

# Contracting Abroad

Choosing Contract Clauses, Global Sourcing, and Successful Completion

## Introduction

This Course N Carry Contracting Abroad training seminar is exclusively and specially designed to provide delegates with an advanced set of skills for dealing with international contracts. International contracting requires a different skill set as organizations need to adhere to different sets of governmental regulations and are subject to separate and distinct laws under disparate legal systems.

The parties to international contracts and tenders must handle a wide range of extra challenges, including payment, foreign currencies, export and import laws, logistics, various technical standards, and foreign tax concerns. This intensive, fast-paced Course N Carry Contracting Abroad Management training session is intended to make you aware of the numerous challenges that arise while working internationally. Those that can effectively handle these problems will benefit their employers by having lower operational expenses and a more fulfilling, stimulating, and demanding profession.

**The main points of this Course N Carry training lecture are:**

- Methods of International Sourcing
- Choosing suitable terms for contracts
- Creating the total cost
- Global sourcing's risks
- Interacting with diverse cultural groups

## Objectives

**By the time this Course N Carry training course ends, you'll know how to:**

- Identify the difficulties caused by fluctuations in foreign exchange rates.
- Recognize how to create and construct international contracts.
- Examine how to locate foreign suppliers and the global sourcing process.
- Use global sourcing selection criteria for products and services.
- Discover several methods for global sourcing and their merits and cons.

## Training Methodology

In addition to lectures from a seasoned professional in the field, participants will engage in seminar work, hands-on practical exercises, teamwork, and highly interactive group discussions addressing current practices and how they relate to the application of new concepts. This Course N Carry Contracting Abroad Management training session includes a unique and comprehensive electronic course handbook and learning tool that allows for actual application and reinforcement.

Participants are invited to share their experiences with specific problems they have encountered in their organization or sector, to have private discussions, and to present actual problem cases.

## Organizational impacts

**The following will help the organization:**

- Decreased overall cost of materials, tools, and services acquired
- Improved results while transacting internationally
- Increased output as a result of timely delivery of high-quality items
- Enhanced performance from suppliers
- Gaining the greatest values available globally gives you a competitive edge.

## Personal Impact

**Participating in this Course N Carry training class will benefit attendees because:**

- Improved proficiency in global sourcing and international contracting
- Expansion of the knowledge base as a result of global interactions
- Increased self-assurance and expertise
- Increased capacity to achieve targeted results in international sourcing projects
- Enhanced acknowledgment from the company as a result of better performance

## Who should attend?

**Though a wide spectrum of professions can benefit from this Course N Carry training course, the following will be especially noted:**

- Experts in Projects, Contracts, and Purchasing
- Professionals in Supply Management, Operations, and Maintenance
- Professionals in Engineering and Quality
- Experts in Project Management

- Anyone who sources goods or services from outside their nation, whether now or in the future, and who may run into moral or legal issues due to varying labour or health and safety regulations, etc.

## Course Outline

### Day 1

#### How Come Global Sourcing?

- Why Do Businesses Outsource?
- Motives for Expanding Worldwide
- Leveraging International Sourcing to Enter Current Markets
- The Process of Global Sourcing
- Method for Choosing Products or Services for International Sourcing
- Global Sourcing's Risks

### Day 2

#### Worldwide Sourcing Methodologies

- Methods of Sourcing
- Taking It Straight
- Finding Possible Vendors
- Assessing Possible Providers
- Foreign Contracts
- Managing Diverse Cultural Groups

### Day 3

#### Creating the Landed Expense

- Issues with International Pricing
- Currency Problems
- Duties and Taxes
- Moving

- Terms of Payment
- Credit Letters

## **Day 4**

### **Terms and Conditions for International Use**

- Liquidated Penalties and Damages
- Guarantees and Bonds
- Modifications and Adjustments Clauses
- Laws in Conflict
- Termination
- Preventing Corruption and Bribery

## **Day 5**

### **International Agreements and Conflict Settlement**

- Global Talks
- Administration of International Contracts
- International Warranty Concerns
- Methods of International Dispute Settlement
- Enforcing Awards and Judgments in an International Setting