International Trade Law

Contracts Management

Course Overview

International Trade Law: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live online.

What You Will Achieve

- Apply Incoterms 2020 correctly and understand exactly what risk passes where
- Navigate the documents of international sale: bills of lading, insurance, certificates
- Use letters of credit and documentary collections without fatal discrepancies
- Understand WTO basics, regional agreements and what AfCFTA changes
- Choose governing law, jurisdiction and arbitration clauses deliberately

Who Should Attend

Import/export managers, procurement and logistics professionals, bankers, in-house counsel and entrepreneurs trading across borders.

Course Outline

1. The architecture of a cross-border sale
2. Incoterms 2020: risk, cost and delivery decoded
3. Carriage documents and the bill of lading's three roles
4. Marine insurance essentials for traders
5. Payment: letters of credit, collections and open account risk
6. The multilateral framework: WTO, regional blocs and AfCFTA
7. Sanctions, export controls and compliance screening
8. When deals go wrong: governing law, arbitration and enforcement

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
2 to 6 Nov 2026	Durban	**$1,450**
9 to 13 Nov 2026	Accra	**$1,450**
16 to 20 Nov 2026	Online	**$800**
23 to 27 Nov 2026	Lagos	**$1,650**
30 Nov to 4 Dec 2026	Pretoria	**$1,650**

LTC Consultants
Suite 601, Block 2, Monument Office Park, 79 Steenbok Ave, Monument Park, Pretoria, 0181, South Africa
+27 68 403 2806 | info@ltcconsultants.net | ltcconsultant.co.za
Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.