



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 Trade Concepts Explained

Services / Transport, Operations and Logistics

Unit Standard 252429 · NQF Level 3 · 6 Credits · 3 Days

COURSE OVERVIEW

This course provides a foundational understanding of international trade, including key theories, trade policies, and the role of international institutions. Learners will gain insights into how global trade flows impact economies and businesses, enabling them to apply trade principles in a professional context.

Category	Services
Subfield	Transport, Operations and Logistics
Unit Standard	252429
Accreditation	SAQA Accredited · NQF Level 3 · 6 Credits
Duration	3 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Explain the basic concepts and theories of international trade, including comparative advantage and trade barriers.
- Analyze the impact of trade policies and agreements on global and local economies.
- Evaluate the role of international trade institutions such as the WTO and IMF.
- Apply trade principles to real-world scenarios, including import/export processes.
- Demonstrate understanding of the balance of payments and exchange rate effects on trade.

WHO SHOULD ATTEND

- This course is designed for professionals and students seeking to understand the fundamentals of international trade, including business managers, entrepreneurs, and trade analysts.

COURSE OUTLINE

Day 1: Foundations of International Trade

- Introduction to international trade: definitions and significance.
- Key trade indicators: balance of trade, terms of trade.
- Trade theories: absolute advantage, comparative advantage, Heckscher-Ohlin.
- International trade institutions: WTO, IMF, World Bank, and their functions.
- Trade policy: tariffs, quotas, subsidies, and non-tariff barriers.
- Overview of South Africa's trade patterns and major trading partners.

Day 2: Trade Documentation, Incoterms, and Finance

- Trade documentation: types and purposes.
- Incoterms 2020: EXW, FOB, CIF, DDP and their applications.
- Payment methods: open account, advance payment, documentary collections, letters of credit.
- Trade finance: pre-shipment and post-shipment finance, forfaiting, factoring.
- Foreign exchange basics: spot rates, forward contracts, hedging.
- Case study: documentation and payment flow for a South African export.

Day 3: Practical Application and Trade Compliance

- South African customs procedures: clearance, duties, and VAT.
- Regulatory bodies: SARS Customs, ITAC, and the Department of Trade, Industry and Competition.
- Trade agreements: SADC FTA, AfCFTA, EU-SADC EPA, and their tariff preferences.
- Rules of origin and certificate of origin procedures.
- Ethical trade: anti-bribery, sanctions, and compliance programs.
- Workshop: develop a simplified export plan for a selected product.

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 **6 NQF credits** at **NQF Level 3**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 17,900.00	R 17,900.00
1	In-House	R 23,300.00	R 23,300.00
1	On-Campus (Pretoria)	R 26,800.00	R 26,800.00

UPCOMING SESSIONS

Start	End	Method	Venue
05 Aug 2026	07 Aug 2026	On-Campus	Cape Town, South Africa
05 Aug 2026	07 Aug 2026	On-Campus	Lagos, Nigeria
10 Aug 2026	12 Aug 2026	On-Campus	Pretoria, South Africa
10 Aug 2026	12 Aug 2026	On-Campus	Mauritius
11 Aug 2026	13 Aug 2026	On-Campus	Abu Dhabi, UAE
11 Aug 2026	13 Aug 2026	On-Campus	Cape Town, South Africa
12 Aug 2026	14 Aug 2026	On-Campus	Durban, South Africa
12 Aug 2026	14 Aug 2026	On-Campus	Dubai, 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 252429) 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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