



Advanced Program

International Business

Professional Program – non Academic

From **11 January** 2013 to **26 April** 2013



Advanced Program

International Business

Objectives

- Develop participants' competences, by contact with professionals (experts) with relevant experience on several types of operations in international business (logistics and distribution, shipping, customs operations, international contracts, financial operations and international taxation); with previous context on MIBC (Madeira International Business Centre) and RIN-MAR (Madeira International Shipping Registry).
- Apply participants' competences by supervised technical project development on a case of its interest; with previous context by an International Marketing Seminar.

Addressed to

Those who intend to develop its career (including recently graduated) or professionals that intend to further develop its competences on several types of operations in international business:

- Professionals of local companies or emigrant business on internationalization process.
- Professionals of MIBC companies (international services, tradings, ships and shipping, manufacturing) or Management companies.
- Auditors, Accountants, Lawyers and Banking professionals.
- Professionals of Tax and Customs.
- Professionals of shipping and forwarders companies.
- Teachers and professionals of public administration and associations linked to international relations, promotion and trade.

Program Units

1. International Trade and Logistics

1A. INCOTERMS, and International Logistics and Distribution

25 and 26 Jan. 2013

Dr. Rogério Alves Vieira

Certified Teacher by ICC (International Chamber of Commerce; Paris) for Incoterms 2010.
President of (Portuguese) National Committee of ICC (International Chamber of Commerce) for Incoterms 2000 revision.
(Portuguese) National delegate on European Cargo Program Joint Council of IATA (Geneva).
Member of INAC (Portugal – Civil Aviation National Institute) Advisory Council.
Member of AIP-CE (Portuguese Industrial Association) Transportation Strategic Council.
CEO of APAT (Portuguese Forwarders Association).
(Invited) Teacher on Lusófona University (Aeronautic Sciences Faculty).

1B. International shipping

01 and 02 Feb. 2013

Dr. Vítor Caldeirinha

President of ADFERSIT (Portuguese Association for Integrated Transportation Systems Development).
Strategic Development Director on Setúbal Harbour.
Marketing Director on Lisbon Harbour.
Teacher on Harbour Management (and Sea Transportation) Advanced Courses in APDL (Leixões Harbour and ENIDH) and ISEG (Business School, Lisbon).
Teacher on Short Sea Shipping European School.

2. Customs procedures

2A. Customs procedures

15 and 16 Feb. 2013

Dr. José Rijo

(Invited) Teacher on EGP-UPBS (Porto Business School) and ISCET (Polytechnic Institute).
Director of Customs and Tax Department of Rangel Group (biggest Portuguese Forwarder).
Lawyer and Consultant on Customs, European Union and International Trade Law.

2B. Customs Taxation

22 and 23 Feb. 2013

Dr. José Rijo

3. International Contracts

3A. International Contracts – Law and Tax issues

15 and 16 Mar. 2013

Dr. Francisco Matos

(Invited) Teacher on International Tax Center – Leiden University (“ITC”), teaching on Master Program - EU Tax Law and Value Added Tax Course Units; and on “IDEFF” (Tax Institute, Law Faculty, University of Lisbon), teaching on Advanced Course on International Tax Law – Tax Planning Course Unit.
Lawyer on Vieira de Almeida & Associados (Law Firm, Lisbon) since 2007, being associate of Tax Department.
He was Lawyer (Apr.-Sept. 2011) on Loyens & Loeff, N.V. (Law Firm, Amsterdam) – Tax Law Department (algemene fiscaal praktijk).

3B. Transfer Pricing

22 and 23 Mar. 2013

Dra. Alexandra Afonso

Economist, she was Assistant/Senior Consultant on Tax Department of Deloitte & Touche and, currently is Tax & Transfer Pricing Manager on Crowe Horwath International.

4. International Payment and Financial Instruments

4A. International Payment Instruments

05 and 06 Apr. 2013

Dr. Luís Melo

Director on BES-Porto (Banking).

(Invited) Teacher on EGP-UPBS (Porto Business School).

4B. Derivatives on International Business – Law and Tax issues

12 and 13 Apr. 2013

Dr. Francisco Matos

Dra. Ana Moniz Macedo

Lawyer on Banking and Financial Law department of Vieira de Almeida & Associados (Law Firm, Lisbon), since April 2010.

Law Consultant on Markets, Issuers and Information Department of CMVM (Portuguese Securities and Exchange Commission).

Teacher on ISGB - Banking Management Polytechnic Institute.

5. International Taxation

5A and B. Seminars

A. International Business Centres – The case of Madeira (MIBC)

11 and 12 Jan. 2013

Dra. Marina Pimenta (SDM)

Dr. Francisco Soares (SDM)

B. International Shipping Registry – The case of RIN-MAR (Madeira)

18 Jan. 2013

Dra. Marina Pimenta (SDM)

Dr. Francisco Soares (SDM)

5C. International Taxation

C. VAT and Income Tax

19 and 20 Apr. 2013

Prof. Carlos Ramos Pereira

(Invited) Prof. on Lusíada University (Porto) and Portucalense Infante D. Henrique University (Porto).

PhD in Tax Law by University of Santiago de Compostela.

Main Partner of Ramos Pereira & Sampaio (Law Firm, Porto).

He was Senior Consultant on Tax Department da Deloitte Internacional (1999-2003); and Partner on Tax Department of Crowe Horwath International (2004-2010).

Technical Project

● International Marketing Seminar

19 Jan. 2013

Dr. Carlos Fonseca

Consultant and experience on Sales and Marketing (Manufacturing Division) of American Multinational Company (TYCO).

MBA/Master in Marketing Management by IPAM.

PhD Student on URJC (University Rey Juan Carlos, Madrid, Spain).

● Technical Project Theme Formulation

08 and 09 Feb. 2013

Participants will develop a Technical Project – development along and parallel to program units; and with final presentation and discussion.

- **International Operations Planning and Control**

Dr. Emanuel Romeu Furtado

Teacher on ISCE (Polytechnic Institute).

Management and Direction Experience on International Trade (Import and Export) and Logistics (Transport) companies.

- **Restricted to cases where the project refers to Case-Studies and/or enterprises or professionals panels integrated on his PhD project in progress on international business**

Dr. José Eduardo Gonçalves

Teacher on Uma (University of Madeira).

ROC (Revisor Oficial de Contas) (note: in the United States, CPA-Certified Public Accountant), On the list of (Economics-Management) Arbitrators on Tax Arbitration Court (CAAD-Lisbon), CIA ("Certified Internal Auditor" by the IIA-USA), CMA ("Certified Management Accountant" by the IMA-USA).

Technical Projects presentation

- **26 Apr. 2013**

Program Organization and Logistics

DTIM

Local

Auditorium of Madeira Hospitality and Tourism School

Calendar

From **11 January 2013** to **26 April 2013**

Timetable

Fridays from **02 to 07 PM** and **Saturdays** from **09 AM to 05 PM**

Program Fees

€ 1600,00

One thousand and six hundred euros

Financial Discount (for Upfront payment)

10%

Payment (Tuition Fees):

Enrollment	€ 300,00
January 2013	€ 325,00
February 2013	€ 325,00
March 2013	€ 325,00
April 2013	€ 325,00



For further information

DTIM - Associação Regional para o Desenvolvimento das Tecnologias de Informação na Madeira
Calçada de Santa Clara, nº 32, 9000-036 Funchal • Phone: 291 740 320 • Fax: 291 742 527 • e-mail: dtim@dtim.org.pt

www.dtim.org.pt