

GOVERNANCE & COMPLIANCE | COURSE BROCHURE

Dual-Use Goods and Export Licensing

5 days | Classroom training | English

SMART HORIZON

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The Netherlands

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Course content

Why attend

Many everyday technologies, chemicals and components can also have military uses and require export licences. This course explains dual-use export controls: control lists and classification, licensing procedures, end-use and end-user checks, catch-all controls, technology transfer, record keeping and building an internal compliance programme.

Unlicensed exports of controlled items can lead to severe penalties. You will learn how to classify products and manage licensing correctly.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

Classification exercises, licence application walkthroughs, red flag scenarios and case studies.

Course objectives

By the end of this course, participants will be able to:
• Explain dual-use export control regimes
• Classify products, software and technology
• Apply for and manage export licences
• Screen end-users and end-uses
• Control technology transfers
• Build an internal export compliance programme

Target audience

This course is suitable for:
• Export compliance officers
• Logistics and shipping staff
• Engineers and product managers
• Legal and trade professionals
• Sales staff in technology companies



Course content

Target competencies

Participants will develop competencies in:
- Product classification
- Licensing
- Screening
- Technology control
- Compliance programme design

Course outline

Day 1: Export Controls

09:00–10:08	Why controls exist
10:08–11:00	International regimes
11:00–11:30	**Coffee break**
11:30–11:45	International regimes (continued)
11:45–12:53	Penalties
12:53–14:00	Case study

Day 2: Classification

09:00–10:08	Control lists
10:08–11:00	Classification method
11:00–11:30	**Coffee break**
11:30–11:45	Classification method (continued)
11:45–12:53	Software and technology
12:53–14:00	Exercise

Day 3: Licensing

09:00–10:08	Licence types
10:08–11:00	Applications
11:00–11:30	**Coffee break**



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11:30–11:45	Applications (continued)
11:45–12:53	Conditions
12:53–14:00	Workshop

Day 4: Screening

09:00–10:08	End-user checks
10:08–11:00	Red flags
11:00–11:30	**Coffee break**
11:30–11:45	Red flags (continued)
11:45–12:53	Catch-all controls
12:53–14:00	Exercise

Day 5: Compliance Programme

09:00–10:08	Programme elements
10:08–11:00	Records
11:00–11:30	**Coffee break**
11:30–11:45	Records (continued)
11:45–12:53	Audits
12:53–14:00	Action plan

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.



Course content

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Rome Confirmed dates	9 Nov 2026	13 Nov 2026	**€2,450.-**
Online Confirmed dates	9 Nov 2026	13 Nov 2026	**€1,250.-**
Vienna Confirmed dates	30 Nov 2026	4 Dec 2026	**€2,940.-**
Online Confirmed dates	30 Nov 2026	4 Dec 2026	**€1,250.-**
Cape Town Confirmed dates	4 Jan 2027	8 Jan 2027	**€1,890.-**
Online Confirmed dates	4 Jan 2027	8 Jan 2027	**€1,250.-**
Barcelona Confirmed dates	25 Jan 2027	29 Jan 2027	**€2,840.-**
Online Confirmed dates	25 Jan 2027	29 Jan 2027	**€1,250.-**
Vienna Confirmed dates	8 Feb 2027	12 Feb 2027	**€2,940.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	8 Feb 2027	12 Feb 2027	**€1,250.–**
Rome Confirmed dates	1 Mar 2027	5 Mar 2027	**€2,450.–**
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**€1,250.–**
Barcelona Confirmed dates	22 Mar 2027	26 Mar 2027	**€2,840.–**
Online Confirmed dates	22 Mar 2027	26 Mar 2027	**€1,250.–**
Dubai Confirmed dates	12 Apr 2027	16 Apr 2027	**€3,150.–**
Online Confirmed dates	12 Apr 2027	16 Apr 2027	**€1,250.–**
Kuala Lumpur Confirmed dates	3 May 2027	7 May 2027	**€1,450.–**
Online Confirmed dates	3 May 2027	7 May 2027	**€1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Dubai Confirmed dates	17 May 2027	21 May 2027	**€3,150.-**
Online Confirmed dates	17 May 2027	21 May 2027	**€1,250.-**
London Confirmed dates	7 Jun 2027	11 Jun 2027	**€2,450.-**
Online Confirmed dates	7 Jun 2027	11 Jun 2027	**€1,250.-**
Frankfurt Confirmed dates	28 Jun 2027	2 Jul 2027	**€2,650.-**
Online Confirmed dates	28 Jun 2027	2 Jul 2027	**€1,250.-**
Istanbul Confirmed dates	19 Jul 2027	23 Jul 2027	**€2,650.-**
Online Confirmed dates	19 Jul 2027	23 Jul 2027	**€1,250.-**
Amsterdam Confirmed dates	9 Aug 2027	13 Aug 2027	**€2,540.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	9 Aug 2027	13 Aug 2027	**€1,250.-**
Dubai Confirmed dates	23 Aug 2027	27 Aug 2027	**€3,150.-**
Online Confirmed dates	23 Aug 2027	27 Aug 2027	**€1,250.-**
Cape Town Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,890.-**
Online Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,250.-**
Paris Confirmed dates	4 Oct 2027	8 Oct 2027	**€2,860.-**
Online Confirmed dates	4 Oct 2027	8 Oct 2027	**€1,250.-**
London Confirmed dates	25 Oct 2027	29 Oct 2027	**€2,450.-**
Online Confirmed dates	25 Oct 2027	29 Oct 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Cape Town Confirmed dates	15 Nov 2027	19 Nov 2027	**€1,890.-**
Online Confirmed dates	15 Nov 2027	19 Nov 2027	**€1,250.-**
Rome Confirmed dates	29 Nov 2027	3 Dec 2027	**€2,450.-**
Online Confirmed dates	29 Nov 2027	3 Dec 2027	**€1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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View the latest course details online