

Sanctions Awareness and Escalation Practice Training Course

8 – 12 March 2027
Athens

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Training Center

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Ref: 2149_257421 **Date:** 8 – 12 March 2027 **Location:** Athens **Fees:** 6700 Euro

Overview

Sanctions Awareness and Escalation Practice Training Course is a one-week foundation course for banking, payments, trade, procurement, logistics, sales, onboarding, and operations personnel, who leave with a Sanctions Awareness and Escalation Checklist. Participants practice sanctions risk recognition, designated-party screening, ownership and control awareness, sanctions alert review, and escalation recordkeeping without making legal determinations. Agile Leaders Training Center presents sanctions awareness and escalation practice.

Who Should Attend

- Personnel responsible for customer, supplier, and partner onboarding
- Teams responsible for payments, transactions, orders, and trade operations
- Personnel responsible for procurement, logistics, shipping, and sales administration
- Front-line staff responsible for recognizing and escalating compliance concerns
- Managers responsible for sanctions procedures, controls, and staff awareness

The course assumes participants can follow internal compliance procedures, and it leaves legal interpretation, licence applications, screening-system configuration, and final case decisions outside its scope.

Departments and Industries

The course supports departments and sectors exposed to customers, transactions, goods, services, jurisdictions, and counterparties.

- Banks, payment providers, and financial services
- Import, export, shipping, and logistics operations
- Procurement, supply chain, and vendor management
- Energy, commodities, manufacturing, and technology sales
- Customer onboarding, compliance support, and shared services

Learning Objectives

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

- Explain sanctions purpose, restrictions, and role-based responsibilities.
- Recognize designated-party, ownership, control, and jurisdiction risks.
- Review screening alerts and distinguish common false-positive factors.
- Identify transaction, trade, shipping, and circumvention red flags.
- Apply escalation, hold, documentation, and confidentiality procedures.
- Build a Sanctions Awareness and Escalation Checklist.

Course Agenda

Day 1: Understand Sanctions Exposure

- Sanctions Purpose, Restriction, and Prohibition Map
- Designated Person, Entity, Vessel, and Activity Framework
- Jurisdiction, Nexus, and Business Exposure Checklist
- Role-Based Responsibility and Decision Boundary Matrix
- Internal Sanctions Policy and Escalation Pathway

Day 2: Recognize Parties and Control

- Customer, Supplier, Partner, and Beneficiary Screening Map
- Ownership and Control Awareness Decision Tree
- Beneficial Ownership and Related-Party Information Checklist
- Name, Alias, Transliteration, and Identifier Comparison Method
- List Update and Event-Driven Rescreening Workflow

Day 3: Review Alerts and Transactions

- Sanctions Alert Triage and Potential-Match Checklist
- False-Positive Factor and Data-Quality Review
- Payment, Transaction, and Counterparty Information Map
- Trade, Goods, Services, and Shipping Red-Flag Matrix
- Alert Hold, Release, and Escalation Decision Boundary

Day 4: Prevent Circumvention and Document Actions

- Sanctions Circumvention Typology and Red-Flag Register
- Intermediary, End-User, Route, and Ownership Change Review
- Licensing and Exception Awareness Checklist
- Escalation Record and Decision Evidence Template
- Confidentiality, Reporting, and Record-Retention Procedure

Day 5: Practice Sanctions Awareness

- Suggested Exercise: Assess a Customer Screening Alert
- Suggested Exercise: Review an Ownership and Control Concern
- Suggested Exercise: Identify Trade and Shipping Red Flags
- Suggested Exercise: Prepare a Sanctions Escalation Record
- Capstone Exercise: Complete a Sanctions Awareness and Escalation Checklist

Practical Exercises

The course uses suggested activities based on onboarding, payments, procurement, trade, and logistics scenarios.

- Suggested activity: compare names, identifiers, ownership information, transaction context, and internal screening results.
- Suggested activity: distinguish a clear false positive from a case requiring review, hold, or escalation.
- Suggested activity: identify circumvention indicators involving intermediaries, routes, end users, goods, or recent ownership changes.
- Suggested activity: document observations, information gaps, actions, decision owners, and a compliant escalation route.

FAQs

Who suits sanctions awareness and escalation training, and what does it assume?

Sanctions awareness and escalation training suits operational personnel in onboarding, payments, trade, procurement, logistics, sales, and compliance support. It assumes participants can follow internal procedures.

How does sanctions awareness training differ from specialist sanctions legal training?

Sanctions awareness training develops recognition, screening-alert review, red-flag detection, documentation, and escalation. Specialist legal training interprets particular laws, prohibitions, licences, exceptions, and jurisdiction-specific obligations.

Why do sanctions ownership and control matter beyond listed names?

Ownership and control matter because restrictions may affect an entity through its relationship with a designated party even when the entity itself does not appear by name on a sanctions list.

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What causes a sanctions screening false positive?

A false positive can arise from a shared or similar name, incomplete data, transliteration differences, missing birth or registration details, common addresses, or weak identifiers. It still requires the organization's defined review process.

When should a sanctions concern be escalated?

A sanctions concern should be escalated when a potential match, ownership or control link, restricted activity, jurisdiction exposure, transaction pattern, trade red flag, information gap, or circumvention indicator meets internal escalation criteria.

Conclusion

Participants take back a Sanctions Awareness and Escalation Checklist. It combines exposure, screening, ownership and control, alert review, false positives, transaction and trade red flags, circumvention, documentation, and escalation. The checklist changes informal judgment into a consistent role-based process that protects decision boundaries and routes potential sanctions concerns to authorized reviewers.