

# Course : Mastering triangular or cross-trade operations

## Practical workshops

**Practical course - 1d - 7h00 - Ref. OCT**

**Price : 820 € E.T.**

 4,2 / 5

A triangular operation is above all logistical. It reduces supply chain costs, reduces transit time from origin to destination, and optimizes the supply chain. The workshops in this training course will enable you to adopt best practices for your intra-Community, international and mixed operations.

## Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Understand the contractual, fiscal, customs, logistical, documentary and commercial impact of a triangular operation
- ✓ Understanding the stakes and risks of a triangular operation
- ✓ Define a procedure for carrying out triangular operations
- ✓ Implement best practices in VAT and customs applied to triangular operations

## Intended audience

All logistics, customs, purchasing, accounting and sales staff involved in cross-trade operations.

## Prerequisites

Know the basics of incoterms.

## Practical details

### Hands-on work

Case studies. Application of mechanisms.

### Teaching methods

Active, participative teaching methods. Alternating theory and practice with application to the context and experience of participants.

## Course schedule

### PARTICIPANTS

All logistics, customs, purchasing, accounting and sales staff involved in cross-trade operations.

### PREREQUISITES

Know the basics of incoterms.

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects.

They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more.

Participants also complete a placement test before and after the course to measure the skills they've developed.

## 1 Definition and regulatory framework for triangular operations

- What is a triangular operation?
- The conditions for a triangular operation.
- The European tax framework: Quick Fixes.

### Case study

Quick Fixes, successive deliveries

## 2 The specifics of triangular or cross-trade operations

- Taxation and reporting obligations.
- Billing.
- Statistical reporting in triangular operations.

### Case study

Study of different triangular operations: France as sender country, France as buyer-seller country, France as recipient country.

## 3 Workshops: triangular operations in practice

- Purchase-resale in the same member state: VAT, reverse charge, customs.
- Extra-Community triangular operations: incoterms, origin, documentation, security.
- Community simplified triangular sales (3 member states).
- Challenges and risks from a tax and logistics point of view.

### Hands-on work

Atelier 1: Achat-revente dans le même État membre : cartographie des flux.

Atelier 2: Opérations triangulaires hors UE à UE ou UE à hors UE : cartographie des flux. Mise en œuvre des bonnes pratiques. Identification des points de vigilance.

## TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

## TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

## ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at [psh-accueil@orsys.fr](mailto:psh-accueil@orsys.fr) to review your request and its feasibility.

## Dates and locations

### REMOTE CLASS

2026: 23 Mar., 1 June, 15 Sep., 20 Nov.

### PARIS LA DÉFENSE

2026: 23 Mar., 1 June, 15 Sep., 20 Nov.