



International Trade, Law and Taxation

» Modality: online

» Duration: 6 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

» Target Group: Graduates and professionals with demonstrable experience in fields such as sales, marketing, and other similar areas.

Website: www.techtitute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-international-trade-law-taxation

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01 **Welcome**

Globalization has enabled companies to move into international markets, but this requires qualified human capital. Thus, international trade requires more and better trained professionals at a global level, since they must be specialists in international regulations and tax matters, for example. With this TECH program, students can aspire to improve their professional career with knowledge adapted to the international market, giving them greater prospects for their professional aspirations. This will, in turn, allow them to access higher paying and prestigious positions in any industry with a global presence.









tech 08 | Why Study at TECH?

At TECH Technological University



Innovation

The university offers an online learning model that combines the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"Microsoft Europe Success Story", for integrating the innovative, interactive multi-video system.



The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95%

of TECH students successfully complete their studies



Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

100,000+

200+

executives trained each year

different nationalities



Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

500+

collaborative agreements with leading companies



Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.



Why Study at TECH? | 09 tech

TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



Analysis

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



most rigorous and up-to-date case studies in the academic community"



Academic Excellence

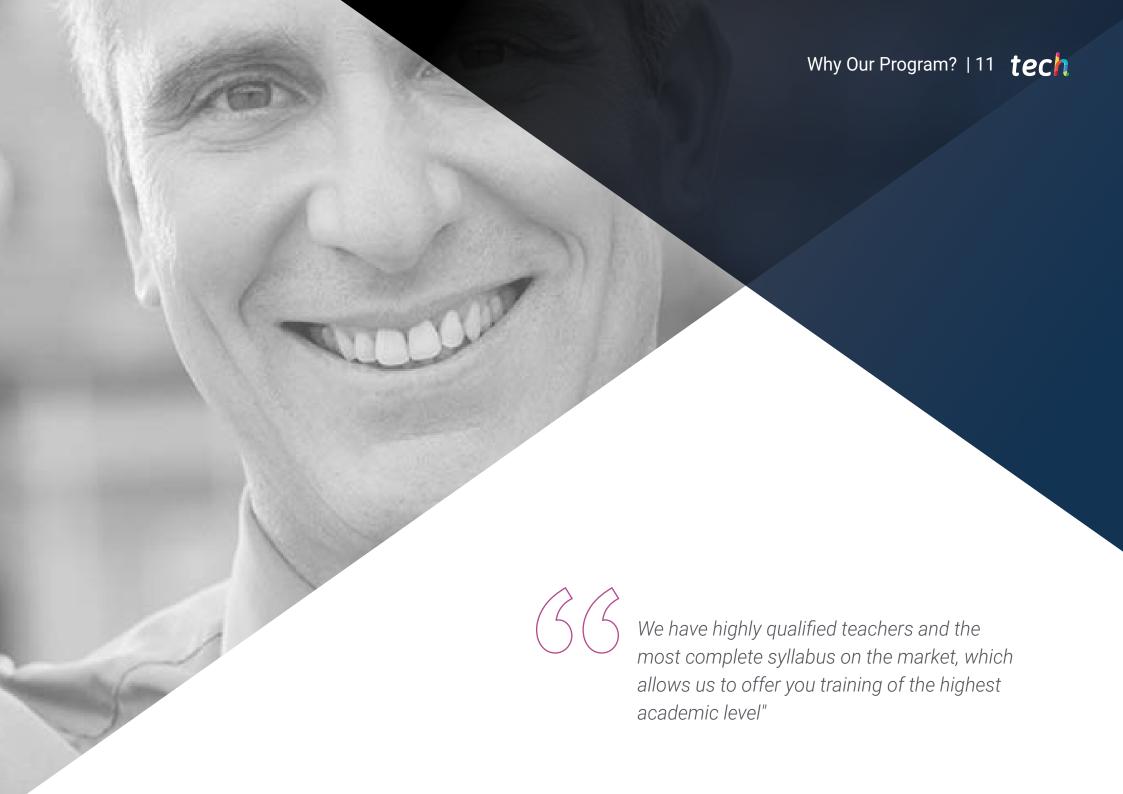
TECH offers students the best online learning methodology. The university combines the Relearning method (a postgraduate learning methodology with the highest international rating) with the Case Study. A complex balance between tradition and state-of-the-art, within the context of the most demanding academic itinerary.



Economy of Scale

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.





tech 12 | Why Our Program?

This program will provide students with a multitude of professional and personal advantages, particularly the following:



A significant career boost

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

70% of participants achieve positive career development in less than 2 years.



Develop a strategic and global vision of companies

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional areas.

Our global vision of companies will improve your strategic vision.



Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

You will work on more than 100 real senior management cases.



Take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

45% of graduates are promoted internally.



Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

You will find a network of contacts that will be instrumental for professional development.



Thoroughly develop business projects

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different areas in companies.

20% of our students develop their own business idea.



Improve soft skills and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

Improve your communication and leadership skills and enhance your career.



Be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified professors from the most prestigious universities in the world: the TECH Technological University community.

We give you the opportunity to train with a team of world renowned teachers.





tech 16 | Objectives

TECH makes the goals of their students their own goals too. Working together to achieve them.

The **Postgraduate Diploma in International Trade, Law and Taxation** will train you to:



Define the latest trends and innovations in trade management on an international level



Develop, lead and execute more effective global commercial strategies focused on the needs of the company, offering customized value propositions



Develop strategies to make decisions in complex and unstable environments, evaluating their impact on the company







Develop strategies to lead the commercial strategy in international environments

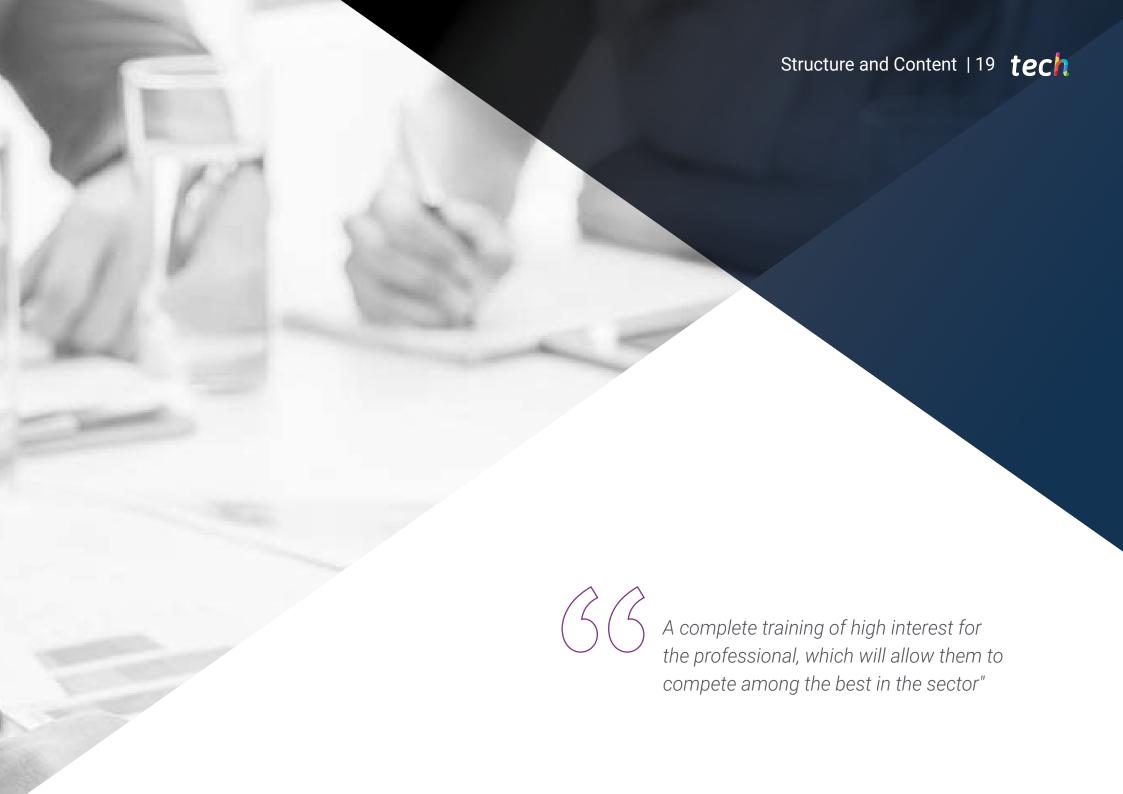


Develop the essential skills to strategically manage the organization's commercial activity on an international level



Choose the most appropriate global sales channels and media in accordance with the company's positioning





tech 20 | Structure and Content

Syllabus

The Postgraduate Diploma in International Trade, Law and Taxation at TECH Technological University is an intensive program that prepares students to face global business challenges and decisions.

The content of the training course is designed to promote the development of managerial skills that enable more thorough decision making in uncertain environments.

Throughout 375 hours of study, the student will analyze a multitude of practical cases through individual and teamwork. It is, therefore, an authentic immersion in real business situations.

This Postgraduate Diploma deals in depth with the techniques and intricacies of commercial management together with the vision of marketing and branding. It is designed to train managers who understand Trade, Law and International Taxation from a strategic, international and innovative perspective.

A plan designed for students, focused on their professional development, which prepares them to achieve excellence in the field of international business management and administration. A program that understands both yours and your company's needs through innovative content based on the latest trends, and supported by the best educational methodology and an exceptional faculty, which will provide you with the skills to solve critical situations, creatively and efficiently.

This Postgraduate Diploma takes place over 6 months and is divided into four modules:

Module 1 Administration and Management in International Businesses

Module 2 International Operations Application of Lean Logistics

Module 3 Marketing and International Sales

Module 4 International Law and Taxation



Structure and Content | 21 tech

Where, When and How is it Taught?

TECH offers the possibility of taking this program completely online. Over the course of the 6 months, the student will be able to access all the contents of this program at any time, allowing them to self manage their study time.

A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.

tech 22 | Structure and Content

1.1. 1.1.1. 1.1.2. 1.1.3.	9 9 9	1.2. 1.2.1. 1.2.2. 1.2.3. 1.2.4.	Cross-cultural Management Cultural Dimension of International Management Globalization in Business Management Intercultural Leadership Business, Government and Society	1.3. 1.3.1. 1.3.2. 1.3.3.	Management Control Strategic Plan Process of Management Control Budgets and Measuring Results	1.4. 1.4.1. 1.4.2. 1.4.3.	Corporate Strategy Driving Corporate Strategy Pacing Corporate Strategy Framing Corporate Strategy
1.5.1. 1.5.2. 1.5.3. 1.5.4.	Business Market and Country Selection	1.6. 1.6.1. 1.6.2. 1.6.3.	Internationalization Strategies Reasons and Requirements for Foreign Market Expansion Strategic Partnerships in the International Expansion Process Ways to Enter New International Markets	1.7. 1.7.1. 1.7.2. 1.7.3.	Internationalization Decisions Market Research and Decision-Making Choice of Location and Mode of Operation Choice of the Appropriate Legal Form	1.8.1. 1.8.2. 1.8.3. 1.8.4.	Export Potential Diagnosis
1.9.2.	Internationalization by Type of Company Product Companies and Service Companies Internationalized Companies and Multinational Corporations SMEs and their Internationalization Model	1.10.1	. Obstacles to Internationalization 1. Introduction 2. Main Obstacles	1.11.1	Legal Restrictions Introduction Update	1.12.1 1.12.2	Logistical, Financial and Commercial Obstacles Logistical Obstacles Financial Obstacles Commercial Obstacles

and Media

Module 2. International Operations Ap	phodulon or loan rogionod		
2.1. Global Supply Chain 2.1.1. Global Supply Chain Planning 2.1.2. Global Supply Chain Management: Logistics and International Markets 2.1.3. The Triple Axis of the Supply Chain	 2.2. Import Management 2.2.1. Customs, Export and Import processes 2.2.2. International Commerce Institutions and Agreements 2.2.3. Customs Legislation 2.2.4. Plant Management and International Purchasing 	 2.3. International Logistics Distribution 2.3.1. International Logistics Platforms 2.3.2. International Transport Operator 2.3.3. Hubs and Distribution 	 2.4. Incoterms and International Document Management 2.4.1. Exportation or Implantation 2.4.2. Agency, Distribution and International Sales and Purchase Agreements 2.4.3. Industrial and Intellectual Property 2.4.4. Taxes and Tariffs Classification
2.5. Methods and Means of International Payment 2.5.1. Payment Method Selection 2.5.2. Documentary Credit 2.5.3. Bank Guarantee and Documentary Credi	 2.6. International Lean Logistics 2.6.1. Lean Fundamentals Applied to International Logistics 2.6.2. Logistics Waste Elimination Strategies 2.6.3. Main Implications and Requirements 2.6.4. Other Methodologies to Improve the Process 	2.7. Lean Operation2.7.1. Lean Decisions2.7.2. Lean Tools2.7.3. Lean and Continued Improvement in SCM	 2.8. Creating Value 2.8.1. Definition of International Logistics Strategies 2.8.2. Economic Value Added 2.8.3. International Projects
Module 3. Marketing and Internationa	l Sales		
3.1. International Market Research 3.1.1. Emerging Markets Marketing 3.1.2. PES Analysis 3.1.3. What, How, and Where to Export 3.1.4. International Marketing-Mix Strategies	 3.2. International Segmentation 3.2.1. Criteria for Market Segmentation on an International Level 3.2.2. Market Niches 3.2.3. International Segmentation Strategies 	 3.3. International Positioning 3.3.1. Branding in International Markets 3.3.2. Positioning Strategies in International Markets 3.3.3. Global, Regional, and Local Brands 	 3.4. Product Strategies in Internationa Markets 3.4.1. Product Modification, Adaptation and Diversification 3.4.2. Global Standardized Products 3.4.3. The Product Portfolio
3.5. Prices and Exports 3.5.1. Export Prices Calculation 3.5.2. Incoterms 3.5.3. International Price Strategy	3.6. Quality in International Marketing3.6.1. Quality and International Marketing3.6.2. Standards and Certifications3.6.3. CE Marking	 3.7. International Promotion 3.7.1. The International Promotion MIX 3.7.2. Advertising 3.7.3. International Fairs 3.7.4. Country Branding 	 3.8. Distribution through International Channels 3.8.1. Channel and Trade Marketing 3.8.2. Export Consortiums 3.8.3. Types of Exports and Foreign Trade
 3.9. Integral Communication Plans 3.9.1. Audit and Diagnosis 3.9.2. Elaboration of Communication Plan 3.9.3. Measuring results: KPIs and ROI 	3.10. Press Offices and Their Relationship with Communication Media 3.10.1. Identifying Opportunities and Information Needs 3.10.2. Management of Reports and Spokesperson	3.11. International Public Relations 3.11.1. PR Strategy and Practice 3.11.2. Protocol and Ceremonial Rules 3.11.3. Event Organization and Creative Management	3.12. Lobbies and Pressure Groups 3.12.1. Opinion Groups and Their Actions in Businesses and Institutions 3.12.2. Institutional Relations and Lobbying 3.12.3. Areas of Intervention, Regulatory Instruments, Diffusion Strategies and Media

3.10.3. Virtual Press Room and e-Communication

Interviews

3.10.4. Buying Advertising Space

tech 24 | Structure and Content

Module 4. International Law and Taxation								
4.1. 4.1.1. 4.1.2. 4.1.3. 4.1.4.	Relationships Self-Regulation of the Market	4.2.1. 4.2.2. 4.2.2.	Industrial Property Rights and International Trade International Registration and Cooperation Mechanisms International Regulations and Impact of Global Trade Management Supranational Rights		Cross-Border Intellectual Property Enforcement Unfair Competition and the Internal Market		International Companies Incorporation of Companies Establishment of Companies Outside the State of Incorporation Mobility and Transformation of Companies Company Law and the European Union	
4.5. 4.5.1. 4.5.2. 4.5.3.	International Commercial Contracting International Businesses and Meaning of the Contract Law Contract Formation and Content Determination of the Legal Regime	4.6.1. I 4.6.2. I 4.6.3. N	International Sales and and Ancillary Contracts International Sale and Purchase of Goods International Transport of Goods Contract Means of Payment Insurance, Warranty and Financing Contracts	4.7. 4.7.1. 4.7.2. 4.7.3.	Collaboration Contracts Commercial Distribution Transfer of Technology and Industrial Property e-Commerce and Telecommunication Networks		Proceedings and Coordination Between Proceedings	
4.9. 4.9.1. 4.9.2. 4.9.3. 4.9.4.	International Tax Planning Hybrid Financial Instruments Foreign Investment Planning Taxation of International Real Estate Transactions Transfer Pricing	4.10.1. T 4.10.2. I 4.10.3. I 4.10.4. A	International Tax Obligations Tax in Certain Countries International Mobility Policies Income Tax Withholding Obligations Anti-Avoidance Measures in Double Taxation Treaties					





This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning.**

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.





tech 28 | Methodology

TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.





This program prepares you to face business challenges in uncertain environments and achieve business success.



Our program prepares you to face new challenges in uncertain environments and achieve success in your career.

A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.



You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments"

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

tech 30 | Methodology

Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.



Methodology | 31 tech

In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically. With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.

This program offers the best educational material, prepared with professionals in mind:



Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.



This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

Testing & Retesting

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We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.

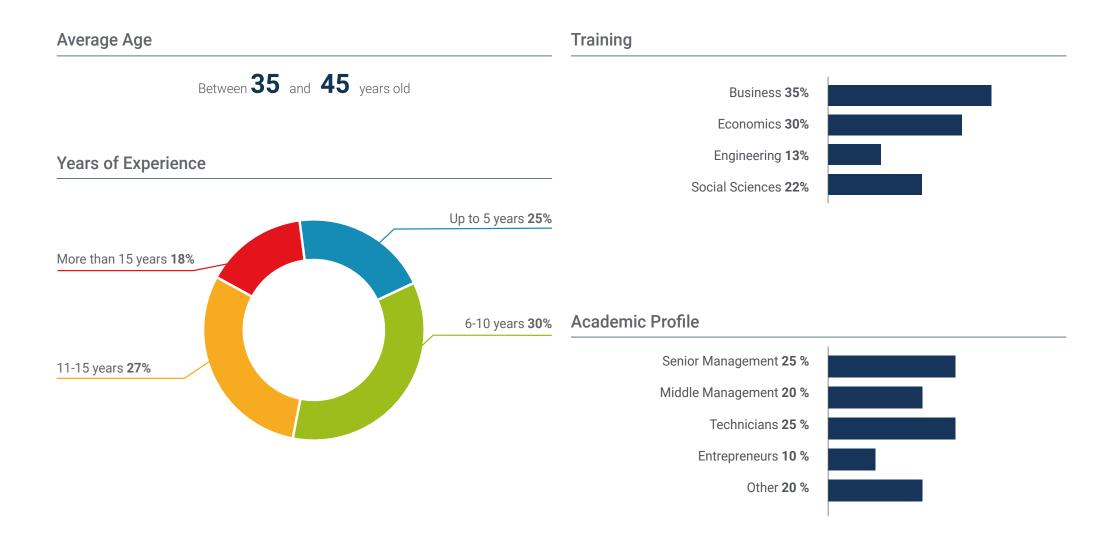


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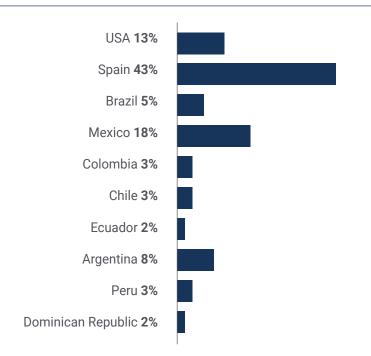




tech 36 | Our Students' Profiles



Geographical Distribution





Héctor Albereda

Business Manager in the USA and Asia

"Completing this Postgraduate Diploma has allowed me to update my knowledge in the field of international commerce and to move up in my company. Since I finished my studies I have been able to improve within my profession and I can see how I am more qualified to carry out my work"





Are you ready to take the leap? Excellent professional development awaits you

The Postgraduate Diploma in International Trade, Law and Taxation at TECH is an intensive, high value program aimed at improving the working skills of students in a sector that requires a wide range of competencies. Without a doubt it is a unique opportunity to improve on a professional and also personal level, since it requires effort and dedication.

Those who wish to improve themselves, achieve a positive change at a professional level and interact with the best, will find their place at TECH.

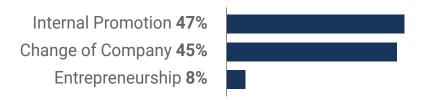
Successfully handle yourself in international business and achieve your company's objectives.

Achieve a positive change in your career thanks to the completing this comprehensive program.

Professional change for our students



Type of change



Salary increase

This program represents a salary increase of more than 25% for our students.

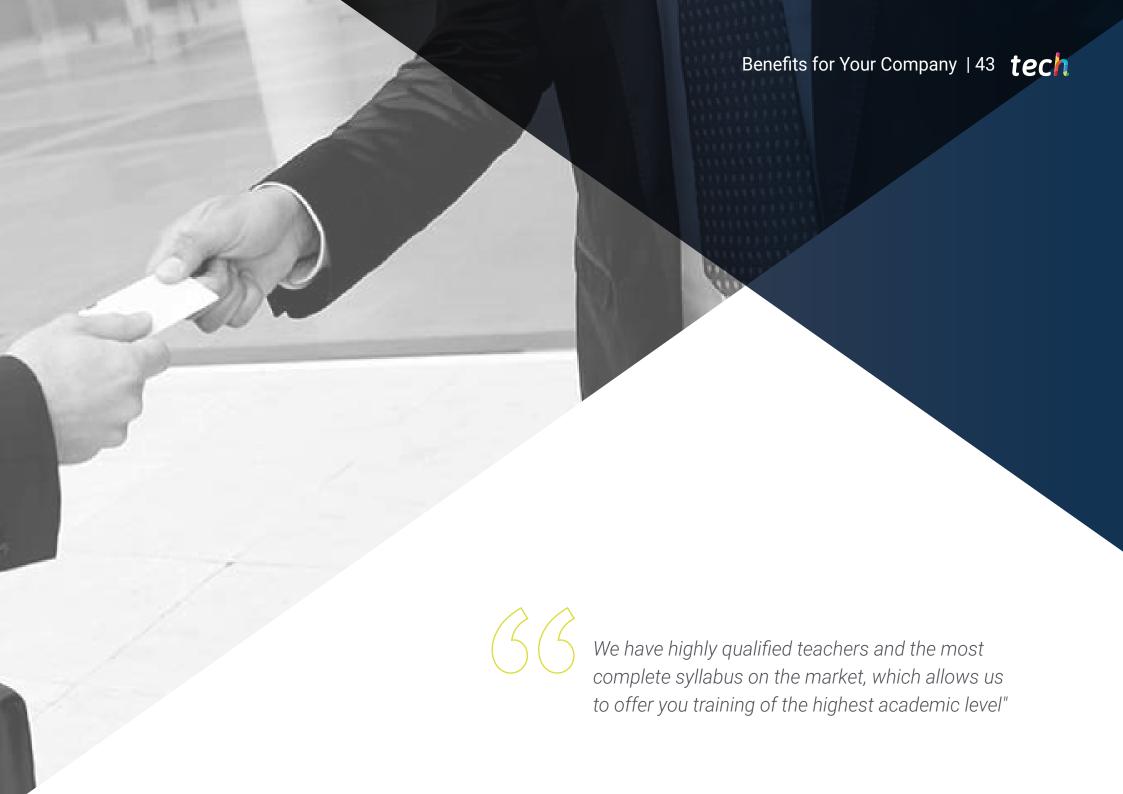
\$77,000

A salary increase of

25.22%

Salary after **\$110,000**





tech 44 | Benefits for Your Company

Developing and retaining talent in companies is the best long term investment.



Intellectual Capital and Talent Growth

The executive will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.



Retaining high-potential executives to avoid talent drain

This program strengthens the link between the company and the executive and opens new avenues for professional growth within the company.



Building Agents of Change

The manager will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.



Increased International Expansion Possibilities

Thanks to this program, the company will come into contact with the main markets of the world economy.





Project Development

The manager will be able to work on a real project or develop new projects.



Increased Competitiveness

This program will equip students with the skills to take on new challenges and drive the organization.







tech 48 | Certificate

This **Postgraduate Diploma in International Trade, Law and Taxation** contains the most complete and up to date program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Diploma** issued by **TECH Technological University** via tracked delivery*.

The diploma issued by **TECH Technological University** will reflect the qualification obtained in the Postgraduate Diploma, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional career evaluation committees.

Title: Postgraduate Diploma in International Trade, Law and Taxation Official N° of hours: 375 h.



^{*}Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.



Postgraduate Diploma International Trade, Law and Taxation

» Modality: online

» Duration: 6 months

» Certificate: TECH Technological University

» Dedication: 16h/week

» Schedule: at your own pace

» Exams: online

