

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)
19 to 23 Oct 2026	Kampala	\$1,395
26 to 30 Oct 2026	Johannesburg	\$1,650
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

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.