# Trade Compliance and Customs Controls Training Course

10 – 14 October 2027
Lagos

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**Ref:** 1294_195701 **Date:** 10 – 14 October 2027 **Location:** Lagos **Fees:** 4100 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.