



global training center

INCOTERMS® 2020 RULES

International Commercial Terms

8:30 a.m. to 12:00 p.m. - Seminar

9:00 a.m. to 12:30 p.m. (Central Time) - Webinar

I. TRADE TERMS FOR DOMESTIC AND INTERNATIONAL TRANSACTIONS

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

II. INCOTERMS® 2020 PRODUCT TRANSPORTATION AND RISK OF LOSS

Incoterms® Rules Compared

A. TERMS FOR ANY MODE

1. Ex Works (named place) EXW
2. Free Carrier At (named place) FCA
3. Carriage Paid To (named place of destination) CPT
4. Carriage and Insurance Paid To (named place of destination) CIP
5. Delivered at Place (named place of destination) DAP
6. Delivered at Place Unloaded (named place of destination) DPU
7. Delivered Duty Paid (named place of destination) DDP

B. MARITIME TERMS

1. Free Alongside Ship (named ocean port of shipment) FAS
2. Free on Board (named ocean port of shipment) FOB
3. Cost and Freight (named ocean port of destination) CFR
4. Cost, Insurance and Freight (named ocean port of destination) CIF

C. SUMMARY

Trade Term Self-Assessment, Exercises & Quiz

III. COSTING METHODS

IV. CASE STUDIES

V. MISTAKES MADE: COURT CASES INVOLVING INCOTERMS® RULES

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