Identify transportation regulation and policies.
- Determine how to optimize routes and schedules.
- Better manage total transportation costing and pricing.
- Define all types of transportation.
- Determine the challenges of transportation.
- Understand how transportation carriers plan their operations, and how this can impact shippers.

Course Content:

- Transportation regulation and public policy
- Costing and pricing for transportation
- Transportation types
- Challenges of transportation in supply chains

Related Courses:

- Supply Chain – Demand Operations
- Supply Chain Management (SCM)

Duration
7 Days

Level
Intermediate

Programme Schedule

Day 1

Introduction to Transportation

1. Transportation fundamentals
2. Distribution principles
3. Transportation in the supply chain and economy

Day 2 and 3

Transportation Regulation and Public Policy

1. Regulation of transportation
2. Development of regulations
3. Transportation policy
4. The importance of transportation policy

Day 4

Costing and Pricing for Transportation

1. Market considerations
2. Cost-of-service pricing
3. Decisions
4. Major pricing decisions
5. Pricing objectives
6. Estimating demand and cost
7. Price levels and price adjustments
8. Pricing mistakes

Day 5

Transportation Types

1. Major carriers
2. Railroads
3. Airlines
4. Water carriers and pipelines
5. Establishing the pricing objective

Day 6

Critical Transportation Management Issues

1. Risk management
2. Planning and execution
3. Third parties' logistics'
4. Fleet management

Day 7

Challenges of Transportation in Supply Chains

1. Emerging conditions
2. Green supply chains
3. Shipment tracking
4. Fuel costs and consumptions
5. Transportation report card

Supply Chain - Demand Operations

UHSCM003



This course aims to enable the participants in developing their knowledge and skills in demand operations management. The learner will gain an understanding of the strategic and tactical principles, practices, and tools required to build a successful Demand-Driven Network (DDN).

This courser is designed for logisticians, supply chain managers, procurement managers, and logistics executives.

Course Objectives:

At the end of this course the participants will be able to:

- Understand an overview of supply chain management.
- Define demand and its types.
- Explain demand-driven supply chain operation, components, strategies, and have completed simulations.
- Determine the main operating processes of DDSC.
- Understand the role of technology in supporting demand-driven supply chains.
- Understand how to develop a demand-driven supply chain strategy, and determine how this strategy integrates with corporate strategy.

Course Content:

- Overview of supply chain management
- Demand-Driven Supply Chains (DDSC)
- Core operating processes
- Demand-driven supply chain strategy
- Role of technology

Related Courses:

- Supply Chain – Transportation Operations
- Supply Chain Management (SCM)

Duration
6 Days

Level
Intermediate

Programme Schedule

Day 1

Overview of the Supply Chain Management

1. Definition
2. SC cycle
3. Importance
4. SCM functions

Day 2 and 3

Introduction to Demand-Driven Supply Chains (DDSC)

1. Demand definition and types
2. DDSC definition and components
3. Aligned strategies for DDSC
4. DDSC simulation

Day 4

Core Operating Processes

1. Demand sensing and forecasting
2. Demand shaping
3. Demand response and supply chain operation

Day 5

Demand-Driven Strategy

1. DDSC strategy
2. Integration with corporate strategy

Day 6

Technology

1. Definition
2. Usages
3. Role in DDSC

Supply Chain

Warehousing



These courses have been designed for participants at various competency levels:
Basic – Intermediate – Advanced.

The course descriptions and content will help training managers to determine which courses to select to set-up training plans for staff members to build upon existing knowledge and skills.

Section Courses

1. Warehouse and Inventory Management
2. Warehouse and Store Management
3. Stock Control and Inventory Management



Warehouse & Inventory Management

UHSCW001



This course aims to enable participants in developing their knowledge in warehouse and inventory management. The learner will gain a very broad knowledge about effective management of warehouse operations, and inventory control strategies and techniques.

This course is designed for logisticians, storekeepers, warehouse managers and supervisors.

Course Objectives:

At the end of this course the participants will be able to:

- Understand the importance of effective warehouse management.
- Understand the management of inventory, including good movements and transportation.
- Reconcile physical inventory balances and system records.

Course Content:

- Inventory management
- Inventory planning
- Inventory operations
- Warehouse planning and systems

Related Courses:

- Warehouse and Store Management
- Stock Control and Inventory Management

Duration
5 Days

Level
Intermediate

Programme Schedule

Day 1

Inventory Management

1. Definition and importance
2. The financial implications of holding or not holding enough inventory
3. The role of the inventory manager
4. Inventory management and supply chain strategy
5. Demand forecasting
6. Lead time management

Day 2

Inventory Planning

1. Inventory planning fundamentals
2. Inventory categorization techniques
3. Inventory coding systems
4. The inventory management plan

Day 3

Inventory Operations

1. Monitoring movements
2. Measuring and valuation of inventory
3. Receipt and issuance of inventory
4. Systems to replenish inventory
5. EOQ
6. ROP, JIT

Day 4 and 5

Warehouse Planning and Systems

1. Warehouse location and acquisition options
2. Warehouse design
3. Warehouse layout
4. Space calculation
5. Materials handling and equipment
6. Warehouse operations
7. Warehouse administration
8. Record keeping and communication
9. IQS
10. Physical inventory

Warehouse & Store Management

UHSCW002



This course aims to enable participants in developing their knowledge in warehouse and store management. The learner will gain a very broad knowledge about the successful practices and skills used in managing stores, according to their operations and functions.

This course is designed for logisticians, storekeepers, warehouse managers and supervisors, as well as those who want to take over these positions' responsibilities in the future.

Course Objectives:

At the end of this course the participants will be able to:

- Understand the principles for balancing material flows and workloads in a warehouse or distribution center, in order to install productive and cost-effective operations.
- Have the necessary know-how and techniques to organize or improve the working methods in warehouses and distribution centers.

Course Content:

- Integrated logistics and the role of the warehouse in the supply chain
- Warehouse planning and systems
- Decisions about layout
- WMS and cost control
- Performing warehouse operations

Related Courses:

- Warehouse and Inventory Management
- Stock Control and Inventory Management

Duration
7 Days

Level
Intermediate

Programme Schedule

Day 1

Integrated Logistics and the Role of the Warehouse in the Supply Chain

1. Role and purpose
2. Types
3. Analysis of different warehouse operations

Day 2 and 3

Warehouse Planning and Systems

1. Warehouse location and acquisition operations
2. Warehouse design
3. Warehouse layout
4. Space calculation
5. Materials handling and equipment
6. Warehouse operations
7. Warehouse administration
8. Record keeping and communication
9. IQS
10. Physical inventory

Day 4 and 5

Decisions About Layout

1. Operational procedures
2. Methods for order picking
3. Methods for inventory taking
4. Location management in a warehouse

Day 6

WMS and Cost Control

1. Warehouse Management Systems' (WMS) possibilities and restrictions
2. Data identification, barcodes, and radio frequency
3. Cost and investment analysis

Day 7

Performing Warehouse Operations

1. Standard times, ergonomics, and security
2. Flexibility and productivity
3. Dynamic priority management
4. Key performance indicators

Stock Control and Inventory Management

UHSCW003



This course aims to enable the participants in developing knowledge in stock and inventory management. The learner will gain a very broad knowledge about fundamental evaluation criteria and procedures, which should be adopted to achieve successful management in this domain.

This course is designed for logisticians, storekeepers, and warehouse managers and supervisors.

Course Objectives:

At the end of this course the participants will be able to:

- State the objectives of stock control and inventory management and list their impact on cost and customer service.
- Prepare proper classification of inventory, and use best practices for item specification and cataloguing.
- Use forecasting techniques to predict demand and better manage lead times.
- Compute the optimum ordering quantity, and determine safety stocks and reorder points.
- Schedule cycle counts; improve inventory record accuracy.
- Identify relevant key performance indicators to measure and improve inventory performance.

Course Content:

- Setup and configuration
- Data entry processing
- Hand-on stock take
- WMS and cost control
- Assisted stock take
- Implement purchase orders
- Implement minimum and maximum levels
- Remote-assisted stock take

Related Courses:

- Warehouse and Inventory Management
- Warehouse and Store Management

Duration
7 Days

Level
Intermediate

Programme Schedule

Day 1

Introduction to Stock Control

1. What is stock?
2. Stock control definition
3. Stock control elements
4. The need for stock control

Setup and Configuration

1. Locations
2. Suppliers
3. Stock items
4. Bulking stock reduction
5. Reduction quantity calculations
6. Confirm gross profit percentages are 100% correct

Day 2

Data Entry Processing

1. Supplier invoice entry
2. Stock transfer entry

Day 3

Hand-On Stock Take

1. Goals
2. Profiles and worksheets
3. Entering counts
4. Stocks valuation
5. Preview variance
6. Variance report definitions and analyses

Day 4

Assisted Stock Take

1. Goals
2. Preview variance
3. Variance report definitions and analyses
4. Stock valuation

Day 5

Purchase Orders

1. Why implement purchase orders?
2. Creating purchase orders
3. Receiving purchase orders

Day 6

Minimum and Maximum Levels

1. Why implement minimum and maximum levels?
2. Setting minimum and maximum levels
3. Creating automatic purchase orders

Day 7

Remote-Assisted Stock Take

1. Remote-assisted stock take goals
2. Preview variance
3. Variance report definitions
4. Variance report analyses
5. Stock valuation

Completion/Practical Cases

Supply Chain

Bidding & Contracting



These courses have been designed for participants at various competency levels:
Basic – Intermediate – Advanced.

The course descriptions and content will help training managers to determine which courses to select to set-up training plans for staff members to build upon existing knowledge and skills.

Section Courses

1. Bids and Tenders in the Oil & Gas Industry
2. Contracting Management in the Oil & Gas Industry
3. Sourcing Operations in the Oil & Gas Industry
4. Supplier Relationship Management (SRM)



Bids and Tenders in the Oil & Gas Industry

UHSCB001



This course aims to enable participants in developing their knowledge and skills in dealing with bids and tenders in the oil & gas field, and enable them to make an impeccable contract at the appropriate time and place.

This course is designed for procurement or supply chain managers, and purchasing officers.

Course Objectives:

At the end of this course the participants will be able to:

- Define bid and tender.
- Determine tenders' procedures in the oil & gas industry.
- Understand bid plans and strategies.
- Identify the principles of effective sourcing management.
- Understand the principles of tender documents' preparation.
- Explain the Total Cost of Ownership (TCO), effective RFIs, RFPs, RFQs, and RFTs.

Course Content:

- The differences between tenders and bids
- Tendering and bidding plans and strategies
- Tender procedure principles
- Tender documents
- Tender awards

Related Courses:

- Contracting Management in the Oil & Gas Industry
- Sourcing Operations in the Oil & Gas Industry

Duration
5 Days

Level
Intermediate

Programme Schedule

Day 1

Bids and Tenders

1. Definition and importance
2. The difference between tenders and bids
3. Tendering fundamentals
4. Bid types

Day 2

Tendering and Bidding Plans and Strategies

1. Selecting tender strategy
2. Creating a tender plan
3. Choosing the suitable type of contract

Day 3

Tender Procedure Principles

1. End-end procurement cycle
2. RFI, RFP, RFQ, and RFT
3. Advertising the contract
4. PQQ

Day 4

Tender Documents

1. Tender package contents
2. Scope of work
3. The response required from bidders
4. Terms and conditions

Day 5

Tender Award

1. Tender and guarantees
2. Letters of intent
3. Pre-contract scope changes
4. Disputed contracts

Contracting Management in the Oil & Gas Industry

UHSCB002



This course aims to enable participants in developing their knowledge and skills in managing the contract process, recognizing the legal terms and conditions, and aiding their companies in providing the contracts to the best supplier.

This course is designed for procurement or supply managers, purchasing officers, finance officers, and stock controllers.

Course Objectives:

At the end of this course the participants will be able to:

- Define contracts and tenders.
- Determine contracts' and tenders' characteristics in the oil & gas industry.
- Understand contract fundamentals and components.
- Identify steps in the bid process and evaluation.
- Develop the knowledge, skills, and concepts in contracts' documentation process.
- Explain the purpose of the claims which affect the contract.

Course Content:

- Contract components
- Contract fundamentals
- Bid process
- Bid evaluation
- Claims' purposes
- Documentation

Related Courses:

- Bids and Tenders in the Oil & Gas Industry
- Sourcing Operations in the Oil & Gas Industry

Duration
6 Days

Level
Intermediate

Programme Schedule

Day 1 and 2

Introduction to Contracts

1. Definition
2. Purposes
3. Types
4. Requirements
5. Contracts in the oil & gas industry

Contract Components & Fundamentals

1. Questions to constantly ask
2. Change orders and field work orders
3. Turnover sequence charts
4. Using the 80/20 rule

Day 3

Bid Process

1. Definition
2. Types
3. Oil & gas tenders
4. RFPs and problems
5. Types of proposals
6. Design conditions
7. Unbalanced proposals
8. Evaluating unit prices

Day 4

Bid Evaluation

1. Bidder's list
2. Bidder pre-qualification
3. The bid package
4. Bid analysis

Day 5

Claims' Purposes

1. Changes due to differing conditions
2. Delays, disruptions, interferences
3. Ripple or impact effect of changes
4. Breach of contract

Day 6

Documentation

1. Document requirements
2. Document types
3. Equipment checkout
4. Processes and procedures

Sourcing Operations in the Oil & Gas Industry

UHSCB003



This course aims to enable participants in developing their knowledge and skills in sourcing operations' management in the oil & gas field. Participants will improve their sourcing strategies, which they will employ to maximize the value they bring to their organizations.

This course is designed for procurement or supply managers, purchasing officers, finance officers, and stock controllers.

Course Objectives:

At the end of this course the participants will be able to:

- Define sourcing operation.
- Implement sourcing management skills in the oil & gas industry.
- Understand the internal needs and requirements of oil & gas companies.
- Identify the key principles of effective sourcing management.
- Develop the knowledge to analyse the targeted markets.
- Explain the Total Cost of Ownership (TCO), and effective RFIs and RFPs.

Course Content:

- Successful sourcing keys
- Cost performance
- Supplier performance management
- Effective oil & gas sourcing operation principles

Related Courses:

- Bids and Tenders in the Oil & Gas Industry
- Contracting Management in the Oil & Gas Industry

Duration
6 Days

Level
Intermediate

Programme Schedule

Day 1

Introduction to Sourcing Operations

1. Definition
2. Process
3. Fundamentals
4. Importance in the oil & gas industry

Day 2

Successful Sourcing Keys

1. Golden Triangle Theory (Time, money, effort)
2. Market analysis
3. Understanding supplier approach
4. Improving sourcing processes and strategies
5. Cost evaluation

Day 3 and 4

Cost Performance

1. Challenges in oil & gas
2. Strategic cost management
3. Principles of cost and value management
4. TCO
5. Analysing and mitigating risks

Day 5

Supplier Performance Management

1. Importance
2. Long-term supplier relationships
3. Performance measurement and evaluation
4. Quality management for strategic sourcing

Day 6

Effective Oil & Gas Sourcing Operation Principles

1. Continuous research for the markets and suppliers
2. Improving selection processes permanently
3. Identification of preferred supplier(s)

Supplier Relationship Management (SRM)

UHSCB004



This course aims to enable participants in developing their knowledge skills in communicating with the suppliers in a manner that establishes a mutually beneficial situation for both the company and the suppliers.

This course is designed for supplier relationship managers, procurement or supply managers, purchasing officers, finance officers, and stock controllers.

Course Objectives:

At the end of this course the participants will be able to:

- Define Supplier Relationship Management (SRM).
- Understand the importance of SRM.
- Identify the supplier segmentation process and alliance development.
- Develop the knowledge and skills needed to manage the risks and problems affecting the company-supplier relationship.
- Explain the proper measures of suppliers' performance.

Course Content:

- Supplier Relationship Management (SRM) overview
- SRM troubles and risks
- Supplier performance
- Segmentation and alliance

Related Courses:

- Bids and Tenders in the Oil & Gas Industry
- Contracting Management in the Oil & Gas Industry

Duration
6 Days

Level
Intermediate

Programme Schedule

Day 1

Introduction to Supplier Relationship Management (SRM)

1. Definition
2. The differences between SRM and Customer Relationship Management (CSM)
3. Contract management overview
4. Building good relationships
5. Managing and communicating the relationship
6. The importance of SRM
7. SRM types and styles
8. SRM in the oil & gas industry

Day 2 and 3

SRM Troubles and Risks

1. SRM common problem types
2. Solving the problems
3. Strategies to deal with problems
4. Dispute resolution
5. SRM risks
6. Impacts and management

Day 4 and 5

Supplier Performance

1. Supplier performance measures
2. SLA
3. Maintaining good supplier performance
4. Monitoring supplier performance
5. Supplier Performance Index

Day 6

Segmentation and Alliance

1. Segmentation of the supplier base
2. Defining the alliance
3. Process
4. Success factors and barriers to alliances

Supply Chain

Procurement



These courses have been designed for participants at various competency levels:
Basic – Intermediate – Advanced.

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Section Courses

1. Oil & Gas Exploration and Production Procurement
2. Procurement and Supply in the Oil & Gas Industry



Oil & Gas Exploration & Production Procurement

UHSCP001



This course aims to enable participants in developing their knowledge and skills in procurement and supply management in the field of oil & gas exploration and production. This improves their strategies in managing procurement of the necessary equipment in oil & gas exploration and production operations.

This course is designed for procurement or supply managers, as well as purchasing officers.

Course Objectives:

At the end of this course the participants will be able to:

- Define procurement management.
- Determine procurement management skills in the oil & gas industry.
- Understand the recent methods and types of purchasing and procurement.

Course Content:

- Exploration and production overview
- Procurement management
- Procurement and purchasing
- Materials' principles
- Importing and receiving material assets

Related Courses:

- Procurement and Supply in the Oil & Gas Industry

Duration
5 Days

Level
Intermediate

Programme Schedule

Day 1

Exploration and Production Operations

1. Definition
2. The importance of procurement management in E&P operations
3. E&P fundamentals

Day 2

Procurement Management

1. Definition
2. The difference between general procurement management and oil & gas procurement management
3. Oil & gas procurement management skills

Day 3

Procurement and Purchasing

1. Definitions and fundamentals
2. Purchasing steps
3. TCO
4. Procurement targeting

Day 4

Materials' Principles

1. Stock decisions
2. Non-availability
3. Holding stock

Day 5

Importing and Receiving

1. Good inwards
2. Oil & gas-specific materials
3. Capitalised "moveables" control

Procurement and Supply in the Oil & Gas Industry

UHSCP002



This course aims to enable participants in developing their knowledge and skills in supply management, and improve their strategies and plans for procurement of necessary equipment in the oil & gas industry, with low costs and high qualities.

This course is designed for procurement or supply managers, purchasing officers, finance officers, and stock controllers.

Course Objectives:

At the end of this course the participants will be able to:

- Define supply management.
- Determine supply management characteristics in the oil & gas industry.
- Understand the recent methods of costs that determine suppliers' prices.
- Identify negotiation strategies for establishing deals.
- Develop the knowledge, skills, and concepts needed to create a Purchase Price Index.
- Explain the import/export methodology.
- Evaluate and demonstrate procurement value.

Course Content:

- Searching and selection
- Cost strategies
- Purchasing strategies
- Negotiating the contract
- Import and export documentations and processes

Related Courses:

- Oil & Gas Exploration and Production Procurement

Duration
6 Days

Level
Intermediate

Programme Schedule

Day 1

Introduction to Procurement and Supply Management

1. Definition
2. The differences between general PSM and oil & gas PSM
3. Oil & gas PSM skills

Day 2

Searching and Selection

1. Product specifications and standards
2. Set of suppliers
3. Selection processes

Day 3

Cost Strategies

1. Total Cost Ownership (TCO)
2. Cost containment methods
3. Cost reductions and cost avoidance
4. Developing "should-cost"
5. Producer price indexes

Day 4

Purchasing Strategies

1. International purchasing strategy and planning
2. International purchasing funding options
3. Oil & gas industrial markets

Day 5

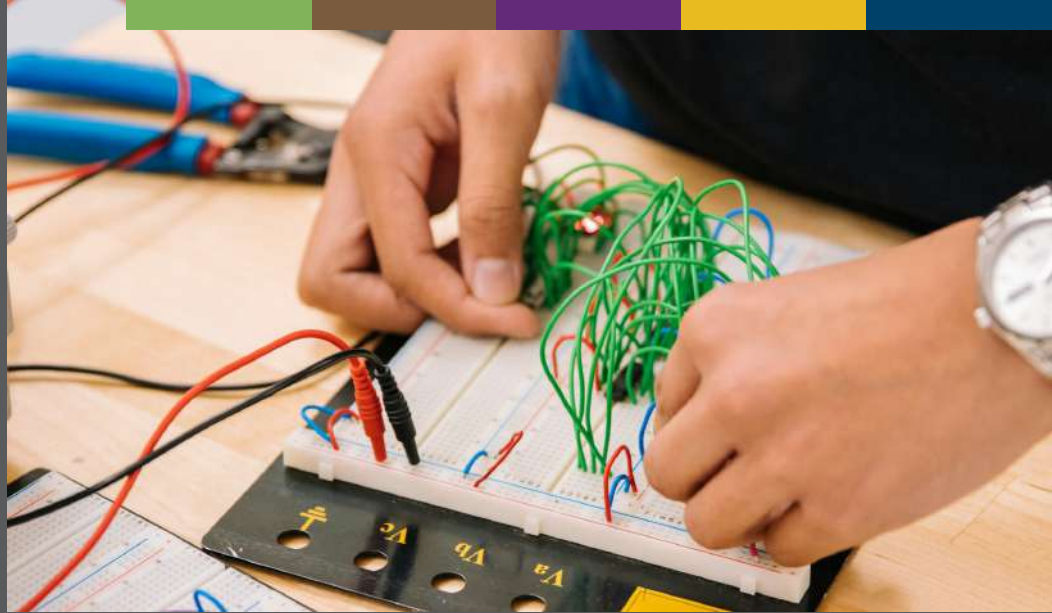
Negotiating the Contract

1. Product specification and formulation
2. National and international standards
3. Sourcing of products
4. Course location and evaluation
5. Tendering
6. Supplier audit
7. Overseas market
8. Digital trade revolution
9. Negotiating skills
10. Terms and conditions

Day 6

Import and Export Documentations and Processes

1. Certificate of origin
2. Certificate of shipment
3. Airway bill
4. Bill of lading
5. Export invoice
6. Export licensing
7. Import licensing
8. Other documents



United Kingdom

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