



## PROGRAMME OUTLINE for Mastering Incoterms® 2020: Essential Training for Global Trade Executives

### DAY1

9.00 am

#### 1. Overview of Incoterms implied undertakings and dispute factors:

- The 4D's of Define, Design, Detect, Defend in planning stage
- The 4C's of Carriage, Customs, Contracts, Control in the chain
- The 4T's transaction terms of Payment, Sales, Delivery, Title

10.30am

Morning Break

10.45am

#### 2. Understanding the contractual and volatile scope of Incoterms:

- The responsibilities and obligations of the seller and buyer
- The division and diversion of the costs and risks factors
- The closure of the supply and delivery contractual gaps

1.00pm

Lunch Break

2.00pm

#### 3. Familiarizing the major terminologies of Incoterms and shipping:

- Carrier and Shipper in the contractual implication
- Delivery and Obligation of seller and buyer context
- Packaging and Packing requirement in shipping

3.30pm

Afternoon Break

3.45pm

#### 4. Categorizing the main grouping of the 11 Incoterms usage:

- By sea and water-way transport versus other transport modes



<https://wanfahprosper.com/incoterms-2020-how-it-works-in-your-import-export-transactions/>

- By other obligatory modes with cargo unloaded at destination
- By other delivery options at arrival with customs clearance

## DAY2

9.00am

### 5. Positioning the aggregate terms into Air, Sea, Ground execution:

- The terms and ruling of CIF, CFR, CIP, CPT
- The terms and ruling of EXW, FOB, FCA, FAS
- The terms and ruling of DPU, DAP, DDP

10.30am

Morning Break

10.45am

### 6. Plotting the costs and risks lines between seller and buyer:

- The positioning of the port, point, place and premise
- The allocation of the first carrier and forwarders nomination
- The interpretation of port to port and door to door delivery

1.00pm

Lunch Break

2.00pm

### 7. The rulings of control and compliance factors provisions:

- The contract of sales and contract of carriage
- The transfer of risks and allocation of costs required
- The tendering and terminating of delivery obligations

3.15pm

Afternoon Break

3.30pm

### 8. Incoterms 2020 rulings and resolutions:



<https://wanfahprosper.com/incoterms-2020-how-it-works-in-your-import-export-transactions/>

- Demarcation and substitution of the Sale Contract
- Renaming DAT to DPU (delivered at place unloaded)
- Application of the shipping terms On Board in FCA
- Application of the shipping VGM under the SOLAS
- Listing of all costs related to sale of goods sold
- Specification of the ICC marine cargo clause in CIF, CIP
- Provision of information in cyber security-related areas
- Arrangement of own transport in FCA, DPU, DAP, DDP
- Precaution guidelines on Incoterms Do's and Don't's

**5.00pm**

End of training

