

Trade Matters - Overview

An advanced training course for those involved or interested in cotton trading and quality.

What is “Trade Matters”?

Trade Matters is a three-day training course that focuses on all elements of trade and quality matters – from contract performance and dispute settlement to cotton quality standard.

Who should attend?

This training is aimed at individuals with a basic knowledge of cotton trading and quality matters.

What’s included in the programme?

It incorporates interactive training modules delivered by industry experts from ICA including:

- How to make a clear, concise and complete contract?
- How to ensure a smooth contract performance?
- What do we need to know about the ICA Bylaws & Rules.
- Agents/Brokers’ Functions.
- How to resolve claims, disputes through amicable settlement, mediation and arbitration?
- Quality standards, value differences, and allowances.
- Arbitration & Appeal Procedure.
- List of Unfulfilled Awards 1 & 2.
- Members’ rights, benefits and influences.
- Sustainability, traceability and value addition.
- Factory training tour: On-site guidance at factory from practical experience of ICA’s trainers to quality and trading difficulty.
- Examination.
- Certificates & Awards.

When and where is it taking place?

⇒ **Time & Date** : February 15th – 17th 2023

⇒ **Venue** : To-be Confirmed

Who are the trainers?



Dr. Robert Jiang

*International Cotton Association
ICA Bremen*



Mr. Derek Tanner

*D.A.T. Arbitration & Consultancy
Cotton Consultant and Arbitrator*

What is the cost?

ICA and/or VCOSA Member	Discount 30% (only 70% x fee)
Women participants	Discount 50% (only 50% x fee)

Participant Fee* includes:

- Certified training program and training materials, lunch and refreshments on 2.5 training days.
- Simultaneous translation (Vietnamese and English) for entire event.
- Cancellations = 40% admin fee.

**Participant fee is partly sponsored by VCOSA' partners. The fee will be published later.*

Why should attend?

- Language: The workshop is trained in 2 language Vietnamese and English, suitable for both local and foreigner participants.
- Certificates: Certificated is given by ICA and competible with certificates from other training of ICA abroad.
- Time saving: The format of examination – marking – certificate award take the attendee only 01 day, which is convenient for working people.
- Cost: The workshop takes place in Vietnam which save a lot of cost for international flights, hotel and transportation.
- Workshop fee: The advanced training course is pay-to-apply. However, the fee is affordable thanks to the support of VCOSA' partners to bring the chances to all Vietnamese attendee to gain the certificate from ICA.

How can you apply?

Registration link:

<https://bit.ly/3VKSMzM>

Further information:

Ms. Nguyen Thuy Vi, Programme Coordinator

Mobile: 0346906928

Email: info@vcosa.org.vn