



Export Documentation Seminar

Start Date: 5/17/2017 8:30 AM

Coming to Cleveland, OH

May 17, 2017

Cost: \$595.00 (\$50 discount if paid 30 days in advance)

More info and register here: [Export Documentation - Cleveland](#)

I. STRUCTURING EXPORT SALES TO FOREIGN MARKETS

Structuring Foreign Sales
Export Order Process

II. NEGOTIATING YOUR CONTRACT AND MEETING ITS TERMS

Contract - Offer - Acceptance
Contract Terms under U.S. Law compared to the Vienna Convention
Determining Your Price

III. INCOTERMS®; 2010, PRODUCT TRANSPORTATION & RISK OF LOSS

(cursory overview)

IV. FORMS OF PAYMENT(INCLUDED IN BOOK BUT NOT COVERED IN CLASS)

V. CUSTOMS & TARIFF PLANNING CONSIDERATIONS

Tariff Classification
Product Valuation
Other Tariff Considerations

VI. EXPORT CONTROLS

Commerce Department Export Controls