

CBS | THE BLUE MBA

A L U M N I A C A D E M Y



Course Title: Incoterms 2020: what are they and why do they matter?

Course Duration: 2 Days

Course Overview:

This two-day course on the Incoterms 2020 is designed to give participants a good working knowledge of the Incoterms and how to use them in practice. The Incoterms are designed to provide a simple menu of contractual terms to small and medium businesses unfamiliar with international trade. However, they are regularly used by all sectors of the market, often together with very sophisticated GTCs. This has created some practical difficulties which this course is aimed at highlighting and preventing. For this reason the focus of the course will be to give participant a good practical understanding of how best to use the Incoterms and make the most of what they do. Participants will gain a deeper understanding of the law applicable to and surrounding the Incoterms and how it fits within the complex structure of an international trade transaction.

Learning objectives

- Be familiar with all Incoterms from EXW to DAP;
- Be conversant with the best incorporation practices;
- Understand how sale contracts may gain from the Incoterms and in which cases they do not;
- Be familiar with the structure and working of the most popular terms;

- Consolidate the ability to choose the most appropriate incoterms for the specific transaction at stake;
- Have a sound understanding of claims ‘under’ the Incoterms;
- Be versed with international best practices.

Content

		DAY 1	
		The Incoterms: what they are and how they work	
Time		Duration	Content
From	To	Hours	
09:00	10:30	1:30	The ICC and the Incoterms process <ul style="list-style-type: none"> • The ICC • The Incoterms • The updating process
10:30	11:00	0:30	Break
11:00	12:30	1:30	The role of incoterms in trade negotiations <ul style="list-style-type: none"> • The advantage of Incoterms lexicon • Incorporation: tips and tricks • Choosing the appropriate Incoterm
12:30	14:00	1:30	Lunch
14:00	15:30	1:30	The Maritime Incoterms <ul style="list-style-type: none"> • FAS • FOB
15:30	16:00	0:30	Break
16:00	17:30	1:30	The Maritime Incoterms <ul style="list-style-type: none"> • CFR • CIF

				DAY 2 Using Incoterms in practice
Time		Duration	Content	
From	To	Hours		
09:00	10:30	1:30	Any-modal incoterms <ul style="list-style-type: none"> • EXW • FCA 	
10:30	11:00	0:30	Break	
11:00	12:30	1:30	Any-modal incoterms <ul style="list-style-type: none"> • CPT - CIP • D terms 	
12:30	14:00	1:30	Lunch	
14:00	15:30	1:30	Deep dive: Incoterms and the deal <ul style="list-style-type: none"> • Incoterms and GTCs • Claims and the Incoterms 	
15:30	16:00	0:30	Break	
16:00	17:30	1:30	Case study <ul style="list-style-type: none"> • When the deal goes wrong 	

Delivery Method:

Lectures by experienced academic with industry expertise.
Group discussions and interactive sessions

Certification:

Participants who successfully complete the course and pass the assessment will receive a certificate of completion in Incoterms: what they are and how they work.

Target Audience:

This course is suitable for early- and mid-career professionals.

