



**Become a skilled
international logistics manager**



International Trade: Freight and Cross-Border Management

Certificate of
Competence

Develop the knowledge and skills required for overseeing the movement of goods and materials from one location to another, coordinating with suppliers, carriers, and customs officials to ensure timely and efficient delivery.

WHY?

- Ensure cost efficiencies for the organisation by optimizing shipping routes, reducing inventory levels, and negotiating favorable contracts with carriers and suppliers
- Build a positive reputation with customers, strengthen customer loyalty by ensuring shipments arrive on time and in good condition
- Minimise risk exposure by ensuring shipments comply with all relevant regulations



Duration: 10 weeks
8 weeks online learning with final
assessment in week 10

Competitive Advantage: In today's globalized economy, organizations must be able to compete on a global scale. Effective management of logistics and supply chain operations can provide organizations with a competitive advantage by enabling them to deliver goods faster, more efficiently, and at a lower cost than their competitors.

Contribute to the organisation's position of competitive advantage by optimising international transport and logistics supply chain processes.

Aimed at

- Employees of importers, exporters, and freight forwarding companies
- Entrepreneurs involved in international trade
- Individuals planning careers in freight management and administration
- Port authorities and customs clearing agents

IMAGINE

An effective international logistics and supply chain operation that delivers competitive advantage through delivering goods faster, more efficiently, and at a lower cost than your competitors.

Learning outcomes

- Show foundational and practical knowledge of managing freight and international trade
- Calculate freight rates and other supply chain charges
- Understand the customs clearance process and manage shipments
- Advise importers and exporters on the purpose and source of relevant documents
- Select Incoterms for given import / export scenarios
- Describe the role of a commercial bank regarding letters of credit
- Advise importers and exporters on marine insurance

The course aims to impart a working understanding of key elements of international trade, transport, and the logistics supply chain. Terminology is defined, the purpose of documents explained, role players identified, and procedures detailed.

International Trade: Freight and Cross-Border Management Course Overview

Format

Wits University Online Short Course

Breakdown

10 weeks

8 weeks online learning with final assessment in week 10

Language

English

Course Outcomes (Summarised)

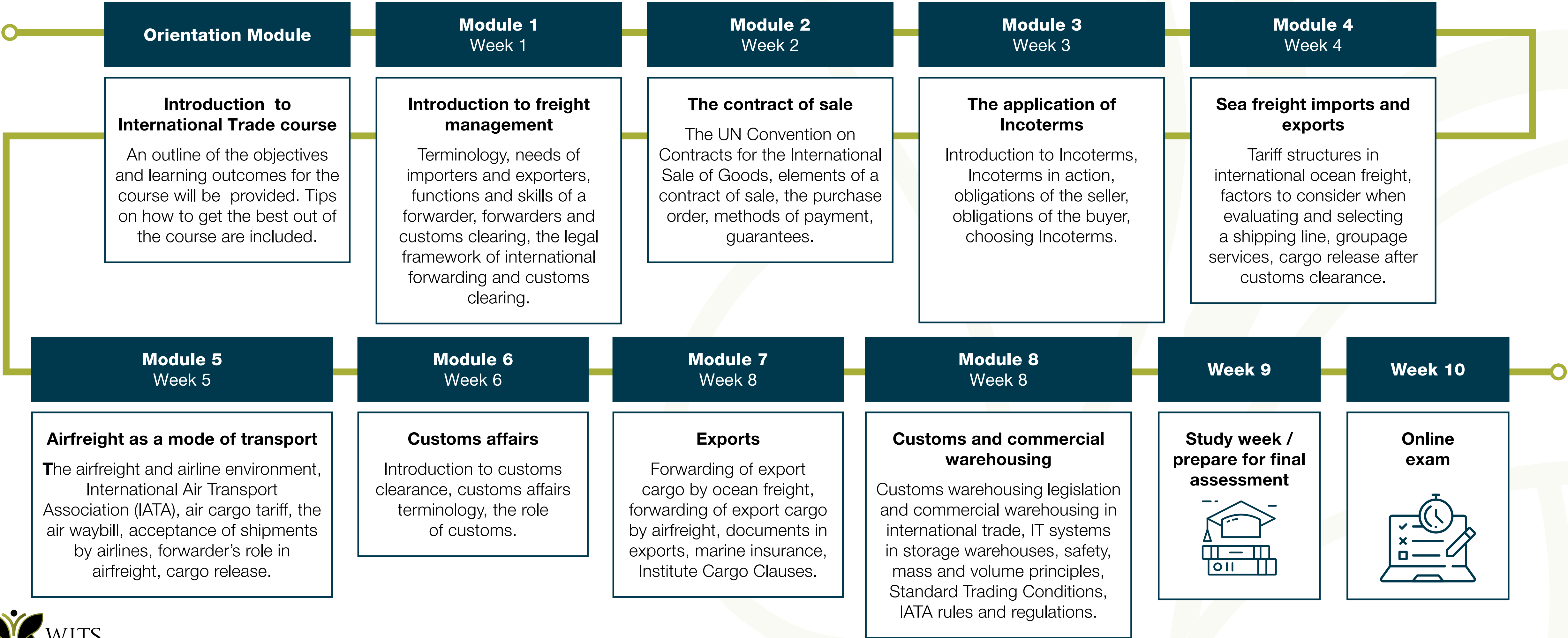
- To provide participants with foundational knowledge required to conduct freight and cross-border international trade.
- To provide participants with practical knowledge of, and a working understanding of a range of key elements involved in international trade, transport and logistics supply chain.

Course Curriculum

Module 1	Introduction to freight management	Module 5	Airfreight as a mode of transport
Module 2	The contract of sale	Module 6	Customs affairs
Module 3	The application of Incoterms	Module 7	Exports
Module 4	Sea freight imports and exports	Module 8	Customs and commercial warehousing

International Trade: Freight and Cross-Border Management Course Prospectus

Course Outline



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Course and Module Overview

Course Overview

The 21st century has seen major transformations when it comes to importing and exporting. These range from customs and legal frameworks to technology. Organisations and individuals who wish to improve their performance relating to importing and exporting, require knowledge, skills, and practical know how when it comes to freight and cross-border management. In this course we provide learners with the foundational knowledge required to conduct freight and cross-border international trade. Practical knowledge and a working understanding is also provided for a range of key elements involved in international trade, transport, and logistics supply chain.

Module 1: Introduction to freight management

This module provides understanding of the terms associated with freight management, the needs of importers and exporters in the context of freight management, the role of forwarders, and the role of a clearing agent who provide services to importers and exporters, as well as understanding of the legislation, the conditions of carriage, and other contractual obligations of forwarders affecting importers and exporters.

- **Topic 1:** Freight management terminology
- **Topic 2:** Needs of importers and exporters
- **Topic 3:** Functions and skills of a forwarder
- **Topic 4:** Forwarders and customs clearing
- **Topic 5:** The legal framework of international forwarding and customs clearing

Module 2: The contract of sale

In the contract of sale module learners will master the key aspects of the UN Convention on Contracts for the International Sale of Goods, the elements of contracts applicable to the international sale of goods, the contents of a purchase order in the international sale of goods, the methods of payment adopted in international trade, and bank guarantees in the context of international trade.

- **Topic 1:** The UN Convention on Contracts for the International Sale of Goods
- **Topic 2:** Elements of a contract of sale
- **Topic 3:** The purchase order
- **Topic 4:** Methods of payment
- **Topic 5:** Guarantees

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Course and Module Overview

Module 3: The application of Incoterms to international trade

Module 3 deals with Incoterms. After completing the module learners will understand the application of Incoterms to international trade, the structure of Incoterms, the obligations of the seller in relation to Incoterms, the obligations of the buyer in relation to Incoterms, as well as the factors that influence the choice of Incoterm.

- **Topic 1:** Introduction to Incoterms
- **Topic 2:** Incoterms in action
- **Topic 3:** Obligations of the seller
- **Topic 4:** Obligations of the buyer
- **Topic 5:** Choosing Incoterms

Module 4: Sea freight imports and exports

This module deals with tariff structures in the international transport of cargo by sea, the characteristics and functions of the ships used in international trade and transport, the containers used in international trade and transport, the factors to consider when evaluating and selecting a shipping line, the role of a groupage service in international trade and transport, the role of a port authority in international trade and transport as well as the procedures for cargo release after customs clearance on imported shipments by sea.

- **Topic 1:** Tariff structures in international ocean freight
- **Topic 2:** Types of ships/vessels in international trade and transport
- **Topic 3:** Terms specific to ships/vessels used in international trade and transport
- **Topic 4:** Containers used in international trade and transport
- **Topic 5:** Factors to consider when evaluating and selecting a shipping line
- **Topic 6:** Groupage services
- **Topic 7:** The role of a port authority in border control
- **Topic 8:** Cargo release after customs clearance

Module 5: Airfreight as a mode of transport in international trade

This module deals with airfreight and the airline environment in the context of international transport, the role of the International Air Transport Association (IATA), Air Cargo Tariff (TACT), the function of an air waybill, the acceptance of shipments by airlines, the role of a forwarder in airfreight, as well as the airline release of cargo after customs clearance.

- **Topic 1:** The airfreight and airline environment
- **Topic 2:** International Air Transport Association (IATA)
- **Topic 3:** Air Cargo Tariff (TACT)
- **Topic 4:** The air waybill
- **Topic 5:** Acceptance of shipments by airlines
- **Topic 6:** Forwarder's role in airfreight
- **Topic 7:** Cargo release

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Course and Module Overview

Module 6: Customs affairs

In this module learners will master the customs clearance function, the terms used in customs affairs, as well as the role of customs.

- **Topic 1:** Introduction to customs clearance
- **Topic 2:** Customs affairs terminology
- **Topic 3:** The role of customs

Module 7: Exports

Module 7 deals with exports and learners will learn about the customs documentation required in international trade, the forwarding of export cargo by airfreight, the documents used in exporting for international trade, marine insurance in the context of international trade, as well as Institute Cargo Clauses.

- **Topic 1:** Forwarding of export cargo by ocean freight
- **Topic 2:** Forwarding of export cargo by airfreight
- **Topic 3:** Documents in exports
- **Topic 4:** Marine insurance

Module 8: Customs and commercial warehousing

The last module deals with the function of a state warehouse, the functions of commercial warehouses, the application of IT systems in storage warehouses, the application of safety, mass, and volume principles, elements of standard trading conditions of the warehouse operator as well as elements of IATA's influence on air cargo transport.

- **Topic 1:** Customs warehousing legislation in international trade
- **Topic 2:** Commercial warehousing in international trade
- **Topic 3:** IT systems in storage warehouses
- **Topic 4:** Safety, mass, and volume principles
- **Topic 5:** Standard Trading Conditions
- **Topic 6:** IATA rules and regulations

Content Expert and Lecturer

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Writer of this course

Business and management consultant to the international freight industry with over 20 years of relevant international industry experience



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