

Trading Places: Doing Business Worldwide

The dynamic world of international trade demands high performance.

Now, a pioneering new training programme offers the opportunity to develop and test skills in real-life scenarios as never before.

World Trade Centre Hull & Humber has teamed up with the Institute of Export to bring you **Trading Places: Doing Business Worldwide**. The course provides a comprehensive overview of the shipping and import/export process, covering key elements of international trade. It culminates in a half-day 'Simulator' in which trainees get to put what they have learned into practice in the high-pressure environment of a 'real' shipping office.



The Simulator accurately reproduces the high-pressure environment of the shipping office as delegates are put through their paces in a wide range of demanding practical tasks

The course

Trading Places: Doing Business Worldwide provides a comprehensive overview of the shipping and import/export process. Over two days, recognised experts provide an insight into the huge range of factors and roles that impact on the day-to-day running of a busy shipping office, including: contract law, methods of payment, ship's agency, ports and cargoes, dangerous goods, the import and export process and road haulage.

The course has been developed with the needs of new learners in mind. No specialist knowledge or experience is needed and the course is ideal for anyone who is new to import and export or for shipping office trainees. By using real examples of every aspect of the shipping process, it provides a unique insight into how the world of international trade really operates and how different jobs in the industry connect with each other.

The Simulator

There's no substitute for real-life experience – but the half-day Simulator that follows the two days of classroom learning comes about as close as it's possible to get.

The Simulator accurately reproduces the high-pressure environment of the shipping office as delegates are put through their paces in a wide range of demanding practical tasks – and have to face the 'real-life' consequences if things go wrong!

Trainees are given one of six shipping office roles: importer, exporter, HMRC official, shipping line representative, freight forwarder or banker. Each group is then given a series of five shipments, of varying types and payment terms, to handle. Any errors made pass on to the next stage in the process, exactly as they would real life. Meanwhile, delegates also have in-tray exercises to complete and telephone calls to make and answer.

Simulator sessions are flexible and can be tailored to suit your training needs. Each delegate can be tested individually or as a team and the Simulator can be run in one location or as a virtual exercise using the intranet to link delegates across the country or even internationally.

Who is behind the course?

Trading Places: Doing Business Worldwide is backed by the expertise of two organisations with world-class trade and training credentials. World Trade Centre Hull & Humber provides a hub for business, international trade and investment, connecting into a global network of over 300 World Trade Centres in over 90 countries that serve 800,000 businesses. It is a focal point for trade and associated services, enabling the growth of business in Hull & Humber and beyond.

The Institute of Export represents the interests of importing, exporting and international trade professionals, offering a world-renowned programme of training and development.

Companies that have taken part in the courses have reported that the emphasis on practical skills and how they are applied makes the Introduction to International Trade more valuable than other trade education courses or work experience training schemes.

Feedback and qualifications

Each Simulator session is monitored remotely by an administrator appointed by the Institute of Export who intervenes if necessary to ensure that the delegates gain as much as possible from the experience. Full feedback is provided at the end of the course to help participants to understand any problems they may have encountered. On completing the course, each successful delegate becomes an affiliated member of the Institute of Export and gains 25 continuing professional development (CPD) points towards full membership.

How much does it cost?

The two-day Introduction to International Trade course costs £1,170.00 per delegate. The half-day Simulator costs £910.00 per delegate.

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