



The e-Institute of
International Trade

INTERNATIONAL TRADE AND INCOTERMS RULES 2020 - ICC

- *INCOTERMS Rules 2020 are a set of rules published by the International Chamber of Commerce (ICC), that relate to international commercial law when explicitly incorporated by parties into their sale contract.*
- *Incoterms Rules are referred to as International Commercial Terms that a seller and buyer of goods agree to during an international trade transaction.*
- *It is imperative that buyers and sellers clearly understand Incoterms Rules to appreciate each party's obligations along the supply chain.*

Learning outcomes: Gain an understanding of the application of Incoterms Rules 2020, the roles and responsibilities of the seller and buyer, how best to incorporate the Rules into international sale contracts and how to avoid costly disputes that can arise when sales contracts are not adequately drafted.

- **What are the Incoterms 2020 rules?**
What they Do and Do Not Do.
- **The fundamentals of Incoterms:**
The relationship between Incoterms rules and conditions surrounding a typical contract of sale for export and import.
- **How to choose the best Incoterms Rule for a particular contract.**

- **How to determine which documents provide proof of the delivery of goods.**
- **Methods of payment applicable to each incoterm chosen.**

Course information: This course costs \$150 including VAT and, will be delivered by Raymond Johnson and other expert trainers of The e-Institute of International Trade (TEOIT). Participants will be awarded a digital certificate on completion of the course.
Timings: 09:30 – 16:00.

This course is of key benefit to: Export sales and administration, import administration, logistics, distribution, insurance, legal, finance, credit, order & account, and international shipping managers and personnel.

This online course is held as a virtual training session.



A scenario-based course with case studies and practical exercises.