Trade Compliance and Customs Controls Training Course

16 – 20 November 2026
Athens

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Training Center

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Ref: 1294_195682 **Date:** 16 – 20 November 2026 **Location:** Athens **Fees:** 6700 Euro

Overview

Trade Compliance and Customs Controls Training Course is a one-week intermediate course for trade compliance managers, customs specialists, import and export teams, logistics professionals, procurement teams, and internal auditors. Participants build a Trade Compliance and Customs Control Framework that assigns transaction responsibilities, validates product and party data, applies classification, valuation, and origin controls, and records clearance, screening, audit, and corrective-action evidence. Agile Leaders Training Center treats trade compliance as a controlled transaction lifecycle rather than a final document check. Because legal requirements vary by jurisdiction and transaction, the course teaches control design and verification methods rather than one universal legal answer.

Who Should Attend

- Trade compliance and customs managers
- Import, export, and logistics operations teams
- Procurement, supply-chain, and order-management professionals
- Finance and tax teams supporting customs declarations
- Internal auditors and compliance assurance professionals

The course assumes participants understand basic cross-border shipment processes. It does not provide legal advice or certify individual transactions for a particular jurisdiction.

Departments and Industries

The course supports functions and sectors that move goods, technology, or controlled transaction data across borders.

- Trade compliance, customs, legal, tax, and finance functions
- Procurement, supply chain, logistics, and freight operations
- Manufacturing, retail, energy, technology, and healthcare organizations
- Importers, exporters, distributors, and service providers
- Internal audit, risk, and corporate compliance teams

Learning Objectives

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

- Map a cross-border transaction and its compliance decision points
- Apply tariff classification, customs valuation, and origin controls
- Design restricted-party screening and transaction-hold procedures
- Validate customs declarations and supporting documentation
- Test trade compliance records through post-clearance review
- Manage violations, corrective actions, and control improvement

Course Agenda

Day 1: Trade Compliance Governance

- Cross-Border Transaction Lifecycle Map
- Trade Compliance Roles and Accountability Matrix
- Jurisdiction and Requirement Verification Register
- Product, Party, Destination, and End-Use Data Model
- Trade Compliance and Customs Control Charter

Day 2: Classification, Valuation, and Origin

- Tariff Classification Decision Record
- Product Description and Technical Data Standard
- Customs Valuation Method Sequence
- Valuation Adjustment Evidence File
- Rules of Origin and Preference Qualification Matrix

Day 3: Documentation, Screening, and Clearance

- Commercial and Transport Document Reconciliation
- Import Permit and Product Requirement Check
- Restricted-Party, Destination, and End-Use Screening
- Exception, Red Flag, and Transaction-Hold Protocol
- Customs Declaration Readiness Checklist

Day 4: Controls, Records, and Customs Audit

- Trade Compliance Control Library
- Authorization and Approval Evidence Trail
- Record Retention and Retrieval Index
- Post-Clearance Audit Testing Program
- Customs Query and Evidence Response Pack

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Day 5: Violations, Remediation, and Assurance

- Potential Violation Triage Model
- Root-Cause and Transaction Impact Analysis
- Corrective and Preventive Action Register
- Trade Compliance Metrics and Assurance Dashboard
- Capstone Exercise: Trade Compliance and Customs Control Framework

Practical Exercises

The course uses suggested activities that connect transaction facts to documented compliance decisions and control evidence.

- Suggested activity: classify a product using a structured description and decision record.
- Suggested activity: calculate a customs valuation evidence file and test required adjustments.
- Suggested activity: resolve a screening alert and document a release or transaction hold.
- Suggested activity: conduct a post-clearance sample review and propose corrective actions.

FAQs

What does a trade compliance and customs controls course cover?

A trade compliance and customs controls course covers transaction governance, classification, valuation, origin, documentation, screening, clearance, recordkeeping, audit, violations, and corrective action.

Why must tariff classification be controlled?

Tariff classification affects applicable duties, restrictions, permits, reporting, and other transaction requirements. A controlled process uses reliable product data, documented reasoning, review, and change management.

How does customs valuation differ from invoice value?

Customs valuation starts with the applicable valuation method and may require additions, deductions, related-party analysis, currency treatment, or an alternative method. The supporting evidence must explain how the declared value was reached.

What should restricted-party screening include?

Restricted-party screening should define who and what is screened, when screening occurs, how matches are resolved, which red flags trigger enhanced review, and who can approve release or impose a transaction hold.

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How does a post-clearance audit improve compliance?

A post-clearance audit tests completed transactions, declarations, documents, approvals, and records to identify control failures, quantify exposure, determine root causes, and track corrective action.

Conclusion

The course integrates transaction governance, classification, valuation, origin, documentation, screening, clearance, records, audit, and remediation. Participants leave with a Trade Compliance and Customs Control Framework containing responsibility maps, decision records, evidence files, screening protocols, testing programs, and corrective-action registers. The framework improves how teams prevent errors, demonstrate decisions, and strengthen cross-border controls.