# Advanced Cross-Border E-Commerce Tax Controls Course

1 – 5 March 2027
Frankfurt

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**Ref:** 1059_178166 **Date:** 1 – 5 March 2027 **Location:** Frankfurt **Fees:** 5700 Euro

## Overview

Advanced Cross-Border E-Commerce Tax Controls Course is a one-week advanced course for tax managers, e-commerce finance teams, indirect tax specialists, controllers, and cross-border compliance professionals, who leave with a Cross-Border E-Commerce Tax Control Pack. Participants map online transactions, classify goods and services, assign platform and seller roles, assess tax exposure, govern digital evidence, and reconcile payment and tax data. Agile Leaders Training Center develops cross-border e-commerce tax control capability.

## Who Should Attend

- Tax teams responsible for cross-border transaction analysis, determination, and reporting
- E-commerce finance teams responsible for order, payment, settlement, and tax data
- Indirect tax teams responsible for customer status, place-of-taxation evidence, and filings
- Controllership teams responsible for reconciliations, exceptions, and reporting controls
- Compliance teams responsible for platform, seller, customs, and record obligations

The course assumes participants review e-commerce transactions or tax data at work, and it leaves introductory taxation, system coding, and jurisdiction-specific return preparation outside its scope.

## Departments and Industries

The course supports departments and industries that sell, facilitate, pay for, deliver, or report cross-border online transactions.

- Tax, finance, accounting, treasury, customs, and compliance
- Online retail, digital services, marketplaces, and payment services
- Technology, media, telecommunications, and software
- Logistics, fulfillment, consumer goods, and professional services
- Internal audit, data governance, and shared services

## Learning Objectives

By the end of this course, participants will be able to:

- Build a cross-border e-commerce transaction and party map
- Apply goods, services, customer, and channel classifications
- Analyze platform, seller, payment, and customs roles
- Evaluate direct, indirect, withholding, and establishment risks
- Diagnose tax determination and reconciliation exceptions
- Design digital evidence and compliance governance controls

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## Course Agenda

## Day 1: Transaction and Party Architecture

- Cross-Border Transaction and Party Map
- Goods-versus-Services Classification Matrix
- Business-to-Business and Consumer Decision Tree
- Marketplace and Platform Role Matrix
- Order-to-Settlement Data Lineage Map

## Day 2: Tax Exposure Analysis

- Place-of-Taxation Evidence File
- Direct Tax and Establishment Risk Screen
- Withholding Tax Exposure Map
- Customs and Import Tax Interface Checklist
- Cross-Border Tax Obligation Register

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## Day 3: Tax Determination Controls

- Tax Determination Rules Catalogue
- Customer and Seller Status Validation Checklist
- Platform Liability Decision Matrix
- Product and Service Tax Code Governance Log
- Currency and Tax Calculation Control Sheet

## Day 4: Data, Reconciliation, and Governance

- Seller and Platform Data Control Register
- Order-Payment-Tax Reconciliation
- Refund, Cancellation, and Adjustment Workflow
- Tax Exception Triage and Evidence Log
- Cross-Border Compliance Dashboard

## Day 5: E-Commerce Tax Control Practice

- Exercise: Map a Cross-Border Online Transaction
- Exercise: Assign Platform and Seller Tax Roles
- Exercise: Resolve a Tax Determination Exception
- Exercise: Reconcile Orders, Payments, and Tax
- Capstone Exercise: Cross-Border E-Commerce Tax Control Pack

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## Practical Exercises

The course uses suggested activities that connect transaction data, party roles, tax decisions, evidence, and reconciliations.

- Suggested activity: classify goods and digital services for retail and software cases
- Suggested activity: map marketplace, seller, payment, fulfillment, and customer responsibilities
- Suggested activity: reconcile orders, refunds, payment settlements, and recorded tax
- Suggested activity: assemble an evidence file and dashboard for an exception review

## FAQs

### Who suits advanced cross-border e-commerce tax controls training?

Tax, e-commerce finance, indirect tax, controllership, customs, data, and compliance teams suit the training. The course assumes practical exposure to online transactions, tax data, payment records, or reporting processes.

### How does cross-border e-commerce tax training differ from general indirect tax training?

Cross-border e-commerce tax training focuses on online transaction chains, platform roles, seller data, digital evidence, payment settlements, customs interfaces, and automated determination controls. General indirect tax training usually focuses on broader recurring transactions and returns.

### How should cross-border e-commerce transactions be mapped for tax?

Cross-border e-commerce transactions should be mapped from order through payment, fulfillment, delivery, refund, and reporting, with each party, supply, customer status, jurisdictional fact, and evidence item linked to a tax decision.

### What evidence supports cross-border e-commerce tax decisions?

Cross-border e-commerce tax decisions use customer and seller records, contracts, addresses, payment data, product classifications, platform reports, shipping evidence, customs records, invoices, refunds, and system decision logs.

## How are platform and seller tax roles controlled?

Platform and seller tax roles are controlled through a responsibility matrix, decision rules, seller due diligence, data ownership, reporting workflows, exception escalation, and reconciliations aligned with applicable requirements.

## Conclusion

Participants take back a Cross-Border E-Commerce Tax Control Pack containing the transaction map, classification matrix, role matrix, risk screens, rules catalogue, evidence file, reconciliation, exception log, and dashboard. It makes tax decisions, data, responsibilities, and exceptions traceable. E-commerce teams can use it to coordinate compliance across sellers, platforms, payments, and fulfillment.