



INCOTERMS GLOBAL

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WEBINAR

21- 22 October 2020

Timings 10:00 (GST)



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Objective

At the beginning of 2020 the latest version of Incoterms® known as Incoterms®2020 was introduced.

In the current business climate, there is an increased desire from companies to understand more about import and export processes with one key area being the correct application of Incoterms®.

If used correctly, they can avoid uncertainty, minimise delay and facilitate smooth operations, transport and payment.

What we have found is that companies agree to use a term within a sales or purchasing contract, without understanding the full implications, which can result in unexpected costs and risk.

This half day course provides a comprehensive overview of the new 2020 version of the terms and the differences between the 2010 version.

The course will cover:

- What are Incoterms®?
- What are the changes from the 2010 version to the new 2020 version?
- Understand the obligations and responsibilities for each term in the 2020 version
- Using the most suitable Incoterm® for each mode of transport
- Avoid pitfalls and problems from the use of unsuitable terms
- The commercial benefits in sales negotiations

Key Objectives

Following this course, you will understand which Incoterm to use to determine precisely who pays for freight, insurance and duties. Incoterms also determine at which point in the movement of goods delivery takes place and the risk is transferred. The course will help delegates understand how to avoid any additional costs, by communicating the obligation for the shipment through their own organisation.

Who Should Register?

This course is designed for companies who export and import goods to and from all over the world. The course is suitable for people working in: Sales, Shipping/Logistics, Customer Services, Purchasing/Buyers, Freight Forwarders and Accounts. It is also essential for all people to understand the Key Objectives changes in the new 2020 version.

Contents

The course will take you through all the aspects of understanding Incoterms. Learning the terminology will help you to understand better how to cover the risks and responsibilities between the buyer and seller, their obligations to each other for the shipment and the allocation of costs. This will be done over two sessions, with session 1 being an introduction to the terms and session 2 covering the individual terms.

DAY 1

- What are Incoterms?
- A brief history of the terms
- The changes from 2010 to the new 2020 version
- How they are used for export sales
- How they are used for import purchases
- The terms and conditions of sale
- How to select the correct Incoterm for a specific transaction
- Methods of Transport
- Insurance

DAY 2

- A review of each Incoterm
- What the risks are for each term
- The allocation of costs for the seller and buyer for each term
- Incoterms obligations for the seller and buyer
- The benefits of one Incoterm over another
- The risks of one Incoterm over another
- Case studies to highlight issues that can occur when using the terms
- Question and Answer session

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During the course, there are examples highlighting the benefits of using Incoterms both from an operational and a commercial point of view. The course will highlight why it is so important to understand each of these terms to ensure successful and efficient global business.

In between sections there are also multiple choice questions for the delegates to answer, to help with the learning process.

Training Fee: 1100\$ Per Delegate

Trainer Profile



Jeff Lewis MBA BSc MIEx

Jeff Lewis has worked at all levels of business across a wide range of industries within the UK and International Sales arena. Since 2009, Jeff has worked as an Export Adviser and as an Approved International Trainer for the Institute of Export, Chambers of Commerce, plus other independent training organisations delivering public and in-house courses on all aspects of international trade.

At the start of his career, Jeff trained and became a fully qualified military electronics test engineer with British Aerospace working on a wide range of military control systems.

Jeff's other career experience includes having been International Sales and Marketing Manager for Recoton Corporation USA (distributor and manufacturer of consumer electronics), Export Sales and Marketing Manager for Maplin Electronics (retail and global franchise operations) and World Sales and Marketing Manager for Farnell Components (one of the largest catalogue distributors of electronic components and industrial products).

Experienced gained from these international roles was enhanced by working in many countries across the globe. This exposure to different international business cultures and international trade procedures, helps bring to life areas of import and export training with the inclusion of many real-life case studies gained from his international work experience.

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As well as a BSc in Electronics, Jeff has an MBA from Manchester Business School, one of the highest rated Business Schools in Europe with an international reputation for top-rated teaching and research. Here Jeff specialised in the Internationalisation Process and Marketing Strategies.

Jeff's involvement in professional organisations and activities includes membership of the Institute of Export, where roles have included Tutor on their Advanced Certificate in International Marketing and a course leader on some of the Institute of Export training courses. He also delivers the British Chamber of Commerce Foundation Award training program in International Trade.

To register Log onto

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