

# Want Trade Compliance?

Start with training your people with the right experts.



**Knowledge  
is power.**

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# WHY THE ACADEMY EXISTS

The Trade Compliance Academy is dedicated to bridging the critical training gap in trade compliance and customs management.

We believe that every internal customs and trade compliance program should be supported by a robust, regular, and thoroughly customised training plan.

However, we also recognise that existing training services are falling short of business needs. They are often too theoretical and lack practical applicability.

## **Forget about unsuitable and ineffective training sessions !**

Through three levels of training, we empower companies by equipping their teams with the knowledge and skills needed to successfully manage their customs and trade compliance responsibilities.

Our team of trade compliance experts delivers comprehensive and actionable content, ensuring that every level of your organisation, from staff to management, achieves the required competence.

# Expertise in Execution.

# OUR COMMITMENTS

## **No fluff, just real, actionable content**

Our training courses deliver unparalleled regulatory content with concrete strategies for optimising trade compliance management. By focusing on actionable insights and real-world applications, our training not only enhances operational efficiency and risk management but also empowers participants to implement their new knowledge swiftly, securing a competitive edge.

## **Highest standards**

Our training programs are rigorously crafted according to the CustCompEU a framework, adhering to the highest standards of EU customs and trade compliance management. This rigorous approach guarantees that our training is both current and comprehensive, preparing participants thoroughly for the demands of customs and trade compliance excellence.

## **Unmatched expertise**

The strength of our academy lies in the deep expertise of our instructors, all seasoned professionals in trade compliance, **not merely theorists**. Their real-world experience ensures that our training integrates essential regulatory knowledge with practical, effective strategies, providing participants with the critical skills necessary for success in trade compliance management.

## **More than a training session**

We enhance traditional training methods by fostering an interactive learning environment. We ask our students to come with work-related questions that we solve during the session. This hands-on approach not only helps solidify theoretical knowledge but also develops practical skills, deepening participants' understanding in a dynamic and practical setting.

**#8D090A**





# The Fundamentals

## Professional Training - Level 1

### For those who want the strongest basics.

#### Why this training:

**This training is ideal for building a strong foundation of awareness about customs and trade compliance management risks among your staff members.**

This foundational course is meticulously tailored to equip participants with a deep understanding of the core principles and pillars of customs and trade compliance management. A key objective of the course is to provide clarity on the regulatory frameworks that govern customs and trade compliance, alongside a comprehensive examination of the main risks associated with non-compliance.

These courses were developed in response to recurring observations by our experts, identifying a prevalent gap in trade team proficiency regarding trade compliance awareness, resulting in a lack of knowledge standardization. This circumstance frequently exposes organizations to various risks. Therefore, to ensure uniformity in trade compliance knowledge among your team members, we strongly recommend undergoing this specialized training at least once annually.

#### For who:

- Operational import & export staff,
- Transport & supply chain staff.
- Junior customs & trade Compliance officers,
- Import & export coordinators,
- Junior consultants,
- Purchasing & procurement staff,
- Finance & tax staff.
- Any professional who has recently been given or aspire to be given customs & trade compliance management tasks.

#### What you will learn - but not only:

- The customs & trade compliance management landscape (stakeholders, applicable Law).
  - The three key customs compliance pillars: classification, origin, valuation.
  - The main customs procedures on import, export, and transit of goods.
  - The main risks associated with customs and trade compliance activities.
  - The Incoterms, import VAT and customs representation.
  - The sanctions, export control dual use regulations.
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- **Program Director:** Thibaut Grandjean-Vernet.
  - **Duration:** 1 day.
  - **Format:** remote (online).



# Advanced Program

## Professional Training Certificate - Level 2

**For those who want to strengthen their knowledge.**

### **Why this training:**

**The course aims to refresh existing knowledge and introduce more sophisticated aspects of customs and trade compliance management, ensuring participants are better positioned to identify areas for improvement.**

It is meticulously designed for professionals who have already established a foundational understanding of customs and trade compliance management and are now looking to deepen their knowledge with a focus on the practical execution of compliance requirements, advanced risk management, and optimisation techniques.

This training is made for people with trade manager responsibilities and strategic knowledge who want to go to the next level of trade management expertise. Its goal is to refine and enhance the expertise of experts, further honing their skills and knowledge in their respective fields.

### **For who:**

- Customs & trade compliance officers,
- Supply chain & transport managers,
- Import & export managers,
- Senior consultants,
- Risk management staff.
- Finance, Legal & Tax Staff with customs or trade compliance responsibilities,

### **What you will learn - but not only:**

- The customs procedures on import, export, and transit of goods,
- Classification (rules, risks, opportunities, strategies),
- Origin (rules, risks, opportunities, strategies),
- Valuation (rules, risks, opportunities, strategies),
- Special customs regimes, and duty savings strategies,
- Export control & dual use,
- Sanctions management,
- Strategies and best practices in brokerage management.
- Crisis in trade compliance management.
- Customs & trade compliance management risks,
- Internal Compliance Programs.

- **Program Directors:** Thibaut Grandjean-Vernet & Nicolas Urien.
- **Duration:** 2 days.
- **Format:** remote (online).



# Leadership Program

## Professional Training Session

### For non-specialists Executives seeking awareness.

#### Why this training:

**Through this program, leaders will acquire the insights necessary to evaluate their team's efficiency, identify risks and opportunities, and gain the tools needed to implement a robust customs and trade compliance management strategy.**

This training has been specially designed for non-expert Executives without in-depth knowledge of customs and trade compliance management but having the responsibility of individuals and/or teams in charge of these activities. The goal is not to turn them into experts but to equip them with enough knowledge to effectively oversee customs & trade compliance staff and grasp the key risks associated with customs and trade compliance.

When non-specialist executives do not know enough about the topic they treat it becomes a real risk and weakness for their company. In instances where a managerial executive experiences a deficiency in expertise within their field, it can significantly compromise decision-making processes, potentially resulting in bad outcomes.

The objective of these courses is to equip non-specialist executives with the requisite skills to make informed decisions thereafter.

#### For who:

- VP supply chain / Operations,
- Transport directors,
- Direct & indirect tax leaders,
- Risk management directors,
- General Counsel, Legal executives,
- Financial director, CFOs,
- Any non-expert Executives who have the responsibility of trade compliance activities & staff.

#### What you will learn - but not only:

- The fundamentals of customs and trade compliance management,
- The different roles in customs & trade compliance,
- Strategies to shape a robust customs & trade compliance management organisation,
- Best practices & strategies for recruiting customs & trade compliance staff,
- How to scale a customs & trade compliance organisation,
- How to shape your trade compliance pyramid risks,
- How to execute costs & duties mitigation strategies,
- How to evaluate a function responsible for trade compliance,
- How to set-up KPIs for trade compliance activities,
- Best practices and strategies to rationalise customs brokerage.

- **Program Director:** Nicolas Urien.
- **Duration:** 1 day.
- **Format:** remote (online).

# Learning unlock opportunities

# On-Demand Sessions

## Professional Training Session

### For those who want something tailor-made.

Our dedicated team of customs & trade compliance management experts is readily available to collaborate with you in developing a tailored training program meticulously designed to meet your unique needs. This specialised training can delve into specific topics of interest, which we will thoroughly examine and dissect during our session. To ensure the session is not only engaging but also highly relevant, we will incorporate real-world case studies directly from your company. This approach is designed to not only make the learning experience more dynamic but also to crucially heighten your team's awareness and understanding of the nuanced challenges associated with your trade compliance operations.

As an entirely tailored training, there is no predetermined agenda or number of attendees. The courses can take place remotely or on site and they are entirely flexible.

Our experienced training coordinator will proactively engage with you to meticulously determine the precise topics you wish to explore. Following this collaborative planning phase, we will craft a comprehensive training agenda that aligns seamlessly with your strategic objectives. This proactive and thorough approach guarantees that the training we deliver is not just informative but also transformative, empowering your team to effectively navigate and excel in the complex landscape of trade compliance.

- **Program Directors:** Nicolas Urien.& Thibaut Grandjean-Vernet.
- **Duration:** on-demand.
- **Participants:** unlimited.
- **Format:** remote (online) or on-site.

# WHEN DO WE START?

Have a question ? Want to book a course ? Go to our website:

**[trade.complianceacademy.co](https://trade.complianceacademy.co)**

Or contact our training program directors:

- **Nicolas Urien:** [nicolas@trade.complianceacademy.co](mailto:nicolas@trade.complianceacademy.co).
- **Thibaut Grandjean-Vernet:** [thibaut@trade.complianceacademy.co](mailto:thibaut@trade.complianceacademy.co).

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