



## INTERNATIONAL FREIGHT FORWARDING Linking Trade and Transport

### OVERVIEW

The growth of international trade of a country (exports and imports) results in opportunities for the growth and expansion of international transport. On the other hand, international transport services are necessary to facilitate growth in trade. Efficient, reliable, competitive transport services are thus critical for exporters and importers who wish to expand their trade.

In this module, you will be provided with an overview of the linkage between trade and transport. You will learn how a country can “gain” resulting from trade, currency exchange and the different types of contracts relating to international transactions.

### MODULE GOALS UPON COMPLETION

- Identify connection between international transportation and trading.
- State the meaning of “gain” from international trade among participating countries.
- State some barriers from the practice of free trade.
- Appreciation of currency exchange and implication to trade
- Identify types of contracts relating to international sale transactions
- Understand the roles and obligations for international transactions
- Learn and understand the deal of Freight Forwarders with Shipping Lines
- Identify the functions of a Modern Freight Forwarder
- How to win clients thru submission of a Formal competitive quotations

### COURSE OUTLINE

#### Module 1 –Linking Trade & Transport

- Trade & transport connections
- Trade Gains
- Barriers of Free Trade
- Methods of Payments
- International Sale Transactions

## **Module 2 – International Credit Transactions**

- International contracts of sale
- Modes of Payments for International Transactions
- Documentary credit and its advantages & procedures
- Role for Freight Forwarders

## **Module 3 – International Commercial Shipping Terms**

- Definition of Incoterms
- Roles and Obligations of Buyers and Sellers
- Shipping terms and Insurance

## **Module 4– Shipping Arrangements**

- Shipping/Carrier service/Conference Line
- Freight Forwarders deal with Conference Liners
- Determining Choice of service

## **Module 5- International Shipping Documentations**

- Bill of Lading & Contents
- MBL & HBL
- Negotiable and Non Negotiable
- Other Transport Documents

## **Module 6- Forwarders /Carriers Liability in relation to goods**

- Liability of Freight forwarders
- Common Factors that leads to Liabilities
- Other Modes of Transport

## **Module 7– Other Role of Freight Forwarder**

- Functions of a Modern Freight Forwarder
- Defining forwarders as principal or agent?


## **Module 8-Process of Cargo Consolidation**

- Consolidation Defined
- Freight Forwarder as a Consolidator
- Advantages of Consolidations

## **Module 9: Multimodal Transport**

- Definition, Advantages & Forms

## **Module 10: Process of Cargo & Packaging**

- Commodity to Cargo
  - Methods of Cargo Packaging
  - Handling & Preparation
  - Loading & Unloading
  - Documents and Packaging
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### **Module 11: Cargo handling equipments**

- Port Equipments
- Vessel Handling Equipments

### **Module 12: How to win over clients thru your proposals**

- Shipping Line Charges for FCL and LCL Cargos
- Job Costing
- Meeting Customers Wants
- Payments

### **Module 13: Alternative Transport Solutions**

- Types of Mtos
- Relations with Intervening parties
- Scope of Mtos

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- Payments made through Checks can only be made through company checks. Personal checks can be accepted provided that it is an advance payment.
- Walk in participants shall pay the regular rate either through cash or check provided that the check is under a BDO account and payable to iLearn professional Solutions Inc. and that the same was declared good.
- Senior /students and/or person with disability, is given a special privilege of 20% discount provided that payment be made any time before 5 days of the scheduled seminar. On site payment of the students and seniors shall be entitled of 10% discount.
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- Proof of payments (original deposit slip) shall be required for presentation on the day of the schedule.

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- Cancellation 5 days before the scheduled seminar: FULL AMOUNT
- Cancellation 3 days before the scheduled seminar: 70% REFUND
- Cancellation at the scheduled seminar: ALL PAYMENTS SHALL BE FORFEITED

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