

Module 7.5

INCOTERMS® 2020 IN ENGLISH

Duration : 1 day (7 hours)

OBJECTIVES

- To understand the concept of Incoterms® within the contract of sale,
- To provide a thorough understanding of how Incoterms® are used to define buyers' and sellers' obligations, including determining what is included in the selling price and defining shipment responsibilities,
- To give a complete overview of the 11 standard international terms

CONTENT

Incoterms – the concept

- What are Incoterms and why have Incoterms ?
- Incoterms and the contract of sale
- How to express Incoterms
- The 2020 edition's Incoterms
- Classification of Incoterms according to the mode of transport
- Incoterms and domestic transactions

Incoterms – Sphere of application

- Some historical background
- The widespread use of containerized consignments and multimodal carriage
- The use of electronic communication (EDI)
- The security-related clearances for the conveyance of goods

Incoterms in practice

- Scope of Incoterms
- Division of costs
- Transfer of risks
- Place of delivery/passing of the risks

A review of the 11 Incoterms

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- EXW, FCA, CPT, CIP
- DAP, DPU, DDP
- FAS, FOB, CFR, CIF

What Incoterms do not address

- Incoterms and transfer in ownership
- Incoterms and commercial practices
- Incoterms and customs of the port

Speaker : Patrick Naggiar - Consultant

Renseignements et inscriptions : inscriptions@formation-export.com

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Prochaines sessions : [cliquez ici](#)

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