



PROGRAMME OUTLINE for MANAGING INCOTERMS® 2020 – KEY CHANGES AND HOW THEY AFFECT YOU

8.30am to 9.00am

Light Breakfast

9.00am to 10.15am

Overview of INCOTERMS® 2020 rules

- Moving from 2010 to 2020
- 7 Key changes
- How these changes affect you

10.15am to 10.30am

Break

10.30am to 1.00pm

INCOTERMS® 2020 – Rules for any mode of transport

- A detailed diagrammatic analysis of :
 - ExW, FCA, CPT, CIP, DAP, DPU and DDP
- Identify the risk and cost factors in each INCOTERM

1.00pm to 2.00pm

Lunch

2.00pm to 3.00pm

INCOTERMS® 2020 – Rules for sea and inland waterway transport

- A detailed diagrammatic analysis of :
 - FAS, FOB, CFR and CIF
- Identify the risk and cost factors in each INCOTERM



3.00pm to 3.30pm

Strategizing INCOTERMS selection

- Key factors to consider
- Issues outside the scope of INCOTERMS® 2020
- Integrate the selection of INCOTERMS® 2020 in the contract of sale
- Manage the transfer of risks and division of costs for competitive pricing

3.30pm to 3.45pm

Break

3.45pm to 4.00pm

Relationship of Methods of Payment with INCOTERMS

- Costs and risks in different types of payment methods selected
- Their relationship with INCOTERMS

4.00pm to 4.30pm

Case Study and Group Discussion

4.30pm to 5.00pm

Summary and Wrap Up