Understanding Rules of Origin: Principles and Applications

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Madrid (Spain)



Understanding Rules of Origin: Principles and Applications

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Why This Course

As global trade networks continue to expand, Rules of Origin ROO have become a central component of customs compliance and trade agreement utilization. Understanding origin criteria is essential for determining eligibility for preferential tariffs, avoiding penalties, and optimizing supply chain decisions. Misinterpreting ROO can lead to increased costs, shipment delays, or even loss of market access—making deep expertise indispensable for organizations engaged in international trade.

The Rules of Origin Mastery Program is a comprehensive 1-week course designed to equip participants with the knowledge and practical skills required to navigate both preferential and non-preferential origin rules with confidence. Through a mix of theory, real-world examples, and hands-on case studies, attendees will learn how to interpret origin criteria, determine product origin, prepare certifications, and ensure full compliance across global markets.

What You'll Learn and Practice

By completing this program, participants will be able to:

- Understand the principles, purpose, and global frameworks of Rules of Origin
- Apply different origin criteria including wholly obtained, substantial transformation, and value-added rules
- Determine origin accurately using tariff shifts, calculations, and cumulation provisions
- Navigate preferential origin requirements under Free Trade Agreements FTAs
- Prepare origin certifications, respond to verifications, and manage compliance risks

The Program Flow

Day 1 - Introduction to Rules of Origin

- Fundamentals and key concepts of ROO
- Distinguishing preferential vs. non-preferential rules
- The role of ROO in customs procedures, tariffs, and trade policies
- International frameworks including WTO, WCO, and regional agreements



Day 2 - Origin Criteria & Determination Methods

- Wholly obtained goods: definition and qualifying conditions
- Substantial transformation rules and practical applications
- Value-added calculations and ad valorem methods
- Change in Tariff Classification CTC: chapter, heading, and subheading shifts

Day 3 - Preferential Rules of Origin

- Preferential ROO across major FTAs
- Types of cumulation: bilateral, diagonal, full
- De minimis allowances and tolerance rules
- Direct transport, non-alteration, and minimal operations provisions

Day 4 - Origin Certification & Verification

- Origin declaration and certificate of origin procedures
- Required supporting documents and evidence standards
- Customs verification processes and compliance audits
- Handling disputes, appeals, and post-clearance examinations

Day 5 - Compliance Strategies & Practical Application

- Building internal ROO compliance frameworks
- Risk management strategies for origin determination
- Real-world case studies and advanced classification scenarios
- Emerging trends, digitalization, and the future of origin regulations

Practical Wins for Participants

Participants will be able to:

- Accurately determine, document, and declare product origin
- Leverage preferential tariffs through informed sourcing and production decisions
- Strengthen compliance practices to avoid penalties and reduce trade risks
- Navigate complex ROO provisions with confidence across multiple trade agreements

Organizational Impact

Organizations benefit through:

- Improved utilization of FTA benefits and reduced duty costs
- Enhanced compliance with ROO requirements across supply chains
- Greater accuracy in declarations, minimizing disputes and delays
- Stronger capability to respond to audits and verification requests



Training Methodology

The program incorporates:

- Interactive exercises on origin determinations and CTC calculations
- Case studies drawn from real trade agreements and audit findings
- Group discussions on cumulation scenarios and compliance challenges
- Expert-led guidance on aligning ROO with practical supply chain decisions

Beyond the Course

Participants return ready to:

- Lead origin determination processes and trade agreement utilization
- Support procurement, logistics, and compliance teams with expert ROO advice
- Navigate audits confidently and strengthen organizational trade compliance
- Plan sourcing strategies that unlock preferential trade benefits

