

**Remote Online Training PROGRAMME OUTLINE for MANAGING INCOTERMS® 2020 – KEY CHANGES AND HOW THEY AFFECT YOU**

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 Break**

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**