



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

International Sales Contract Negotiation

Services / Transport, Operations and Logistics

Unit Standard 252281 · NQF Level 5 · 10 Credits · 7 Days

COURSE OVERVIEW

This course equips learners with the knowledge and skills to negotiate international contracts of purchase and sale effectively. Participants will understand the legal, cultural, and commercial nuances of cross-border transactions, enabling them to secure favorable terms while mitigating risks. The course aligns with SAQA Unit Standard 252281 and prepares learners to draft, review, and finalize international sales agreements.

Category	Services
Subfield	Transport, Operations and Logistics
Unit Standard	252281
Accreditation	SAQA Accredited · NQF Level 5 · 10 Credits
Duration	7 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Demonstrate an understanding of the legal framework governing international contracts of purchase and sale.
- Apply negotiation strategies to achieve mutually beneficial outcomes in cross-border transactions.
- Analyze key contract terms including Incoterms, payment methods, and dispute resolution clauses.
- Evaluate cultural and ethical factors influencing international negotiations.
- Draft and review contract provisions to protect organizational interests.
- Implement risk mitigation techniques for international sales agreements.

WHO SHOULD ATTEND

- This course is designed for procurement managers, export/import specialists, contract managers, and legal advisors involved in international trade.
- It is also suitable for business owners and entrepreneurs seeking to expand into global markets.

COURSE OUTLINE

Day 1: Foundations of International Sales Contracts

- Overview of international sales contract negotiation.
- Sources of law: CISG, Incoterms, national laws.
- Key players: buyers, sellers, intermediaries.
- Basic contract structure: offer, acceptance, consideration.
- Distinction between domestic and cross-border transactions.
- Introduction to risk and title transfer.
- Common pitfalls in international contracting.

Day 2: Pre-Contractual Considerations and Due Diligence

- Due diligence: financial, legal, and reputational checks.
- Cultural dimensions in international negotiation.
- Assessing political and economic risks.
- Confidentiality agreements and preliminary documents.
- Letters of intent and memoranda of understanding.
- Anti-bribery and corruption compliance.
- Intellectual property considerations.

Day 3: Key Contract Clauses – Price, Payment, and Delivery

- Incoterms 2020: EXW, FOB, CIF, DDP, and others.
- Pricing mechanisms: fixed, variable, index-based.
- Payment terms: letters of credit, standby L/Cs, guarantees.
- Documentary requirements: invoices, packing lists, certificates.
- Risk of loss and insurance.
- Force majeure and hardship clauses.
- Currency and exchange rate provisions.

Day 4: Quality, Warranties, and Intellectual Property

- Quality specifications: standards, samples, descriptions.
- Inspection rights and certificates.
- Warranty terms: express, implied, duration.
- Limitation of liability and exclusion of consequential damages.
- Intellectual property: patents, trademarks, copyrights.
- Confidentiality and non-disclosure.
- Remedies for breach: damages, specific performance, termination.

Day 5: Dispute Resolution and Governing Law

- Choice of law clauses and CISG opt-out.
- Jurisdiction and forum selection.
- Arbitration: institutional vs ad hoc, UNCITRAL rules.
- Mediation and alternative dispute resolution.
- Enforcement of foreign judgments and arbitral awards.
- New York Convention on arbitration awards.
- Sovereign immunity and state contracts.

Day 6: Negotiation Strategies and Communication Skills

- Negotiation styles: competitive, collaborative, principled.
- Preparing a negotiation strategy: interests, positions, options.
- Cultural intelligence: high-context vs low-context cultures.
- Verbal and non-verbal communication.
- Dealing with power imbalances.
- Concessions and trade-offs.
- Closing the deal and post-negotiation follow-up.

Day 7: Contract Drafting, Review, and Practical Integration

- Step-by-step contract drafting exercise.
- Common drafting errors and how to avoid them.
- Reviewing contracts: checklist approach.
- Negotiation simulation: buyer-seller role play.
- Final contract execution and management.
- Post-award contract administration.
- Course wrap-up and Q&A;

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 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 29,600.00	R 29,600.00
1	In-House	R 38,500.00	R 38,500.00
1	On-Campus (Pretoria)	R 44,400.00	R 44,400.00

UPCOMING SESSIONS

Start	End	Method	Venue
04 Aug 2026	12 Aug 2026	On-Campus	Dubai, UAE
05 Aug 2026	13 Aug 2026	On-Campus	Pretoria, South Africa
05 Aug 2026	13 Aug 2026	On-Campus	Lagos, Nigeria
06 Aug 2026	14 Aug 2026	On-Campus	Johannesburg, South Africa
07 Aug 2026	17 Aug 2026	On-Campus	Mauritius
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

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 252281) 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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