



UNDERSTANDING INCOTERMS 2010

OVERVIEW

Incoterms are a set of rules which define the responsibilities of buyers and sellers for the delivery of goods under sales contracts for domestic and international trade. They are authoritative rules for determining how costs and risks are allocated to the parties and can significantly reduce misunderstandings among traders, thereby minimize trade disputes and litigation. Incoterms rules have been known and respected worldwide for more than 70 years as the rules of the International Chamber of Commerce (“ICC”), which reflect international trade practice of exporters and importers.

OBJECTIVE

This is a very comprehensive course and covers:

- ❖ Understand and update information on the different Shipping Terms and their rules.
- ❖ Understand the responsibilities of the Seller & Buyer under Incoterms.
- ❖ Develop knowledge and skills to evaluate current Shipping Term practiced by own organization.
- ❖ Negotiate on international contract based on risk and cost of Shipping.
- ❖ Use updated knowledge to produce better Shipping and Logistics performance.

WHO SHOULD ATTEND

- ❖ Logistics, Warehouse, Sales, Planning Managers
- ❖ Logistics, Warehouse, Sales, Planning Executives/Officers/Supervisors
- ❖ Logistics, Warehouse, Sales, Planning Team Leaders and Clerical staff

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