

INCOTERMS® RULES

9 a.m. to 12:30 p.m. CT Webinars / 8:30 a.m. to Noon – Seminar

Reference book Incoterms 2020® for Importers and Exporters: Legal Cases, the Uniform Commercial Code, Examples and Incoterms® 2010



I. TRADE TERMS FOR DOMESTIC AND INTERNATIONAL TRANSACTIONS

- Incoterms® Rules in Contracts
- Incoterms® Rules and Title Transfer
- Incoterms® Rules vs. The Uniform Commercial Code Terms
- Structure of Incoterms® Rules

II. INCOTERMS® 2010/2020 PRODUCT TRANSPORTATION AND RISK OF LOSS

- Incoterms® Rules Compared

III. TERMS FOR ANY MODE

- EXW -Ex Works (named place)
- FCA – Free Carrier At (named place)
- CPT – Carriage Paid To (named place of destination)
- CIP – Carriage and Insurance Paid To (named place of destination)
- DAP – Delivered at Place (named place of destination)
- DPU – Delivered at Place Unloaded (named place of destination)
- DDP – Delivered Duty Paid (named place of destination)

IV. MARITIME TERMS

- FAS – Free Alongside Ship (named ocean port of shipment)
- FOB – Free on Board (named ocean port of shipment)
- CFR – Cost and Freight (named ocean port of destination)
- CIF – Cost, Insurance, and Freight (named ocean port of destination)

V. SUMMARY

- Trade Term Self-Assessment, Exercises & Quiz

VI. COSTING METHODS

VII. MISTAKES MADE: COURT CASES INVOLVING INCOTERMS® RULES

VIII. CASE STUDIES

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