



ICC Training | Paris, 11-12 October 2012

MASTERCLASS ON INCOTERMS® 2010

Overview of
fundamentals
and learning-
by-doing
workshops

Date: 11-12 October 2012

Venue: ICC Hearing Centre
112 avenue Kleber
75016 Paris - France

DOCUMENTARY
CREDIT
SPECIALISTS
Earn 10 PDUs

This 2-day training programme will be of interest to all those involved in an international trade supply chain.

The Incoterms® rules are an internationally recognized standard and are used worldwide in international and domestic contracts for the sale of goods. First published in 1936, the Incoterms® rules provide internationally accepted definitions and rules of interpretation for most common commercial terms and by clarifying the tasks, costs and risks involved in the delivery of goods from sellers to buyers.

The latest version of the rules, Incoterms® 2010, is the most comprehensive set of Incoterms® rules to date. A new classification to help traders choose the most suitable rule depending on the mode of transport chosen for delivery; two new "Delivered terms": DAT and DAP; new provisions relating to cargo security, insurance and electronic procedures; changes to accommodate trade within single markets; string sales of commodities, all these reflect the changes that have taken place in international commercial practices during the last decade.

With the effects of the global financial and economic crisis currently being felt in most countries, traders are taking even more stringent measures to ensure that their sales transactions are watertight, bringing profit not loss. **Understanding the new provisions of Incoterms® 2010 and identifying their impact on users will give businesses the increased confidence and legal certainty necessary to trade in unfamiliar markets and save both time and money.**



International Chamber of Commerce

The world business organization

Training and Conferences



Incoterms® 2010

by the International Chamber of Commerce (ICC)

'Incoterms' is a trademark of the International Chamber of Commerce

MASTERCLASS

Training
for business
by business



Programme aim and working methods

This training programme combines theory with learning-by-doing workshops. Its aim is to provide participants with a clear and thorough understanding of the new Incoterms® 2010 rules and their role within the broader context of an international sales transaction.

Starting with an overview of the changes, new provisions, and new classification, the programme moves quickly into five learning-by-doing workshops where participants are given real life scenarios to practise incorporating and applying the correct Incoterms® rule into the contract of sale.

Learning outcomes

By the end of the training, participants will be able to:

- describe why the Incoterms® 2010 rules are needed
- use the Incoterms® 2010 rules book with confidence in order to identify the most suitable Incoterms® rule;
- understand the new fundamentals of each rule, such as when it should be used; when risk passes; and how costs are allocated between buyer and seller;
- describe the main issues to be considered by buyers, sellers and carriers as well as identify the relevant transport documents in order to secure a successful sales transaction;
- describe what an Incoterms® rule does and doesn't do in order to avoid dangerous mis-matches with the outlying contracts of transport, insurance and the letter of credit;
- help ensure that payment in cash/against documents happens as smoothly as possible by knowing how to avoid unwelcome documentary discrepancies.

Participants who complete the training will receive a record of attendance certificate.

Who should attend?

- contract negotiators or traders;
- execution operatives in export companies and houses;
- logistics operatives with transport or shipping companies or with freight forwarders;
- trade finance officers in banks;
- export/import consultants and advisors;
- professionals working in finance and risk departments;
- in-house cargo insurance specialists with insurance companies;
- lawyers advising any of the above.

PROGRAMME & TRAINERS



DAY 1

08.45 *Registration*

09.30 – 10.45 Welcome and Introduction

- Purpose and method of the masterclasses
- The revision process & principal changes of the Incoterms® rules
- Relationship of Incoterms® rules to the sale contract and other contracts – transport, insurance and letters of credit
- Incoterms® rules and other ICC instruments

10.45 – 11.00 *Coffee break*

11.00 – 11.45

The structure and main features of Incoterms® 2010 rules

11.45 – 12.45

MASTERCLASS 1 (EXW/FCA terms)

12.45 – 14.15 *Lunch*

14.15 – 15.15

**Plenary discussion
on the learning from Masterclass 1**

15.15 – 15.30 *Coffee break*

15.30 – 16.30

MASTERCLASS 2 (CPT/CIP terms)

16.30 – 17.15

**Plenary discussion
on the learning from Masterclass 2**

Trainers

The seminar will be conducted by leading Incoterms® experts Charles Debattista and Emily O'Connor.

Charles Debattista is an active arbitrator in international trade disputes and a former Professor of Commercial Law at the University of Southampton in the UK, where he taught the law of international trade and the carriage of goods by sea between 1979 and 2011. He was Chair of the Incoterms® 2000 Drafting Group and Co-Chair of the Incoterms® 2010 rules Drafting Group.

Emily O'Connor is Senior Policy Manager of the ICC Commission on Commercial Law and Practice and oversaw the development of Incoterms® 2010. She is an internationally experienced trainer on the Incoterms® rules and lead content writer for ICC's Questions and Answers on Incoterms® 2010.

DAY 2

09.00 – 09.45

MASTERCLASS 3 (DAT/DAP/DDP terms)

09.45 – 10.30

**Plenary discussion
on the learning from Masterclass 3**

10.30 – 10.45 *Coffee break*

10.45 – 11.15

Special aspects of the Incoterms® 2010 rules

11.15 – 12.00

MASTERCLASS 4 (FAS/FOB terms)

12.00 – 12.45

**Plenary discussion
on the learning from Masterclass 4**

12.45 – 14.15 *Lunch*

14.15 – 15.15

MASTERCLASS 5 (CFR/CIF terms)

15.15 – 16.30

**Plenary discussion
on the learning from Masterclass 5
and concluding remarks**

16.30 *End of the masterclasses*



Registration fees

The registration fee includes participation in the working sessions, a copy of the Incoterms® 2010 rules book and working documentation, two lunches and all coffee breaks. Travel and hotel expenses are not included.

Until 15 July 2012: "Early bird special"

☐ ICC members: **€895*** (€1,070.42)

☐ Non-members: **€965** (€1,154.14)

**excl. VAT 19.6%*

After 15 July 2012

☐ ICC members: **€1,035*** (€1,237.86)

☐ Non-members: **€1,105*** (€1,321.58)

To benefit from Early Bird rates, please note that ICC Services must receive the payment before the deadline.

How to register

Easier, faster, register online* at www.iccevents.org

*(*Secured payment by credit card)*

Alternatively, complete and return the registration form indicating method of payment to:

E-mail: events@iccwbo.org

Fax: +33 1 49 53 30 30

Tel: +33 1 49 53 28 70

Post: ICC Services, "Training and Conferences Department", 38, Cours Albert 1er, 75008 Paris, France

Registration will be confirmed upon receipt of the registration form and contribution to costs.

Travel & accommodation

Participants are responsible for making their own travel arrangements and hotel reservations. A **list of hotels** in Paris, with which ICC has negotiated preferential room rates will be sent to you upon receipt of the registration form.

Dress code

Business casual

Working language

English.

N.B. Recording of the sessions is not allowed as this interferes with the interactive method adopted in this training programme.

Credits and hours

This programme can be credited towards training under the taxe de formation professionnelle in France (organisation registered under 11 75 4089 275). It has also been sent to the *ifs* (School of Finance) for approval as a course for the Certified Documentary Credit Specialist Re-Certification programme.

Cancellation charge

50% of the registration fee will be refunded if notice of cancellation is received in writing before **11 September 2012**. Cancellations after this date are not refundable. Subject to agreement from ICC Services prior to the conference, the registration may be transferred to another person from the same company or organization at no extra charge. Updated registration material will be required.

Please note that ICC Services reserves the right to cancel this event or to make minor alterations to the content and timing of the programme or to the identity of the speakers. In the unlikely event of cancellation, delegates will be offered a full refund. ICC Services will not, however, be held responsible for any related expense incurred by the participant.

Partnership opportunities

This training offers you an unrivalled opportunity to build worldwide partnerships. Partnering will get you visibility with the major decision makers in global business and advocacy. For further information, please contact Ms Rodriguez at: luz.rodriguez@iccwbo.org

Registration
Form

S1216

**Participant
information**
(Please print
or type)

**Registration
fees**

**Method
of payment**

**Data
protection
information**

Disclaimer

MASTERCLASS ON INCOTERMS® 2010

Dates: 11-12 October 2012

Venue: ICC Hearing Centre
112 avenue Kleber, 75016 Paris - France

Title (Mr/Dr/Mrs/etc.) _____

Family name _____ First/given name _____

Position _____

Company _____

Address _____

City/state _____ Zip/postal code _____

Country _____ E-mail _____

Phone (_____) _____ Fax (_____) _____

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Special code (NC, etc...)

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**As of 2011, ICC Services must set its prices to include the VAT pursuant to Article 53 of the European Directive 2006-112CE. Please note that you can request a reimbursement of the VAT through your local tax administration. (If you are not a member of the EU, you must obtain a French tax representative in order to receive the VAT reimbursement).*

☐ **By credit card:** ☐ American Express ☐ Euro/MasterCard ☐ Visa

Card number _____ Expiry date _____

Name of cardholder _____

☐ **By bank transfer: LCL**

Account No. 0000060021B Clé RIB 64 Bank Code 30002 Branch Code 04866

Swift: CRLYFRPP IBAN: FR61 3000 2048 6600 0006 0021 B64

Please indicate the reference "S 1216" and the name of the participant.

Please note that transfer fees charged by the bank must be covered by the participants themselves.

Date _____ Signature _____

The details you provide on this form will be used for registration purposes. They will be stored in ICC's databases for the sole use of ICC (the International Chamber of Commerce and its wholly-owned affiliate ICC Services). Under the French law 'informatique et libertés' of 6 January 1978, you may have access to these details and request deletions and corrections at any time by contacting ICC at registrationevents@iccwbo.org. The details you provide may be used by ICC to keep you informed of developments in your area of activity through publications, subscriptions, events and other commercial offers. Please indicate if you wish to receive such information:

☐ **Yes** ☐ **No**

Please tick below if you wish to receive commercial offers from associated organizations, including in particular **ICC National Committees**:

☐ **Yes** ☐ **No**

The pictures and footage taken by ICC staff or photographer at this training may be used, without further notification, at a later date within printing and online materials such as brochures, marketing tools, social media and the ICC website.

Registration implies that you accept this disclaimer unless ICC Services receives written notification from you stating the contrary.

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