



## **Advanced Customs Duty and Indirect Tax Strategy Training Course**

20 – 24 September 2027  
Istanbul



## Advanced Customs Duty and Indirect Tax Strategy Training Course

**Ref:** 1110\_181935 **Date:** 20 – 24 September 2027 **Location:** Istanbul **Fees:** 4500 Euro

### Overview

Advanced Customs Duty and Indirect Tax Strategy Training Course is a one-week course for tax managers, customs specialists, finance teams, trade compliance professionals, procurement leaders and supply chain managers, who leave with a Customs and Indirect Tax Decision Pack. Participants connect tariff classification, customs valuation, origin evidence, import tax, landed cost, transaction controls and audit readiness without receiving country-specific legal advice. Agile Leaders Training Center develops customs duty and indirect tax strategy capability.

### Who Should Attend

- Tax teams responsible for indirect tax positions and import transaction controls
- Customs teams responsible for classification, valuation, origin and declarations
- Finance teams responsible for landed cost, provisions and reconciliation
- Trade compliance teams responsible for evidence, risk and audit readiness
- Procurement teams responsible for supplier terms and import cost decisions
- Supply chain teams responsible for cross-border flows and customs data

The course assumes participants can interpret import documents and transaction data, and it leaves out legal opinions, filing representation and country-specific tax advice.

### Departments and Industries

The course supports departments and industries that manage customs exposure and indirect tax on cross-border goods.



- Finance, tax, treasury and internal audit
- Customs, global trade and regulatory compliance
- Manufacturing, retail and consumer goods
- Energy, industrial equipment and engineering supply chains
- Logistics, freight forwarding and distribution
- Procurement, sourcing and commercial operations

## **Learning Objectives**

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

- Apply classification governance to customs master data
- Analyze customs valuation methods and transaction evidence
- Evaluate preferential and non-preferential origin claims
- Build landed-cost and import-tax scenario models
- Diagnose declaration, control and audit-trail weaknesses
- Prioritize customs and indirect-tax risk actions



## **Course Agenda**

### **Day 1: Classification and Customs Governance**

- Harmonized System Classification Decision Record
- Product Description and Attribute Evidence Sheet
- Tariff Master-Data Ownership Matrix
- Classification Change and Approval Workflow
- Customs Duty Exposure Map

### **Day 2: Valuation and Transaction Evidence**

- WTO Customs Valuation Method Sequence
- Transaction Value Evidence File
- Valuation Adjustment and Charge Analysis
- Related-Party Price Review Checklist
- Alternative Valuation Method Decision Tree



### **Day 3: Origin and Import Tax**

- Preferential and Non-Preferential Origin Map
- Origin Rule Qualification Worksheet
- Supplier Origin Evidence Control
- Import Indirect-Tax Base Reconciliation
- Landed-Cost Scenario Model

### **Day 4: Controls, Risk and Audit Readiness**

- Customs Declaration Control Matrix
- Trade Data Reconciliation Method
- Customs and Indirect-Tax Risk Register
- Post-Clearance Audit Evidence Index
- Cross-Functional Customs Decision Report

### **Day 5: Customs Strategy Practice**

- Exercise: Resolve a Tariff Classification Case
- Exercise: Rebuild a Customs Valuation File
- Exercise: Test an Origin Qualification Claim
- Exercise: Reconcile Landed Cost and Import Tax
- Capstone Exercise: Customs and Indirect Tax Decision Pack

## Practical Exercises

The course uses suggested activities to convert shipment and transaction evidence into controlled customs decisions.

- Suggested activity: classify a product from technical attributes and supporting records
- Suggested activity: challenge transaction value and proposed adjustments
- Suggested activity: test supplier origin evidence against a stated rule
- Suggested activity: present a risk-ranked customs and import-tax action plan

## FAQs

### **Who suits advanced customs duty and indirect tax strategy training, and what does it assume?**

Tax, customs, finance, trade compliance, procurement and supply chain professionals suit the training. It assumes familiarity with import documents, product data and transaction records.

### **How does customs duty and indirect tax strategy training differ from basic import procedures training?**

Customs duty and indirect tax strategy training focuses on evidence, governance, risk and cross-functional decisions; basic import procedures training commonly focuses on document flow and routine clearance steps.

### **How is customs value determined for duty analysis?**

Customs value analysis starts with transaction value and its supporting conditions and adjustments, then considers the ordered alternative methods when transaction value cannot be used.

### **Why do rules of origin affect customs duty strategy?**

Rules of origin affect eligibility for preferential treatment, evidence requirements, supplier controls, tariff treatment and the defensibility of an origin claim.

### **What supports customs and indirect tax audit readiness?**

Audit readiness depends on governed master data, consistent declarations, valuation and origin files, reconciliations, approvals, exception records and traceable corrective actions.



## Conclusion

Participants take back a Customs and Indirect Tax Decision Pack containing classification records, valuation files, origin worksheets, landed-cost models, control matrices and a risk register. The pack makes assumptions, ownership and evidence gaps traceable. It supports import-cost decisions, declaration controls, audit preparation and cross-functional risk reporting.