

DAY 1

Why Global Sourcing?

- Why Organizations Outsource?
- Reasons for Going Global
- Using Global Sourcing to Penetrate Existing Markets
- The Global Sourcing Process
- Process For Selecting Items or Services for Global Sourcing
- Risks of Global Sourcing

DAY 2

Global Sourcing Approaches

- Sourcing Methods
- Going Direct
- Identifying Potential Suppliers
- Qualifying Potential Suppliers
- International Tenders
- Dealing with Other Cultures

DAY 3

Developing the Landed Cost

- International Pricing Issues
- Currency Issues
- Taxes and Duties
- Transportation
- INCOTERMS – *how they impact on price and risk*
- Payment Terms
- Letters of Credit

DAY 4

International Terms & Conditions

- Liquidated Damages and Penalties

- Bonds and Guarantees
- Changes and Variations Clauses
- Conflict of Laws
- Termination
- Prevention of Bribery and Corruption

DAY 5

International Negotiations and Resolution of Disputes

- International Negotiations
- International Contract Administration
- International Warranty Issues
- International Dispute Resolution Methods
- Enforcement of Judgments and Awards in an International Context