

CORPORATE PROGRAM · TRADE & AGRIBUSINESS

English for International Trade & Agribusiness

Inglés para Comercio Exterior & Agroexportación

Argentine agribusiness exports to the world.
But the world doesn't speak Spanish.

CALL · CHICAGO ↔ ROSARIO

● LIVE

TRADER: Can you confirm shipment for 30,000 mt of soybean meal, FOB Up River?

YOU: Confirmed. First half of May, GAFTA terms. Recap to follow today.

TRADER: Noted. Please send the quality certificate and the draft survey.

Real trading English: trained until it's automatic.

THE CONTEXT

Where the year's harvest gets negotiated

A call with a trader in Chicago. A quality complaint from a buyer in Jakarta. An urgent email from the surveyor that you can't pass on to the legal team without losing the nuance.

All of it in English, against the clock.

In the agribusiness export trade, English isn't just a language: it's **the currency that closes a deal**. A lukewarm negotiation, an email with the wrong word or a call where you can't hold your position can make the difference between loading the vessel and leaving the cargo at the plant.

This program trains **the English actually spoken in your daily work**: cases from Argentine agricultural trade, the lingo of the Paraná River corridor and the terms used by traders in Chicago and buyers in Asia.

1

program tailored to each team

5

core agribusiness trade skills

GAFTA · FOSFA

real contracts and documents

100%

online, on your team's schedule

THE PROGRAM

From grain to contract, in English

A single program, tailored to each team: the Global Readiness Audit sets the starting point and the focus of work for every group.

FORMAT

Tailored to your team

FOCUS

Commodities, contracts & negotiation

MODE

Online + tutor


Cases from Argentina's agribusiness export corridor, from harvest to shipment.

What your teams will master

- **Commodities technical vocabulary:** grains, oilseeds, by-products, origination, quality, shrinkage, FOB/CIF basis.
- **Real-world situations in English:** negotiating with traders, communicating with surveyors, shipping coordination, claims handling.
- **Contractual documentation:** GAFTA and FOSFA contracts, Bills of Lading, quality certificates, letters of credit, NORs.
- **Port operations in English:** terminals, crushing plants, customs clearance, quality and weight inspections.
- **Professional communication:** emails and calls with international buyers without sounding like machine translation.

DOCUMENTS YOU'LL WORK WITH

GAFTA contract

FOSFA contract

Bill of Lading

Quality certificate

Letter of credit (L/C)

NOR

Surveyor report

HOW IT WORKS

Your operation, in English

The program combines self-paced work on our platform with a tutor who supports each participant, built around the cases and documents of your own operation.

Your hours

Live sessions during your team's working hours, across Argentina and Latin America. We work from Rosario, at the heart of the agribusiness export corridor.

Self-paced platform work

Modules, reading texts and self-correcting exercises, available 24/7 and from any device.

Continuous follow-up

Progress is tracked throughout the program. HR and team leaders get clear reports, with no surprises at the end.

Tutor on hand

An assigned tutor for live sessions, call and negotiation simulations, and personalised feedback.

Tailored to your operation

Examples, documents and scenarios adapted to your company: exporter, grain elevator, cooperative, terminal or firm.

Real cases from the corridor

Actual negotiations, claims, surveyor reports and contractual disputes (anonymised).

Living documents

Reading, drafting and reviewing GAFTA/FOSFA contracts, L/Cs and certificates with up-to-date materials.

Negotiation coaching

Specific preparation for calls and meetings with buyers from Asia, Europe and the Middle East.

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WHO IT'S FOR

Teams who need to take charge of international communication

Origination, trading & logistics

Export company teams who negotiate, price and coordinate shipments with overseas buyers.

Grain elevators & cooperatives

With direct export operations and day-to-day dealings with buyers and surveyors.

Port terminals

In Greater Rosario and across the country: clearance, quality and weight inspections.

Customs brokers, brokers & firms

Advisors and technical firms in the sector who work with international documentation.

Built for the agribusiness export corridor: **Greater Rosario · Up River · Bahía Blanca · Quequén**, and the teams who trade with Chicago, Asia, Europe and the Middle East.

WHY E-DUTRAINING

We don't sell language classes

We design corporate communication programs that translate into measurable performance, for companies operating across Latin America and Europe.

Founded in 2010 and led by **Verónica de la Encina** (M.A. in English Language Teaching, Universidad de Jaén, Spain), former Director of Instituto Superior San Bartolomé and board member of APRIR, the Rosario association of English teachers.

Our international trade content is **developed with specialist teachers and built on real cases from Argentine agricultural trade**, so every scenario, document and phrase reflects how the sector actually works.

30+

years of teaching experience

2010

leading online corporate training since

2

regions with corporate clients: Latin America and Europe

FIRST STEP

Request your free Global Readiness Audit

In under 30 minutes we assess your team's communication confidence and send you an executive report with the recommended level and next steps.

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