

Course : Mastering Incoterms® 2020 and customs regulations

Practical course - 2d - 14h00 - Ref. RDM

Price : 1360 € E.T.

★★★★☆ 4,6 / 5

BEST

This training course provides you with the knowledge you need to study the key elements of the customs declaration. You'll learn how to manage intra- and extra-Community operations, and how to get the best possible support from the forwarder you entrust with customs operations.

Teaching objectives

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

- ✓ Choosing and recommending the right Incoterm
- ✓ Collect and deliver international flows in compliance with customs regulations
- ✓ Set up the various customs clearance procedures
- ✓ Draw up documents required by the authorities
- ✓ Find the documents you need for import-export operations
- ✓ Avoid customs disputes

Intended audience

Customer relations, sales, import-export, transport, logistics, purchasing, area managers, new recruits and/or those wishing to reinforce their knowledge of customs regulations.

Prerequisites

No special knowledge required.

Practical details

Hands-on work

Participative training illustrated by numerous examples.

Teaching methods

An active, participative approach that encourages exchanges between participants.

PARTICIPANTS

Customer relations, sales, import-export, transport, logistics, purchasing, area managers, new recruits and/or those wishing to reinforce their knowledge of customs regulations.

PREREQUISITES

No special knowledge required.

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.

Course schedule

1 Understanding the international context

- Applicable international regulations and free-trade zones.
- Types of trade in the EU: organization of domestic, intra-Community and international trade.
- Understand the role and missions of customs in trade.
- Companies' tax and regulatory statistical obligations.
- Deductive and calculated methods to determine the origin of goods.
- Proof of origin and markings: value-added criteria and specific workmanship.
- Choosing an economic regime: temporary admission/export.
- Special regimes: samples, ATA carnet, returns...

Hands-on work

Knowledge quiz. Case studies. Presentation of case studies

2 Drafting import and export contracts

- Incoterms "INTERNATIONAL COMMERCIAL TERMS® 2020".
- Rules applicable to international commercial relations.
- Delivery of goods sold: transport, insurance, customs formalities, duties and taxes.
- Customs clearance and transfer of risk.
- VAT rules: process, who pays what?
- VAT exemption: principles and formalities.
- Know the import/export process and safety/security constraints.
- Drawing up the DAU "Single Administrative Document" for customs formalities.

Hands-on work

Illustration with case studies on the DAU.

3 Control customs operations, storage, transit and clearance

- Warehousing and customs: warehouse regimes, role of warehouses and customs clearance areas, MADT.
- Transit: T1 - T2 - TIR.
- Customs clearance procedures: simplified, home-based (PDD - PDU - PDE) and the contribution of AEO status.
- The forwarder's role in securing logistics exchanges.
- Customs declarations and the impact of AEO status on disclosure requirements.
- Coping with customs inspections: inspection framework, frequent infringements, penalty notices, inspection procedures, appeals...

Hands-on work

Case study of an export/import to a third country.

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 : 27 Apr., 7 May, 22 June, 24 Aug., 24 Sep., 29 Oct., 10 Nov., 17 Dec.

PARIS LA DÉFENSE

2026 : 27 Apr., 22 June, 24 Aug., 29 Oct., 17 Dec.

LILLE
2026: 17 Dec.