Training Course on Agribusiness Export and Import Regulations and Procedures

Professional Development Training Course Outline

Category	Agriculture	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

The global agribusiness sector is rapidly expanding, and the ability to navigate export and import regulations is essential for competitive positioning in international markets. Training Course on Agribusiness Export and Import Regulations and Procedures is designed to equip participants with practical, actionable knowledge of trade laws, customs procedures, phytosanitary standards, certifications, and documentation. With globalization driving the need for cross-border agricultural trade, understanding regulatory frameworks and compliance requirements is no longer optional—it's a strategic necessity.

This course integrates real-world case studies, trade facilitation insights, and e-commerce agribusiness export strategies, providing a robust foundation for professionals, entrepreneurs, and government officials. Participants will gain hands-on skills in agri-trade documentation, logistics, trade agreement utilization, tariff and non-tariff barrier navigation, and sustainable export practices. Whether you're entering new markets or optimizing your current export-import strategy, this course delivers cutting-edge knowledge for effective agribusiness operations.

Programme Curriculum

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Course Objectives

1. Understand the fundamentals of international agribusiness trade regulations.
2. Analyze global trade policies affecting agricultural exports and imports.
3. Identify required documentation for agri-export and import transactions.
4. Apply customs clearance procedures for agricultural goods.
5. Interpret trade agreements (e.g., AfCFTA, WTO, EPA) relevant to agribusiness.
6. Examine tariff and non-tariff barriers in agricultural trade.
7. Implement sanitary and phytosanitary (SPS) measures.
8. Comply with international food safety and labeling standards.
9. Develop sustainable export strategies for agriproducts.
10. Evaluate logistics, warehousing, and freight forwarding for agri-trade.
11. Use digital platforms and e-commerce tools for export promotion.
12. Manage risks in global agricultural supply chains.
13. Conduct export readiness assessments for agribusiness ventures.

Target Audiences

1. Agripreneurs and exporters
2. Agribusiness SMEs and cooperatives
3. Agricultural extension officers
4. Trade and customs officials
5. Agrifood processors and packagers
6. Freight forwarders and logistics managers
7. Policy makers in trade and agriculture
8. Export consultants and market analysts

Course Duration: 10 days

Course Modules

Module 1: Introduction to Agribusiness Trade

- Overview of global agricultural trade
- The role of trade in agribusiness development
- Key players in agri-export/import
- Trends in international agri-commodities
- Regulatory agencies and compliance landscape
- *Case Study:* Kenyan avocado exports to the EU

Module 2: Trade Policies and Agreements

- Understanding WTO and FAO trade frameworks
- Bilateral and multilateral agreements
- Regional trade blocs (AfCFTA, COMESA)
- Impact on agricultural trade flows
- Utilizing trade preferences and incentives
- *Case Study:* Ghana’s cocoa exports under EPA

Module 3: Export and Import Procedures

- Step-by-step export and import processes
- Role of customs, inspection, and quarantine
- Required forms and documentation
- Timelines and transaction flow
- Common procedural bottlenecks
- *Case Study:* Coffee export from Ethiopia

Module 4: Agricultural Product Standards

- Food safety and quality standards
- GlobalGAP, HACCP, and ISO certifications
- Labeling and traceability requirements
- Meeting importing country specifications
- Handling rejections and non-compliance
- *Case Study:* Organic vegetable exports to the US

Module 5: Sanitary and Phytosanitary Measures

- Importance of SPS in agri-trade
- Risk assessment and management
- Pest and disease control protocols
- Quarantine and fumigation requirements
- Certification and inspection services
- *Case Study:* Mango exports and fruit fly management

Module 6: Customs Clearance and Tariffs

- Harmonized System (HS) coding
- Determining tariff classifications
- Valuation and duty payment
- Dealing with exemptions and rebates
- Electronic customs systems (e.g., ASYCUDA)
- *Case Study:* Rice imports to West Africa

Module 7: Trade Documentation Essentials

- Invoices, packing lists, bills of lading
- Certificates of origin and conformity
- Export declarations and permits
- Importance of documentation accuracy
- Digitization of trade documents
- *Case Study:* Export documentation audit in Rwanda

Module 8: Logistics and Supply Chain Management

- Freight modes and packaging standards
- Cold chain and storage solutions
- Freight forwarding and shipping lines
- Inventory control and warehouse ops
- Insurance and tracking technologies
- *Case Study:* Flower exports logistics in Kenya

Module 9: Market Access and Entry Strategies

- Market research and feasibility

- Entry modes (direct, distributor, online)
- Marketing and branding agriproducts
- Identifying and engaging buyers
- Trade fairs and virtual platforms
- *Case Study:* Cashew nut exports to Asia

Module 10: Risk Management in Agri-Trade

- Types of risks: legal, operational, political
- Credit and payment risks (Incoterms)
- Insurance and hedging strategies
- Crisis management and dispute resolution
- Building resilient export models
- *Case Study:* Impact of COVID-19 on spice exports

Module 11: Export Readiness and Business Planning

- Export readiness assessments
- Business models for agri-exporters
- Financial planning and costing
- Capacity building and certifications
- Leveraging support institutions
- *Case Study:* Exporter toolkit implementation in Uganda

Module 12: ICT and E-commerce in Export

- Digital platforms and agri-marketplaces
- Online documentation and e-certification
- E-logistics and mobile apps
- Social media for market penetration
- Cybersecurity in trade systems
- *Case Study:* Tea exports via Alibaba in Sri Lanka

Module 13: Sustainable and Ethical Trade

- Fair trade and environmental standards
- Carbon footprint and eco-certifications
- Ethical sourcing and labor compliance
- Climate-smart export practices
- Gender and youth inclusion
- *Case Study:* Fairtrade banana exports from Ecuador

Module 14: Financing Agri-Trade

- Export credit schemes and banks
- Pre-shipment and post-shipment finance
- Role of development finance institutions
- Grants, loans, and blended finance
- Budgeting and profit margin tracking
- *Case Study:* USAID funding for SME exporters

Module 15: Monitoring, Evaluation, and Policy Advocacy

- M&E tools for export programs
- Measuring trade performance and impact
- Policy dialogue and advocacy strategies

- Building exporter networks and associations
- Reporting and compliance monitoring
- *Case Study:* Policy reform in Tanzania's horticulture sector

Training Methodology

- Interactive lectures with expert facilitators
- Practical exercises on real trade documentation
- Group discussions and peer learning
- Role-play on customs and export processes
- Case study analysis and presentations
- Q&A sessions with export professionals

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Online	$2,000
23 Nov 2026	04 Dec 2026	Physical	$3,000
23 Nov 2026	04 Dec 2026	Physical	$6,000

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$9,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com