

## Course description

# CHV275

# Trade Compliance Awareness

## Course goal

Awareness of trade compliance topics across all functions in order to keep trade compliance risks at a minimum while profiting to a maximum from simplifications and free trade agreements.

## Learning objectives

Upon completion of the course, participants will be able to

- consider Free Trade Agreements and other trade benefits in their strategy and sales processes
- differentiate between different kinds of origin
- do basic calculations of origin in your projects
- consider customs and export control risks in their projects
- properly use Incoterms
- evaluate feasibility of different delivery setups, such as deliveries directly to site
- evaluate basic VAT risks in projects.

## Participant

LBU Controllers, Sales Managers, Project Managers, SCM, Management (LPG, LBU)

## Prerequisites

None

## Topics

- General customs topics (procedures, simplifications, tariffs, etc.)
- Origin (non-preferential origin, Free Trade Agreements)
- Export Control basics
- Incoterms
- Basic VAT ABB's practice

## Methods

Presentations, examples and exercises

## Duration

1 day (08.30-17.00) with lunch included

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