Harmonized System (HS) Classification Mastery

29 March – 2 April 2027
London (UK)



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Why This Course

The Harmonized System HS is the universal language of international trade — governing how goods are classified, valued, and taxed across borders.

Accurate HS classification is essential for ensuring compliance, avoiding costly penalties, and maintaining efficient customs clearance.

This program provides participants with a deep understanding of the HS coding structure, interpretation rules, and classification methodologies used worldwide. It equips professionals with the knowledge and practical tools to confidently assign HS codes, manage tariff issues, and support customs compliance and trade optimization.

What You'll Learn and Practice

By joining this program, you will:

- Understand the structure, logic, and purpose of the Harmonized System HS.
- Learn how to classify goods accurately according to WCO principles.
- Apply the General Rules for Interpretation GRIs effectively.
- Strengthen skills in handling classification disputes and rulings.
- Gain practical experience in tariff management, documentation, and audit readiness.

The Program Flow

Day 1: Introduction to the Harmonized System HS

- The role of HS classification in global trade and customs processes.
- Overview of the World Customs Organization WCO and HS framework.
- Structure of HS codes: chapters, headings, and subheadings.
- The impact of correct classification on duties, trade agreements, and compliance.
- Workshop: analyzing sample HS codes and their trade implications.



Day 2: Understanding the General Rules for Interpretation GRIs

- The six General Rules for Interpretation GRIs — detailed breakdown and application.
- Determining classification based on material, function, and composition.
- Handling multi-purpose goods and unassembled or incomplete products.
- Case study: applying GRIs to complex products for accurate classification.
- Practical exercise: classifying goods using GRIs 1-3.

Day 3: Practical HS Classification Techniques

- Using the Explanatory Notes and Section/Chapter Notes effectively.
- Navigating the Harmonized Tariff Schedule HTS and customs databases.
- Classification of machinery, chemicals, textiles, and electronics — special considerations.
- Workshop: Identifying correct HS codes for diverse product categories.
- Simulation: resolving classification conflicts through documentation and evidence.

Day 4: Advanced Classification, Valuation, and Compliance

- Handling composite goods, sets, and packaging classifications GRIs 4-6.
- Linking HS classification to customs valuation and country of origin.
- Trade agreements FTA, GCC, EU, etc. and preferential tariff implications.
- Managing binding rulings, audits, and appeals in HS disputes.
- Case study: classification challenges and rulings from international customs authorities.

Day 5: HS Updates, Technology, and Strategic Application

- Overview of the HS 2022 Edition and upcoming WCO amendments.
- Using digital tools and databases for classification and compliance.
- Integrating HS classification into ERP and trade management systems.
- Action workshop: building an HS classification procedure and internal audit checklist.
- Final exercise: creating a master classification list for a sample company.

Individual Impact

- Gain in-depth mastery of HS structure, interpretation, and global application.
- Strengthen analytical and research skills for complex product classifications.
- Improve confidence in communicating with customs and regulatory authorities.
- Reduce classification errors, penalties, and clearance delays.
- Develop professional expertise in tariff and compliance management.



Work Impact

- Enhance trade compliance and reduce customs-related risks.
- Improve accuracy in duty calculation and preferential tariff utilization.
- Streamline documentation and classification workflows.
- Strengthen audit readiness and internal control over trade compliance.
- Support strategic decision-making through accurate product data management.

Training Methodology

This program blends theory, regulation, and real-world practice through interactive exercises and global case studies.

Learning methods include:

- Step-by-step HS classification exercises using real products.
- Case studies from customs authorities and multinational companies.
- Practical workshops on GRIs and tariff research.
- Group discussions and classification simulations.
- Templates, checklists, and digital tools for ongoing classification management.

Beyond the Course

Upon completion, participants will be equipped to classify goods accurately and efficiently in compliance with international HS standards.

They will leave with the knowledge, confidence, and tools to support customs operations, trade facilitation, and global business efficiency — mastering one of the most critical skills in international trade management.

