Publication date : 03/08/2024

Course : Incoterms®2020 in practice

Practical course - 1d - 07h - Ref. ICV
Price : 820 € E.T.

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Incoterms® 2020 are adapting their rules to the new requirements of international trade. This training course will enable you to identify the changes in Incoterms® 2020, choose the Incoterm best suited to your purchase-sale strategy, and master its impact on your import-export activities.

Teaching objectives

At the end of the training, the participant will be able to:

- Master the rules of Incoterms®2020
- Choosing and recommending the right Incoterm
- Securing international sales and purchasing operations

Intended audience

Sales, purchasing, import-export, commercial, accounting and finance, transport, all those involved in national and international commercial operations within the company.

Prerequisites

Organize, manage and monitor international transport on a daily basis.

Practical details

Case study

Identify seller/buyer, customs and documentary obligations according to the Incoterm® used and the mode of transport selected.

Course schedule

PARTICIPANTS

Sales, purchasing, import-export, commercial, accounting and finance, transport, all those involved in national and international commercial operations within the company.

PREREQUISITES

Organize, manage and monitor international transport on a daily basis.

TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more.
Participants also complete a placement test before and after the course to measure the skills they've developed.

1 Understanding the new Incoterms®2020 rules

- Define the general principles of Incoterms®.
- Identify changes in Incoterms®2020 versus Incoterms®2010.
- Identify the role of Incoterms®2020 in import-export flow management.
- Understand the impact of Incoterms®2020 on international sales and purchase contracts, so you can use them more effectively.

Exercise

Quiz: what's new in Incoterms®2020.

2 Choosing the right Incoterms®2020

- Define the factors to be considered when choosing a rule: best practices.
- Focus on developments in international payments (the new FCA option).
- Focus on changes to transport insurance obligations (CIF - CIP).

Case study

Choose the right Incoterm® and identify the supplier's and buyer's obligations.

3 Identifying the impact of Incoterms®2020

- Identify risks, opportunities and precautions to be taken to secure and optimize flows.
- The contractual, commercial and logistical impact of Incoterms®2020.
- Focus on the contract of carriage: delivery, transfer of risk, loading and unloading.
- Focus sur la gestion des litiges transports et les périmètres de responsabilité.
- Connaître les obligations de sûreté par mode de transport.

Case study

Identify the buyer's and seller's customs and documentary obligations according to the Incoterm® used and the mode of transport selected.

TEACHING AIDS AND TECHNICAL RESOURCES

• The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
• At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
• A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at psh-accueil@orsys.fr to review your request and its feasibility.

Dates and locations

REMOTE CLASS
2026 : 5 June, 16 Oct.

PARIS LA DÉFENSE
2026 : 5 June, 16 Oct.