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COURSE BROCHURE

Export Controls and Sanctions Screening Training Course

5 – 9 July 2027
Munich

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Registered in the United Kingdom and Saudi Arabia

Export Controls and Sanctions Screening Training Course

Ref: 1084_40838 **Date:** 5 – 9 July 2027 **Location:** Munich **Fees:** 5600 GBP

Export Controls and Sanctions Screening is a 1-week training course for trade managers, logistics and customs staff and commercial lawyers, and it produces a Restricted Party Screening and Licensing Matrix. Licensing rules, embargo lists and end-use restrictions now change faster than sales cycles, so a single missed screen can freeze a contract, a cargo or a payment. Jupiter Prime Training places Export Controls and Sanctions Screening within International Trade Law.

Why Export Controls and Sanctions Screening Matters Now

Two forces shape this field. Governments use trade restrictions as foreign-policy instruments, so consolidated lists of designated persons expand without warning. Banks, insurers and carriers now refuse documentary credits, cover or bookings when screening evidence is thin. An organisation that screens well keeps shipments moving; one that screens badly faces seized cargo, frozen funds and reputational harm. The course rests on International Trade Law principles for the sale of goods, delivery terms such as the Incoterms rules, carriage documents and customs valuation.

Who Gains Most from Export Controls and Sanctions Screening

- Trade desks that negotiate delivery terms, licence conditions and end-user undertakings with buyers
- Logistics coordinators who book carriers, issue bills of lading and route consignments through transit hubs
- Customs specialists who assign tariff codes, declare origin and respond to border holds
- Commercial counsel who draft sanctions clauses, force majeure wording and dispute provisions
- Trade finance officers who check documentary credit presentations against screening results

Exporters and distributors gain most when trade, logistics and legal staff attend together.

Export Controls and Sanctions Screening Capabilities

Participants turn classification, list matching and licence analysis into repeatable shipment decisions.

- Classify goods, software and technology against control lists — licence or no-licence decisions
- Apply fuzzy-match screening to buyers, consignees and vessels — release or hold calls by the trade desk
- Assess end-use and diversion red flags in orders — escalation to commercial counsel
- Align Incoterms rules, carriage documents and customs declarations with licence conditions — logistics and border teams
- Design sanctions clauses and termination rights in sale contracts — negotiators and banks
- Weigh remedies and dispute routes when a shipment is blocked — senior management and insurers

Key Export Controls and Sanctions Screening Terms

- Dual-use item — goods, software or technology with both civilian and military applications that need a licence before export
- Restricted party screening — checking every party to a transaction against consolidated lists of designated persons and entities
- End-user certificate — a signed statement from the final recipient confirming how and where controlled goods will be used
- Ownership aggregation — treating an entity as designated when listed persons together own a controlling share of it
- Re-export — onward shipment of controlled goods from the first destination country to a further destination
- Deemed export — release of controlled technology to a foreign national inside the exporter's own premises

Export Controls and Sanctions Screening Day by Day

Day 1: Trade Law Foundations for Controlled Shipments

- International Sale of Goods Principles — Where Title and Risk Pass
- Incoterms Rules Allocation — Who Bears Licensing and Clearance Duties
- Bills of Lading and Air Waybills — Document Control Over Cargo
- Documentary Credits and Collections — Bank Screening of Presentations
- Customs Valuation and Origin Rules — Declarations That Match Licences

Day 2: Export Control Classification and Licensing

- Control List Structure and Item Classification — Licence Requirement Decisions
- Dual-Use Technology and Software Transfers — Intangible Export Exposure
- Licence Types and Conditions — Choosing General or Individual Authorisations
- End-User Certificates and Undertakings — Evidence Banks and Carriers Accept
- Re-Export and Transit Controls — Routing Through Third Destinations

Day 3: Sanctions Screening Methods

- Consolidated Designation Lists — Selecting Sources for the Screening Tool
- Fuzzy Matching and Alias Logic — Tuning False Positive Rates
- Ownership Aggregation Analysis — Hidden Designated Persons in Corporate Chains
- Vessel, Port and Routing Red Flags — Maritime Diversion Risk
- Alert Disposition Records — Defensible Release or Hold Decisions

Day 4: Contract Protection, Trade Remedies and Disputes

- Sanctions and Export Control Clauses — Suspension and Termination Rights
- Force Majeure and Frustration Arguments — Blocked Shipment Liability
- Anti-Dumping and Countervailing Duties — Pricing and Sourcing Choices
- Voluntary Disclosure Pathways — Responding to a Detected Breach
- Arbitration and Litigation Options for Trade Contracts — Forum Choice

Day 5: Practising the Screening and Licensing Matrix

- Classification Exercise on a Mixed Order — Applying Control List Logic
- Screening Simulation on a Distributor Network — Applying Ownership Tests
- Document Set Reconciliation — Aligning Credit, Bill and Declaration
- Blocked Cargo Scenario Debrief — Testing Clause and Remedy Choices
- Restricted Party Screening and Licensing Matrix — Final Escalation Rules

Applying Export Controls and Sanctions Screening After the Course

- Re-run classification on the ten highest-volume product lines and record licence status for each destination
- Audit three months of screening alerts, test the fuzzy-match thresholds and document every release rationale

Export Controls and Sanctions Screening Questions FAQ

What is Export Controls and Sanctions Screening and why does it matter now?

Export Controls and Sanctions Screening is the discipline of classifying goods, checking licences and matching parties against designation lists before shipment. It matters now because lists change weekly and banks, carriers and insurers refuse transactions that lack clear screening evidence.

Which roles gain most from Export Controls and Sanctions Screening?

Trade desks, logistics coordinators, customs specialists, commercial counsel and trade finance officers gain most. Each controls a point where a designated party or controlled item can enter a shipment.

How does Export Controls and Sanctions Screening differ from a general international trade contracts course?

Export Controls and Sanctions Screening focuses on whether a shipment may legally proceed at all. A general trade contracts course covers pricing, delivery and payment terms; here those terms are examined only as they carry licensing, screening and blocked-cargo risk.

What do you bring back from Export Controls and Sanctions Screening?

You bring back a screening and licensing matrix tested on realistic orders. It links classification, screening outcomes, contract clauses and escalation owners.

Export Controls and Sanctions Screening: The Way Forward

The Restricted Party Screening and Licensing Matrix first informs whether pending orders can ship under existing authorisations. Trade desks, customs specialists and commercial counsel use it to assign release or hold decisions and to answer bank queries. After its first use, revisit the ownership aggregation and fuzzy-match thresholds, since new designations shift hidden exposure.