HÆDLINKS PROGRAM™
INTERNATIONAL
EXPERIENTIAL LEARNING

2 ECTS | 4 CATS

EXTENDED FORMAT: **3 ECTS | 6 CATS**



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PANAMA: INTERNATIONAL BUSINESS & GLOBAL OPPORTUNITIES

STANDARD FORMAT	EXTENDED FORMAT	DESTINATION	LANGUAGES
5 DAYS | 4 NIGHTS	8 DAYS | 7 NIGHTS	PANAMA	ENGLISH | SPANISH

THE FUTURED INSTITUTE™
HIGHER EDUCATION FOR SUSTAINABLE DEVELOPMENT

IGTCA
INTERNATIONAL GREEN TRADE & COMMERCE ASSOCIATION

WHAT IS THE HÆDLINKS PROGRAM?

The HÆDLINKS Programme Panama: International Business & Global Opportunities is an immersive executive learning and business experience designed for entrepreneurs, start-ups, business leaders, professionals and organisations seeking to explore new markets, identify business opportunities and develop international connections. Delivered by The FuturED Institute and supported by the International Green Trade & Commerce Association (IGTCA – The Green Chamber), the programme combines executive education with business immersion, professional visits, practical workshops
and international networking.

PROGRAMME OBJECTIVES

This programme delivers an immersive learning experience centred on global economic diplomacy, geopolitical analysis, and international trade dynamics.

Participants in the "INTERNATIONAL BUSINESS & GLOBAL OPPORTUNITIES" will work towards the following outcomes:

- Understand key trends shaping international business and trade.
- Explore Panama as a platform for international and regional business.
- Identify and evaluate opportunities in new markets.
- Develop international commercial negotiation skills.
- Understand the importance of logistics, maritime services and connectivity.
- Identify potential clients, suppliers, partners and collaborators.
- Integrate sustainability into international business strategies.
- Prepare effectively for B2B meetings, trade fairs and trade missions.

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WHO IS THE HÆDLINKS PROGRAM AIMED AT?

- Start-ups and scale-ups seeking international exposure and partnerships.
- Small and medium-sized enterprises (SMEs) exploring international expansion.
- Established companies seeking to enter new markets.
- Entrepreneurs and company founders.
- Business owners, executives and managers.
- Exporters and companies considering internationalisation.
- Professionals in logistics, transportation, maritime services and supply chains.
- Representatives of chambers of commerce and business associations.
- Professionals in investment, innovation and sustainable business.
- Postgraduate students and academics.

METHODOLOGY

The programme combines academic and professional learning with direct exposure to an international business environment. Rather than experiencing Panama solely through classroom-based sessions, participants engage with its business ecosystem through expert-led sessions, practical workshops, business case discussions, company and professional visits, B2B meetings, and networking activities. Activities may be delivered in English and Spanish.

STRUCTURE OF THE PROGRAMME

- Executive education sessions and expert-led workshops.
- Business visits and professional meetings.
- B2B meetings and networking activities.
- Market exploration and cultural experiences.

CONFERENCES WITH EXPERTS

Sessions led by professionals and business leaders in international trade, logistics, entrepreneurship and sustainable business, offering practical insights into Panama's business ecosystem and international commercial opportunities.



Photo: The FuturED Institute



Photo: The FuturED Institute



Photo: The FuturED Institute

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TRAINING WORKSHOPS

Practical spaces aimed at developing key skills:

- International business and market entry strategies.
- International commercial negotiation.
- B2B engagement and business development.
- Sustainability in international business.
- Professional communication and personal branding.
- Developing an international business pitch.

PROFESSIONAL DEVELOPMENT

Activities designed to improve employability
and international projection:

- Developing an international elevator pitch.
- Preparing for B2B meetings and trade missions.
- Networking strategies for international events.
- Personal branding and LinkedIn.
- Developing an international professional profile.

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events@futured.org.uk



VISITS AND KEY CONTACTS

The International Business & Global Opportunities programme takes place in Panama, one of the Americas' leading hubs for international trade, logistics and connectivity. Participants gain direct exposure to key institutions and environments where global trade flows, logistics, and economic diplomacy are shaped.

- Panama Canal Authority (ACP).
- Colón Free Trade Zone.
- City of Knowledge.
- Financial and innovation hubs in Panama City.
- Chambers of commerce and business associations.
- Logistics and maritime organisations.
- Start-up ecosystems.
- International companies operating in Panama


City of Knowledge
Photo: The FuturED Institute



Colon Free Trade Zone
Photo: Administración de la Zona Libre de Colón / Wikimedia Commons

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WHAT DOES THE HÆDLINKS PROGRAM INCLUDE?

- Expert-led sessions.
- Professional workshops.
- Scheduled company and professional visits.
- B2B and networking activities.
- Access to all programme activities.
- Training materials and resources.
- Dinner and welcome pack.
- Official certificate of participation.
- Annual membership of The FuturED Institute and IGTCA.

NOT INCLUDED

- Air tickets.
- Accommodation *(however, we do make recommendations).*
- Visa and personal insurance.
- Personal expenses

REQUIREMENTS

- Valid passport.
- Valid visa to enter Panama (if applicable).
- Intermediate level of English (for main sessions).

Remember that we can assist you with the necessary paperwork to facilitate this process.



Photo: The FuturED Institute

HOW TO REGISTER?

Send an email to **events@futured.org.uk** with:

- A clear copy of your passport.
- Full address: postcode, town, city, and country.
- Email address and contact number (including country and city code).

The booking will only be considered confirmed once full payment has been received per person; please note that this is **non-refundable.**



PANAMA

5 DAYS | 4 NIGHTS

ENGLISH | SPANISH

VALUES AND METHODS OF PAYMENT ACCEPTED

5 DAYS | 4 NIGHTS

STANDARD FORMAT

U$S 1975

Bank transfer

PayPal

(via a debit or credit card payment link)

Limited places available
REGISTRATION OPEN

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Limited places available

REGISTRATION OPEN

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ABOUT US

THE FUTURED INSTITUTE
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The FuturED Institute is an international educational organisation focused on higher education for sustainable development. Founded in Monaco and developed in the UK, it aims to inspire innovative solutions, train future leaders and foster global progress through education that addresses contemporary challenges. With a presence in over 20 countries, a community of over 200 students and a growing network of strategic partnerships, FuturED offers programmes designed to respond to the challenges of the 21st century.

IGTCA
INTERNATIONAL GREEN TRADE & COMMERCE ASSOCIATION

Founded in 2023 in response to public calls made at the United Nations Climate Change Conference COP26 in Glasgow 2021, it has established itself as a leading organisation with members from both the public and private sectors. Its mission is to create a global movement that integrates sustainability into business practices, in collaboration with strategic partners and in alignment with the United Nations Sustainable Development Goals.

events@futured.org.uk

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MORE INFORMATION

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