



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

Tel: +27 12 004 8389 · Mobile: +27 65 077 6310

Email: apply@aaticd.co.za · Website: www.aaticd.co.za

COURSE BROCHURE

Demonstrate An Understanding Of The International Trade Environment Training

Law, Military Science and Security / Sovereignty of the State

Unit Standard 118023 · NQF Level 6 · 12 Credits · 9 Days

COURSE OVERVIEW

This course equips learners with a comprehensive understanding of the international trade environment, including key concepts, institutions, and practices that govern global commerce. Participants will gain the ability to analyze trade policies, identify market opportunities, and navigate the complexities of cross-border transactions. The course aims to enhance professional competence in international trade operations within the South African and broader African context.

Category	Law, Military Science and Security
Subfield	Sovereignty of the State
Unit Standard	118023
Accreditation	SAQA Accredited · NQF Level 6 · 12 Credits
Duration	9 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Demonstrate an understanding of the international trade environment by explaining key concepts, principles, and participants in global trade.
- Apply knowledge of international trade agreements, customs procedures, and regulatory frameworks to facilitate cross-border transactions.
- Analyze the impact of economic, political, and legal factors on international trade flows and business decisions.
- Evaluate the role of international trade institutions, such as the WTO, in shaping trade policies and resolving disputes.
- Identify and assess market entry strategies, risks, and opportunities in different international markets.
- Demonstrate compliance with South African and international trade documentation requirements and ethical practices.

WHO SHOULD ATTEND

- This course is designed for professionals involved in import, export, logistics, or trade compliance, including trade managers, customs brokers, freight forwarders, and business owners seeking to expand into international markets.
- It is also suitable for graduates entering the field of international business.

COURSE OUTLINE

Day 1: Introduction to International Trade

- What is international trade?
- Importance of trade for South Africa
- Key role players: exporters, importers, customs
- Theories of trade: comparative vs absolute advantage
- Overview of global trade patterns

Day 2: The Legal and Regulatory Framework

- World Trade Organization (WTO) principles
- South African Customs and Excise Act
- Regional trade agreements (SADC, SACU, AfCFTA)
- Bilateral trade agreements
- Legal obligations for traders

Day 3: Trade Documentation and Procedures

- Key trade documents: invoice, packing list, bill of lading
- Certificate of origin and its importance
- Customs clearance steps
- Role of freight forwarders and brokers
- Electronic data interchange (EDI) in trade

Day 4: Incoterms and Trade Terms

- Overview of Incoterms 2020
- Group E, F, C, D terms explained
- Risk and cost transfer points
- Selecting the right Incoterm
- Practical examples and case studies

Day 5: International Trade Finance and Payment Methods

- Payment methods: letter of credit, documentary collection
- Open account and advance payment
- Role of banks in trade finance
- Currency risk and hedging
- Export credit insurance

Day 6: Tariffs, Non-Tariff Barriers, and Trade Remedies

- Types of tariffs: ad valorem, specific, compound
- Non-tariff barriers: quotas, licensing, standards
- Trade remedies: anti-dumping, countervailing duties
- Safeguard measures
- Impact on South African trade

Day 7: Logistics and Supply Chain Management in International Trade

- Modes of transport: advantages and disadvantages
- Multimodal transport and containerization
- Logistics documentation and tracking
- Supply chain risk management

- Incoterms and logistics integration

Day 8: Cultural, Ethical, and Environmental Considerations

- Cross-cultural communication and negotiation
- Business ethics and anti-corruption
- Environmental standards and green trade
- Fair trade principles
- Sustainable supply chain practices

Day 9: Practical Application and Assessment

- Case study: Exporting from South Africa
- Simulation: Import process
- Group exercise: Trade documentation
- Assessment preparation
- Final Q&A; and course evaluation

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **12 NQF credits** at **NQF Level 6**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 36,600.00	R 36,600.00
1	In-House	R 47,600.00	R 47,600.00
1	On-Campus (Pretoria)	R 55,000.00	R 55,000.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	20 Aug 2026	On-Campus	Pretoria, South Africa
11 Aug 2026	21 Aug 2026	On-Campus	Abu Dhabi, UAE
12 Aug 2026	24 Aug 2026	On-Campus	Durban, South Africa
12 Aug 2026	24 Aug 2026	On-Campus	Mauritius
13 Aug 2026	25 Aug 2026	On-Campus	Cape Town, South Africa
14 Aug 2026	26 Aug 2026	On-Campus	Dubai, UAE
17 Aug 2026	27 Aug 2026	On-Campus	Abu Dhabi, UAE
18 Aug 2026	28 Aug 2026	On-Campus	Durban, South Africa

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 118023) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call **+27 12 004 8389** or WhatsApp **+27 65 077 6310** and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza, 1122 Burnett St, Hatfield 0028, Pretoria, Gauteng, South Africa
Tel: +27 12 004 8389 · WhatsApp: +27 65 077 6310 · apply@aaticd.co.za · www.aaticd.co.za