



The e-Institute of
International
Trade

INTERNATIONAL TRADE AND INCOTERMS 2020 RULES - ICC

- *Incoterms are the selling terms that the buyer and seller of goods both agree to during international transactions.*
- *Incoterms are referred to as International Commercial Terms. They are a set of rules published by the International Chamber of Commerce (ICC), which relate to International Commercial Law"*

All International purchases will be processed on an agreed Incoterm to define which party legally incurs costs and risks. Incoterms® will be clearly stated on relevant shipping documents.

Learning outcomes: Gain an understanding of how to properly draft contracts to avoid misunderstanding and costly disputes when using Incoterms.

- **What are the Incoterms 2020 rules?**
What they Do and Do Not Do
- **The Fundamentals of Incoterms:**
Basic roles and responsibilities of seller and buyer, risk, and the relationship between the Incoterms rules and contracts surrounding a typical contract of sale for export/import and domestic sales.
- **How to choose the best Incoterms Rule for a particular contract.**
- **How to determine which documents provide proof the delivery of goods.**
- **Methods of payment applicable to each incoterm chosen.**

This course is of key benefit to:

Export sales, export sales administration, import administration, logistics, distribution, insurers, legal, finance, credit, order and account personnel and international shipping.

Course information:

The course costs \$150 including VAT
The course will be delivered by The e-Institute of International Trade (TEOIT) expert trainers.

Participants will be awarded a digital certificate on the completion of the course

Timings: 09:30 – 16:00

This online course is held as a virtual training session and can be delivered in-house or offered at a designated location combined with a following project implementation support.



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