

Coming to Cleveland, OH

May 15, 2018

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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