



Accredited Africa Training Institute for Capacity Development

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

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COURSE BROCHURE

Advise Clients On International Trade Contracts Training

Law, Military Science and Security / Sovereignty of the State

Unit Standard 118024 · NQF Level 6 · 10 Credits · 7 Days

COURSE OVERVIEW

This course equips trade advisors, export managers, and legal consultants with the expertise to guide clients through the complexities of international trade contracts. Participants learn to interpret contract terms, assess risks, and provide strategic advice that aligns with South African and international trade law.

Category	Law, Military Science and Security
Subfield	Sovereignty of the State
Unit Standard	118024
Accreditation	SAQA Accredited · NQF Level 6 · 10 Credits
Duration	7 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Analyze key clauses in international trade contracts, including Incoterms, payment terms, and dispute resolution mechanisms.
- Evaluate the legal and commercial risks associated with international trade agreements and propose mitigation strategies.
- Apply the principles of the United Nations Convention on Contracts for the International Sale of Goods (CISG) to client scenarios.
- Demonstrate the ability to draft clear and enforceable contract terms that protect client interests.
- Assess the impact of South African trade regulations and international sanctions on contractual obligations.

WHO SHOULD ATTEND

- Trade advisors, export managers, legal consultants, and business development professionals who advise clients on cross-border transactions and need to ensure compliance with international trade contract standards.

COURSE OUTLINE

Day 1: Introduction to International Trade Contracts

- Overview of international trade and contracts
- Essential elements of a contract: offer, acceptance, consideration
- Introduction to Incoterms 2020
- Sources of law: CISG, national laws, and trade usages
- Types of international trade contracts: sale, agency, distribution

Day 2: Legal Principles and Contract Formation

- Offer and acceptance in international trade
- Consideration and intention to create legal relations
- Capacity and legality of purpose
- Formal requirements: writing, signatures, electronic contracts
- Case studies on contract formation disputes

Day 3: Key Contract Clauses and Terms

- Price, payment, and currency clauses
- Delivery terms and Incoterms application
- Risk of loss and insurance obligations
- Warranties, representations, and indemnities
- Force majeure, hardship, and termination clauses

Day 4: Risk Management and Dispute Resolution

- Types of risk: legal, financial, political, logistical
- Mitigation through contract design and insurance
- Dispute resolution options: courts vs. arbitration
- Key arbitration rules: ICC, UNCITRAL, LCIA
- Enforceability of awards under the New York Convention

Day 5: Performance, Breach, and Remedies

- Seller's obligations: delivery, documents, conformity
- Buyer's obligations: payment, inspection, acceptance
- Types of breach: fundamental, anticipatory, non-conformity
- Remedies: damages, specific performance, price reduction
- Avoidance of contract and restitution

Day 6: Specialised Contracts and Cross-Cultural Considerations

- Agency and distribution agreements
- Franchise and licensing contracts
- Joint ventures and consortium agreements
- Cross-cultural negotiation styles and ethics
- Language, governing law, and translation clauses

Day 7: Practical Integration and Assessment

- Review of key concepts and common errors
- Group exercise: drafting a complete international sale contract
- Case study: advising a client on contract risks
- Mock assessment and feedback session

- Course evaluation and certification process

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 **10 NQF credits** at **NQF Level 6**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 31,000.00	R 31,000.00
1	In-House	R 40,400.00	R 40,400.00
1	On-Campus (Pretoria)	R 46,500.00	R 46,500.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	18 Aug 2026	On-Campus	Dubai, UAE
11 Aug 2026	19 Aug 2026	On-Campus	Pretoria, South Africa
12 Aug 2026	20 Aug 2026	On-Campus	Abu Dhabi, UAE
13 Aug 2026	21 Aug 2026	On-Campus	Durban, South Africa
13 Aug 2026	21 Aug 2026	On-Campus	Mauritius
14 Aug 2026	24 Aug 2026	On-Campus	Cape Town, South Africa
17 Aug 2026	25 Aug 2026	On-Campus	Pretoria, South Africa
18 Aug 2026	26 Aug 2026	On-Campus	Abu Dhabi, UAE

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 118024) 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.

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