

Mastering Incoterms® 2020: Essential Training for Global Trade Executives

(HRD Corp Programme Number : 10001635164)

COURSE MODULES

- Overview of INCOTERMS® 2020 Implied Undertakings and dispute factors
- Understanding the Contractual and Volatile Scope of INCOTERMS® 2020
- Familiarizing the major terminologies of Incoterms and Shipping
- Categorizing the main grouping of the 11 Incoterms usage
- Positioning the aggregate terms into Air, Sea, Ground Execution
- Plotting the costs and risks lines between seller and buyer
- The rulings of control and compliance factors provisions
- Incoterms® 2020 rulings and resolutions

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In the current volatile business landscape, cross-border trade faces a proliferation of new risks and costs. A strong understanding and proper application of the International Commercial Terms (Incoterms® 2020) rules are essential for creating a viable contingency plan across the entire distribution chain.

This mandatory course uses the ICC 2020 rulings for contracts of sale of goods, effective from the year 2020. By mastering these terms, you will establish a stronger defensive

resolution against costly mistakes and contractual disputes.

Key 2020 Updates Covered:

- Renaming of **DAT to DPU** (Delivered at Place Unloaded).
- New important obligations concerning **FCA, CIP, CIF, DAP, and DDP**.
- Resolutions on **cyber security-related matters** and insurance

Course Objectives: Navigate Trade Risks and Costs

Upon completion, participants will be able to:

- Understand and apply the provisions and resolutions of Incoterms 2020.
- Grasp the contractual and operational constraints of Incoterms.
- Effectively manage the associated risks and costs within the Incoterms distribution chain.

WHO SHOULD ATTEND?

Executives & Managers in the Marketing, Purchasing, Operations, Transport, Logistics, Finance /Accounts and Import/Export documentation Departments

TRAINER PROFILE : Mr. Stephen Kum

Qualifications:- Accredited HRDC trainer, Fellowships in : The Institute of Freight Association, The Institute of Logistics & Transport, The Institute of Business Administration

EXPERIENCE

Mr. Kum possesses over **30 years of hands-on experience** in vital aspects of global commerce, including import/export trade, global procurement, freight forwarding, logistics operation, and supply chain management. His career trajectory showcases a depth of executive experience and significant industry recognition. Mr. Kum has held pivotal senior positions with international corporations, giving him a practitioner's insight into global operations:

- **Managing Director** of Transatlas Cargo, a global logistics provider with global networks
- **Country Manager** of Esprit Shipping (HK).
- **Sales Director** with Karl Schroff Associates (US).
- **Business Development Manager** with Port Cargo International (UK).



REGISTRATION FORM (HRD Corp Claimable)
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PARTICIPANTS' DETAILS

Participant 1 Full name and I/C

Designation Contact Number

Email Address Vegetarian Meal

YES / NO

Participant 2 Full name and I/C

Designation Contact Number

Email Address Vegetarian Meal

YES / NO

Participant 3 Full name and I/C

Designation Contact Number

Email Address Vegetarian Meal

YES / NO

ORGANISATION DETAILS

Organisation :

Contact Person : Mobile Number:

Address :

Email : Fax :

PAYMENT DETAILS : Cheque / Direct Credit

Bank & Cheque No.

Amount :

Please make payment to :

WANFAH PROSPER PLT

ACCOUNTS NUMBER : 3812930508

BANK : Public Islamic Bank Berhad

FEE PAYABLE PER PARTICIPANT :

Normal Price : RM2,518

Early Bird (15 days before event) : RM2,298

Group Fee (>2 participants) : RM2,078

Fee includes course materials, lunch and 2 tea breaks per day.

Claiming HRDF Levy? YES / NO

Date and Venue :

(Pls check our website

<https://wanfahprosper.com/latest-events/>)

Contact : Cik Nor / Puan Nasifah / Mr. Tan

Tel : +60351663399 / +60104403399

WhatsApp : +60162634929 / +601159403399

Email : sales@wanfahprosper.com

CANCELLATION / TRANSFER

Upon registering, participant(s) are considered successfully enrolled in the event. Written cancellations / transfer notice (substitution or to later dates) received :

- More than ten (10) working days before the event, a refund (less administrative charge of 15%) will be made.
- Ten (10) working days or less before the event, no refund will be made.
- For no show on the day of the event, full payment is required. If you cannot attend the event, you can nominate a substitute at any time without payment of an administration fee.
- A full (100%) refund may be granted if the course is cancelled by Wanfah Prosper PLT (WFP). WFP reserves the right to postpone or cancel the event and / or change facilitator at any time should circumstances beyond its control arises. WFP also reserve the right to make alternative arrangements without prior notice should it be necessary to do so.

DATA PROTECTION

Personal Data is gathered in accordance with the Personal Data Protection Act 2010 (Act 709)

DISCLAIMER

Upon signing this registration form, you are deemed to have read and accepted the terms and conditions herein.



Authorise Signatory

Organisation stamp