International Trade Executive Programme

In collaboration with

International Business Institute

Improve your international trade know-how

2nd edition 2013-2014
For the second time, ICC Belgium and Belgian Chambers have come together with the International Business Institute (IBI) to offer the ambitious executive education programme. In its first year, the programme welcomed more than 50 participants from nearly 40 organisations. Feedback on the speakers, the course content, and the organisation of the sessions gave us valuable guidance for improving specific parts of this year’s programme.

We are convinced that company executives and staff members need and deserve the kind of high-quality training we offer if they are to deal with the complex challenges of the international environment. This is true now more than ever, as most international trade transactions require extensive prevention of legal risks, close monitoring of the P&L, and constant attention to secure payment. In turn, this requires excellence in the production and processing of a wide variety of trade documentation.

Winning international contracts with healthy profitability is only possible if companies, particularly SMEs, can engage with a team of skilled people. Ideally, the right skills are combined with a wide network and links to sources of international expertise. IBI provides both, and this combination makes us unique in the Belgian market. We provide training at both ends of the corporate spectrum. On the one hand, there are the “born globals”, young tech companies that need to engage in their international niche markets from day one. IBI can secure a fast track education to overcome their lack of experience in international trade. At the other end of the scale, we train junior executives of big multinationals, who will benefit from a panoramic view of all facets of international business, allowing them to better understand the different specialised departments of their organisations, and to optimise transversal cooperation between the sales, legal, logistics and finance teams.

IBI, with its partners and sponsors, invites you to learn more about the International Trade Executive Programme 2013-2014.
ALBERT CLUCKERS

Albert Cluckers is Programme Director of IBI and former Managing Director, Inspector General and Global Head of Compliance (bank and insurance) at ING Europe.

Previously, he was in charge of international trade finance at BBL (now ING Bank Belgium) world level. He has also taught international trade at the Hogeschool Universiteit Brussel, and has been a guest speaker on financial fraud at the University of Antwerp Management School. He is a DDCDEX expert at ICC Paris and was Belgian representative at the ICC International Banking Commission in Paris for many years. He currently chairs major charity organisations.

"It is urgent to train new cohorts of experienced executives with international trade techniques”

Rudi THOMAES
SECRETARY GENERAL OF ICC BELGIUM

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A JOINT INITIATIVE

ICC Belgium is the Belgian arm of the International Chamber of Commerce (ICC), the voice of world business in championing the global economy as a force for economic growth, job creation and prosperity.

Because national economies are now so closely linked, the international repercussions of government decisions are far stronger than in the past. ICC Belgium appoints Belgian representatives to ICC committees to reflect the interests of Belgian enterprises. It provides access to ICC services and publications, and organises information sessions on topics such as Incoterms®, rules, documentary credit, and the importance of intellectual property. ICC activities cover a broad spectrum, from arbitration and dispute resolution to supporting open trade and the market economy system, business self-regulation, as well as fighting corruption and combating commercial crime.

Through its national committees, the ICC has direct access to national governments all over the world. The organisation’s Paris-based international secretariat represents the views of business to intergovernmental organisations on issues that directly affect business operations. The ICC is the world’s only truly global business organisation working assertively to express the views of business.

In Belgium, chambers of commerce are private law organisations. In addition, it represents the interests of 31 Belgian-Luxembourg chambers of commerce abroad. Through its accreditation programme, the Federation guarantees Belgian companies quality services from its members. In Belgium, chambers of commerce are private law organisations.

International entrepreneurship is one of the key activities of the Belgian Chambers and the Federation. Certificates of origin and ATA carnets, essential documents for companies that operate internationally, are issued by the chambers of commerce. With DigiChambers, companies can now also request their certificates of origin online and print them at their own premises. The Belgian Chambers have a formal cooperation agreement with the Federal Ministry of Economy and with Customs to strengthen the international competitiveness of Belgian business.

Through its membership of Eurochambers, ICC Belgium and the World Chambers Federation, the Federation promotes the interests of Belgian business in Europe and beyond. At the same time, these organisations provide access to a network of partners all around the world. The Belgian chambers of commerce and the Federation are also very active in the field of sustainable entrepreneurship. We strongly believe that corporate social responsibility makes companies more resilient in the current context of globalisation and urge for innovation.

THE PROGRAMME

The 2012-2013 EDITION OF THE INTERNATIONAL TRADE EXECUTIVE PROGRAMME WELCOMED PARTICIPANTS FROM MANY DIFFERENT ORGANISATIONS, INCLUDING:

AGORIA, AURUBIS BELGIUM, AWEX, BNP PARIBAS FORTIS, BREWERY MALNEUR, DE WOLF & PARTNERS, FLANDERS INVESTMENT & TRADE, FYBO GROUP, ING BANK, J. CORTÉS, KBC BANK, KEPPEL SEGHERS BELGIUM, KODAERT, LAPAULwäRKBKHUIZEN, MAGNETROL INTERNATIONAL, MITHRA PHARMACEUTICALS, PROCTOR & GAMBLE, RAFFINERIE TIRELMOINTOISE, SEW EUROPDRIVE, TD WILLIAMSON, UNIVEG, VOKA-KAMER, VAN KOOPHANDEL OOST-VLAANDEREN, WIESE EUROPE...

WHO SHOULD PARTICIPATE IN THE PROGRAMME?

IBI’s International Trade Executive Programme has been specifically designed to meet the needs of executives with at least 2 to 5 years of professional relevant experience, who have or will have to cope with complex challenges that arise in an international environment. It will give participants a deep understanding of international trade techniques, risks and opportunities. The programme will benefit:

- Export managers
- International business developers
- International sales executives
- International procurement executives
- International supply-chain executives
- In-house counsels
- Chief financial officers and financial controllers
- Trade finance officers
- Business lawyers and consultants
- Civil servants from specialised public bodies
Kari-Heinz LAMBERTZ is the Minister-President of the Government of the German-speaking Community of Belgium. After having completed his studies in Law, he started his academic career in 1976 as an Assistant Lecturer at the Law Department of the Catholic University of Leuven (UCL). He then worked as a Lecturer at the Faculty of Law of the UCL. Between 1984 and 1990, he was also active as the President of the Socialist Party of the German-speaking Community of Belgium. He was the Minister of Media, Adult Education, Policy for Disabled People and Social Aid between 1990 and 1995 and Minister of Youth, Training, Media and Social Matters between 1995 and 1999. From 1999, he became Minister-President of Belgium’s German-speaking Community, a political office that he still holds. In the same year, he also became Minister of Employment, Policy for Disabled People, Media and Sport. Since 2004, he has been Minister of Local Authorities. A CoR member since 1999, he was elected President of the PE Group in June 2011. He is also the President of the Association of European Border Regions (AEBR).

Peter WAUMANs is European Consultant and lecturer at universities and colleges in Europe since 1984 (BE, VUB, Vlerick Management School and Leuven, Lessius School). He also developed a legal and paralegal network in China since 2003. His activities include pro bono advice and services to accelerate opportuni ties and manage strategic and operational risks: the coordination of actions concerning infringements such as investigations into counterfeiting, fraud, confiscation and raids; handling of annual reports, purchase policy, conflict of interests; Asset tracing etc. He played a leading role in the establishment of the European Centre for Anti-Counterfeiting and Piracy (ECAP) based in Brussels and the regulation of counterfeiting in the ports and maritime industry. He also lectures at several Belgian universities.

Marc VERBEEK is a Tax Partner, leading BDO Belgium’s International Corporate Tax department. He is a prominent member of the BDO network’s Corporate International Tax and EU Direct Tax Centre of Excellence. As regional Head of Tax he plays a significant role in coordinating BDO’s international tax services. Marc’s specialisation has developed over some 30 years within the tax practice, including 10 years of experience within the Belgian tax authorities and over 20 years with BDO. His complex understanding of taxation law combined with his demonstrated analytical skills enable him to provide clients with comprehensive and accurate tax advice and solutions to their current and future business issues. If clients have a conflict with the tax authorities, Marc will provide them with expert advice on tax litigation issues.

Peter WAUMANs - 8 NOVEMBER 2013

I. BOOT CAMP (2 DAYS, 1 RESIDENTIAL NIGHT****)

Ibilers want to learn more than just theory and concepts. The boot camp in the wooded valley of Spa in the Ardennes begins with some activities designed to enable us to get more acquainted with each other, while familiarising us with the realities and challenges of the world of international business: the boot camp environment allows us to determine where we stand in terms of knowledge and skills. Well-selected business case studies introduce us to the broad range of pitfalls and opportunities of international business. Ibilers will have the opportunity to demonstrate what they already know by developing propositions for managing and growing an international trade project and presenting them to the Management Team.

The boot camp will make clear that IBI is going to provide participants with a valuable network. Kari-Heinz Lambertz, Minister-President of the Government of the German-speaking Community of Belgium, will host the dinner on Friday, and valuable Belgian businesswomen will also share with participants their experience and best practice during the camp.

II. GLOBAL STRATEGY AND INTERNATIONAL MARKETING

Peter WAUMANs - 8 NOVEMBER 2013

I. Which strategy will you use to compete on the global stage? ; 2. How to shift among Aggregation, Adaptation and Arbitration or … combine? ; 3. Cases: Heinz in Emerging Markets, KFC’s to China, a Danone case, Marketing concept of Toyota...

III. UNDERSTANDING THE MULTICULTURAL MARKET ENVIRONMENT. INTERNATIONAL NEGOTIATION AND COMMUNICATION

Nguyen T.M. CHAU - 15 NOVEMBER 2013


Nguyen T.M. CHAU is Head of the International Management Department at the ICHEC Brussels Management School. She has taught international trade and business challenges, as well as in innovation management at masters level at ICHEC. She is a speaker in international business negotiations at the Leuven Institute for Ireland in Europe, and Director of the International and Multicultural Management programme that she founded in 2007 at ICHEC’s Brussels School. In addition to her academic position, Miss Chau leads surveys in international development and innovation issues and is a consultant to exporting SMEs in various sectors. She works as a senior international consultant in export marketing for the EU. Mrs Chau received her “four-year license” degree at ICHEC. She also holds a master’s degree in international management of University of Poitiers and she is an executive education alumnus of the Harvard Kennedy School (EHKS).

Koen VANHEUSEN is a Director at the Belgian Export Agency. In the capacity, he advises (mainly) Belgian companies on the regulatory (customs, VAT, product requirements and documentation, sales and legal (contract, distribution, investment, intellectual property) aspects of their international commercial transactions and relations (import, export, investment). He was a member of the Belgian Group of experts preparing the revisions of Incoterms 1990 and 2000. He has written many publications on various aspects of international trade, such as sales contracts, agency and distribution law, Incoterms, customs and VAT and international payment techniques. He also lectures at several Belgian universities.

Koen VANHEUSEN - 22 NOVEMBER 2013

I. INDIRECT TRADE

III. YOUR PRESENCE ABROAD

Paul DEPUTY & Jan PEETERS - 6 DECEMBER 2013


IV. LOCATION DECISION METHODOLOGY

Patrick UYTENDAELE - 13 DECEMBER 2013


Module 1

PRINCIPLES OF INTERNATIONAL BUSINESS (BOOT CAMP + 2 SESSIONS)

Module 2

ORGANIZING YOUR PRESENCE ABROAD (4 SESSIONS)

I. INDIRECT TRADE


II. DIRECT TAX ASPECTS OF INTERNATIONAL BUSINESS ACTIVITIES

Marc VERBEEK - 29 NOVEMBER 2013


Furthermore, he takes a keen interest in project finance transactions and financing schemes for public private partnerships. He is also active in the regulation of aviation, telecommunications, insurance, retail and construction. He provides companies active in Europe. He is a Trustee of the University of Brussels (VUB) where he is teaching financing project appraisal and project management. He is also teaching professor at URMAA in Antwerp, where he teaches Research Methodology.
Koen VANHEUSDEN is a Director at the Belgian Foreign Trade Agency. In this capacity, he advises (mainly Belgian) companies on the regulatory (customs, VAT, product requirements, documents, services) and legal (contracts, distributorship, investment, intellectual property) aspects of their international commercial transactions and relations (import, export, investment). He was a member of the Belgian group of experts preparing the revisions of Incoterms 1990 and 2000. He has written many publications on various aspects of international trade, such as sales contracts, agency and distribution law, Incoterms, customs and VAT, and international payment techniques. He also lectures at several Belgian universities.

Bart VOLDERS is a member of the Brussels Bar and a of Stibbe’s Litigation and Arbitration team. He holds a Ph.D in law (2007), and has lectured on private international law at the Universities of Antwerp, Belgium (2008-2010) and Bujumbura, Burundi (2008-2009), and on the law of international commercial arbitration at the University of Toulouse, France (2009).

Vera VAN HOUtte (LL.M. Harvard) is a partner at Brussels law firm Stibbe, and a member of the Brussels Bar. She specialises in construction, industrial projects and energy law, acting both as counsel and litigator. Mrs. Van Houtte is presently devoting a major part of her time to sitting as an arbitrator (including investment arbitration). Mrs. Van Houtte has been a Vice-President of the ICC Court of Arbitration since 2009. She is also sits on the Board of Directors of the American Arbitration Association and was a Vice-President of the Court of the LCIA from 2003 to 2006.

Module 3
CONTRACTING (3 SESSIONS)

I. INTERNATIONAL CONTRACTING
Koen VANHEUSDEN & Bart VOLDERS – 10 JANUARY 2014
1. Introduction to international contracting
2. Negotiation strategies
3. Quotations
4. Model contracts and agreements
5. Applicable law
6. Methodology

II. DISPUTE SETTLEMENT
Vera VAN HOUTTE - 17 JANUARY 2014
1. Introduction to dispute resolution
2. Choosing between different forms of alternative dispute resolution (ADR)
3. Advantages and disadvantages of arbitration
4. Institutional arbitration and ad-hoc arbitration
5. Drafting a jurisdiction clause
6. Characteristics of an arbitration procedure

III. INTERNATIONAL SALES CONTRACT
Koen VANHEUSDEN & Bart VOLDERS - 24 JANUARY 2014
1. How to draft a sales contract
2. Rights and obligations of the parties
3. Liabilities and techniques to limit liabilities
4. Selected issues (Brazil, Russia, India, China and others)

Module 4
TRANSPORT AND LOGISTICS (2 SESSIONS)

I. INCOTERMS® 2010 RULES
Koen VANHEUSDEN - 31 JANUARY 2014
1. Analysis and choice of the Incoterms® 2010 rules
2. Case studies

II. LAW AND CONTRACTS OF CARRIAGE
Ralph DE WIT - 7 FEBRUARY 2014
1. Overview of the general legal framework
2. Designing logistic solutions
3. Making a transport contract
4. Filling in transport documents
5. Risk assessment and procedures
Module 5
ADMINISTRATION AND FORMALITIES
OF INTERNATIONAL TRADE (3 SESSIONS)

I. CUSTOMS AND INTERNATIONAL TRADE
Pieter HAESAERT - 14 FEBRUARY 2014

II. VAT IN INTERNATIONAL TRADE
Erwin BOUMANS - 21 FEBRUARY 2014
1. VAT and cross border trade in goods and services; 2. Place of taxable transactions and registration formalities; 3. Invoicing; 4. Recovery of input VAT in other countries; 5. Special cases (consignment stocks, chain transactions and drop shipments, commissionaire vs. agent, toll manufacturing, etc.); 6. Culture differences in VAT.

III. DOCUMENTS IN INTERNATIONAL TRADE
Koen VANHEUSDEN - 14 MARCH 2014
1. Documents in international trade; 2. Standards and technical requirements of international trade; 3. Drafting international documents; 4. Cases and review of documents.

Frederic MOTTE is Director at ING Belgium in Commercial Banking, he heads the Corporate Clients team at Financial Markets. In this capacity, he advises large companies in Belgium, Switzerland and Nordic countries on the financial risks generated within their commercial activities. His main focus is on interest rates, foreign exchange, liquidity and commodity financial risks. Frederic also advises over-the-counter hedging solutions linked to those financial risks. Frederic gave several internal FX seminars while he was working at ABN AMRO Bank.

Hugo VERSCHOREN is Senior Product Manager Trade Financial Services for ING Group. He is also member of the National Committees of the ICC (International Chamber of Commerce) Banking Commission in Belgium and in the Netherlands. As such, he has been involved in many ICC projects where rule-making was involved (UCP600, ISPExtranets, Incoterms 2010, Forfaiting, etc). For ING he is also part of the Banking Centre, he works on Trade Finance. He regularly provides training related to all aspects of Trade Finance, both internally within ING and externally to corporates and banks.

Eugene KOCK is Director of Structured Export Finance at ING Bank. Eugene joined the Structured Export Finance team in Amsterdam in 2005. He works primarily on sourcing and structuring export finance deals for Belgian and Scandinavian exporters, as well as acting as a centre of expertise for other Structured Export Finance units. He has extensive experience in lead arranging classical single-sourced transactions, multi-sourced transactions involving several Export Credit Agencies and ECA-related project finance deals. The main sectors in which transactions have been concluded are telecommunications and natural resources/gas. Before joining ING, Eugene worked for 10 years at Atradius (the Dutch Export Credit Agency) where he was a member of the management team. He has a Master’s degree in Economics from the University of Groningen, the Netherlands.

Gert VAN MELEBEKE is Head of Business Development and Products at ONDD (Office Nationale du Ducroire/ Nationale DelcredereDienst).

Module 6
FINANCING THE OPERATION (4 SESSIONS)

I. FINANCIAL RISK IN INTERNATIONAL TRADE
Frederic MOTTE - 21 MARCH 2014

II. PAYMENT TECHNIQUES IN INTERNATIONAL TRADE AND SUPPLY CHAIN FINANCING
Hugo VERSCHOREN - 28 MARCH 2014
1. Comparison of payment techniques with securities and credit insurances; 2. Writing payment instructions; 3. Analysing an L/C; 4. Drafting instructions for amendment; 5. Data analysis and costs calculation.

III. MEDIUM/LONG TERM EXPORT FINANCING
Eugene KOCK - 30 APRIL 2014

IV. CREDIT INSURANCE
Gert VAN MELEBEKE - 9 MAY 2014

ONDD is the Belgian Export Credit Agency, an autonomous public institution with a mission to promote international economic relations. ONDD insures risks related to international transactions and direct foreign investments. Gert has been working at ONDD for over 10 years and has ample experience with credit insurance and international trade in general. Initially he worked for nine years within ONDD’s Underwriting Department where he headed one of the Underwriting Teams. In October 2011, he has been responsible for ONDD’s Business Development and Products department. Before he joined ONDD, he worked for three years as a financial auditor at Prudential-Crédit-Coopers in Brussels. Gert has a Master’s Degree in Commercial Sciences from the Erasmus Hogeschool Brussel, an additional Degree in Applied Economics from the Catholic University of Leuven and a Master of Arts in European Economics from the College of Europe in Bruges.
Module 7
RISK MANAGEMENT AND INSURANCE
(2 SESSIONS)

I. RISK MANAGEMENT
Denis VAN DER ELST – 16 MAY 2014
1. Risk Management as component of corporate governance ; 2. Standards and tools (COSO, ISO 31000…) ; 3. How to embed risk management in your organisation? In day-to-day and for new projects ; 4. Risk Assessments: holistic/focused on issues such as product liability, transport, environment, business continuity ; 5. Tools for risk prevention, mitigation, and transfer.

II. INSURANCE (LAW & CONTRACTS)
Katrien VAN DENBERGHE – 23 MAY 2014

Module 8
ESTABLISHMENT AND INTERNATIONAL EXPLOITATION OF INTELLECTUAL PROPERTY (1 SESSION)

I. ESTABLISHMENT AND INTERNATIONAL EXPLOITATION OF IP
Lidy-Anne JESWIELT – 6 JUNE 2014
1. Choosing the right protection for your IP ; 2. Enforcing your IP protection in an international context ; 3. What can customs do to enforce your IP rights.
PRACTICAL INFORMATION

INTERNATIONAL TRADE
EXECUTIVE PROGRAMME 2013-2014

DATES
2 days + 21 Friday afternoons from 13:30 to 17:00, between 18 October 2013 and 6 June 2014.

TUITION
The tuition fees are € 5,000, excl. VAT [€ 6,050, incl. VAT] for the entire programme (8 modules: 1 boot camp + 21 sessions). The fees cover the attendance of the seminars, teaching materials, secure access to the online platform, and catering (lunch is provided at 12:30 prior to the beginning of each session). The fee for a single session is € 400, excl. VAT (€ 484, incl. VAT), and it is not possible to register for the boot camp separately. The fee for a single module depends on the number of sessions concerned.

LOCATION
With the exception of the boot camp, the course takes place at:
ICC Belgium c/o FEB (Federation of Enterprises in Belgium)
Stuiversstraat 8 rue des Sols, B-1000 Brussels

DIRECTIONS
By public transport
ICC Belgium’s offices are a short walk from the central railway station (Bruxelles Centrale/Brussel Centraal). This is also a metro and bus station.
Train:
Brussel Centraal/Bruxelles Centrale Station.
Metro:
Brussel Centraal/Bruxelles Centrale Station (lines 1a, 1b).
Bus:
Brussel Centraal/Bruxelles Centrale Station.

By car
Entering Brussels by the E411 motorway (from Oostend, London, Liège, Cologne), the E411 motorway (from Namur or Luxembourg) or the E19 motorway (from Antwerp, Amsterdam, Mons or Paris), follow the signs to “Bruxelles Centre (Brussel Centrum)” FEB is located in the centre of town, very close to the central railway station (Bruxelles Centrale/Brussel Centraal).

Please use the car parks in the immediate neighborhood of the FEB.
The Albemarle car park is accessible by the Rue des Sols.
The Grand Place car park (beside the Méridien Brussels Hotel) is accessible by the Boulevard de l’Impératrice.
It is a good idea to contact the portal Metropole before you set off for Brussels.

By train
ICC Belgium’s offices are a short walk from the central railway station (Bruxelles Centrale/Brussel Centraal). This is also a metro and bus station.
Train:
Brussel Centraal/Bruxelles Centrale Station.
Metro:
Brussel Centraal/Bruxelles Centrale Station (lines 1a, 1b).
Bus:
Brussel Centraal/Bruxelles Centrale Station (lines 27, 65, 66, 71). Place Royale tram stop (lines 92, 94).

APPLICATION FORM

Please complete this form in block capital letters and return it by e-mail: ibi@iccbelgium.be - Fax: +32(0)2 515 09 35.

☐ Mr. ☐ Ms.

Please use block capital letters

First Name: ___________________________ Last Name: ___________________________

Academic background (most recent academic qualification from a higher education institution, including country and year): ___________________________

Company/Organisation: ___________________________

Position: ___________________________

Address: ___________________________

Zip Code: ___________ City: ___________________________ Country: ___________________________

Telephone: __________________________ Fax: __________________________

E-mail: __________________________

Liability for VAT: ☐ No ☐ Yes VAT number: __________________________

Member of a Belgian chamber of commerce: ☐ No ☐ Yes please state which: __________________________

Member of a sector federation: ☐ No ☐ Yes please state which: __________________________

I would like to register for the following sessions:

Module 1: Principles of international business
1. Boot Camp 16 & 17 October 2013
2. Global strategies and International Marketing 8 November 2013
3. Understanding the multilingual market environment, international negotiation and Communication. 15 November 2013

Module 2: Organising your presence abroad
1. Indirect tax 22 November 2013
2. Direct Tax aspects of activity abroad 20 November 2013
3. Your presence abroad 6 December 2013
4. Location decision methodology 13 December 2013

Module 3: Contracting
1. International contracting 10 January 2014
2. Dispute settlement 27 January 2014

Module 4: Transport and logistics
1. Incoterms® 2010 rules 21 January 2014
2. Law and contracts of carriage 7 February 2014

Module 5: Administration and formalities
1. Customs and international trade 24 February 2014
2. VAT in international trade 21 March 2014
3. Documents in international trade 24 March 2014

Module 6: Financing the operation
1. Risk in international trade 23 March 2014
2. Payment techniques in international trade and supply chain financing 28 March 2014
3. Medium / long term export financing 25 April 2014
4. Credit insurance 3 May 2014

Module 7: Risk management and insurance
1. Risk management 18 May 2014
2. Insurance (law & contracts) 23 May 2014

Module 8: Establishment and international exploitation of IP
1. 6 June 2014

The amount due will be payable upon receipt of the invoice from ICC Belgium (see Tuition, opposite page).

Date: __________________________ Signature: __________________________

Please note:
- The collected data will be used to organise events and keep you informed about scheduled activities. Under the privacy law of 8 December 1992, you may ask to see the data concerned, and can amend them as appropriate.
- The present document constitutes an official application form. Applicants may also register online at www.icccbelgium.be. The International Business Institute may use participants’ names and e-mail addresses for marketing purposes. The Institute reserves the right to refuse any application. Any tuition fee reduction already applied is not cumulative with other offers, promotions and discounts from the same or any other partner of the International Business Institute.
A grant from the Prince Albert Fund represents a once-in-a-lifetime experience for talented Belgian professionals.

Boost your career and discover a new professional environment abroad.

Manage a 12-month business project outside Western Europe for a Belgian company. The choice of project as well as the destination is your own. To carry out the project, the Fund grants you 22,000 € (tax-free compensation).

Applications start 1st October 2013 until January 14th 2013.

http://www.princealbertfund.be

A Prince Albert Fund grant represents a once-in-a-lifetime experience for talented Belgian professionals to boost their career and discover a new professional environment abroad.

How? By managing a 12-month business project outside Europe for a Belgian company. The choice of project as well as destination is their own.

Assessment plays an important part in the teaching and learning process. Participants in the full programme will be assessed at the end of the programme by a short dissertation of 20-30 pages. The topic of the dissertation may be related to the participant’s day-to-day professional practice. For example, the development of a case that can be a deliverable for the participant’s company, or a strategic plan about an issue in the programme that particularly interests the participant.

Dissertation topics must be submitted to and approved by the board of the IBI and the professors in charge of the relevant module. If two or more similar topics are submitted for approval, topics will be attributed on a first come, first served basis.

Assessment & Certificate

Admission Requirements & Deadline

Applicants must hold a Master’s degree from an accredited university or business school or demonstrate sufficient expertise (e.g. professional experience). Working knowledge of English is required.

For the International Trade Executive Programme 2013-2014, the application deadline is 30 September 2013.

Applications 2013 start 1st October 2013 until January 14th 2013.

www.princealbertfund.be

The Prince Albert Fund offers its trainees the opportunity to follow IBI sessions of their own choice.

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www.iccbelgium.be/ibi

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Improve your international trade know-how

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Belgium

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Website: www.iccbelgium.be/ibi