



ICC Training | Paris, 10-11 April 2013

MASTERCLASS ON INCOTERMS® 2010

Overview of fundamentals
and learning-by-doing workshops

by the International Chamber of Commerce (ICC)

Dates: 10-11 April 2013

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

This 2-day training programme will be of interest to all those involved in an international trade supply chain. This Masterclass will also appeal to people who have already taken a training on the Incoterms® 2010 rules, offering an **exclusive preview of the new book *INCOTERMS® 2010 Q&A: Questions and expert ICC Guidance on the Incoterms® 2010 rules***, scheduled to be released in Spring 2013, with a launch event featuring the experts at ICC headquarters on 25 April 2013.

The new Incoterms® 2010 rules have been in force for 2 years now. They have gained a central place in every ERP-system and a strict and unequivocal execution of the chosen Incoterms® rule is imperative. This 2-day training programme illustrates the impact of the chosen Incoterms® 2010 rule on the different aspects of the contract of sale with learning-by-doing workshops. Its aim is to provide participants with a clear and thorough understanding of the mechanisms to choose the right Incoterms® 2010 rule and the consequences of this choice on payment instructions, accounting, customs, insurable interest, shipping instructions, documents and court competence.

In **five learning-by-doing workshops** participants will be given real life scenarios to practice choosing the 'most efficient' Incoterms® rule to include in the contract of sale and applying it correctly. Workshops will also help users assess the tension between the Incoterms® rules and administrative requirements (customs, accounting, VAT, product safety, etc.), payment (UCP 600), the contract of carriage (freight, demurrage, transit) and the insurance policy (global insurance, etc.).



International Chamber of Commerce

The world business organization



Incoterms® 2010
by the International Chamber of Commerce (ICC)

'Incoterms' is a registered trademark of the International Chamber of Commerce, registered in several countries.





MASTERCLASS

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 Incoterms® 2010 rules and their role within the broader context of an international sales transaction.

Starting with an overview of the considerations for choosing the logistical solution, offered by the 11 Incoterms® 2010 rules, the programme moves quickly into **five learning-by-doing workshops** where participants will be given **recent real life scenarios**, chosen by the facilitator according to the participants' profiles, to practise incorporating the correct Incoterms® rule into the contract of sale and executing the contract accordingly.

The programme will examine the different criteria for choosing the 'right' Incoterms® rule and different techniques used to amend the contractually chosen Incoterms rule afterwards. It will analyze the relationship between the chosen Incoterms® rule and the payment terms and how the Incoterms® rules are used to allocate revenue recognition and insurable interest by auditors. Participants will learn how the contractually agreed Incoterms® rule affects customs liabilities and how customs law refuses to be affected by the Incoterms® rule in the contract, as well as how the Incoterms® rules may be used to allocate the place of the taxable transaction in chain transactions and where exactly the risk passes in such chain transactions.

Learning outcomes

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

- use the Incoterms® 2010 rules book with confidence in order to identify the most suitable Incoterms® rule;
- understand the 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 certificate of attendance.

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

Day 1

08.45	<i>Registration</i>
09.30 – 10.45	Welcome and introduction
10.45 – 11.00	<i>Coffee break</i>
11.00 – 11.45	Considerations for choosing the 'right' Incoterms® 2010 rule
11.45 – 12.45	Masterclass 1 – Case scenarios
12.45 – 14.00	<i>Lunch</i>
14.00 – 14.45	Plenary discussion on the learning from Masterclass 1
14.45 – 15.15	Incoterms® and payment techniques
15.15 – 15.30	<i>Coffee break</i>
15.30 – 16.30	Masterclass 2 – Case scenarios
16.30 – 17.15	Plenary discussion on the learning from Masterclass 2

Day 2

09.00 – 09.45	Incoterms®, risk, revenue recognition and insurable interest
09.45 – 10.30	Masterclass 3 – Case scenarios
10.30 – 10.45	<i>Coffee break</i>
10.45 – 11.15	Plenary discussion on the learning from Masterclass 3
11.15 – 12.15	The Incoterms® 2010 rules and the contract of carriage
12.15 – 12.45	Masterclass 4 – Case scenarios
12.45 – 14.00	<i>Lunch</i>
14.00 – 14.45	Plenary discussion on the learning from Masterclass 4
14.45 – 15.15	Incoterms®, customs, VAT and chain transactions
15.15 – 15.30	<i>Coffee break</i>
15.30 – 16.00	Masterclass 5 – Case scenarios
16.00 – 16.30	Plenary discussion on the learning from Masterclass 5 and concluding remarks
16.30	<i>End of the Masterclasses</i>



TRAINER

The seminar will be conducted by **Koen Vanheusden**, a Director at the Belgian Foreign Trade Agency. In this quality he advises (mainly Belgian) companies on the regulatory (customs, VAT, product requirements, documents, services) and legal (contracts, distributorship, investment, intellectual property) aspects of their international commercial transactions and relations (import – export – investment). He is also the Chair of ICC's Task Force on International Sales. He was a member of the Belgian ICC group of experts, preparing the revisions of Incoterms® 1990 and Incoterms® 2000. Koen has written many publications on different aspects of international trade (sales contract, agency and distribution law, Incoterms®, customs and VAT, international payment techniques) and lectures at several Belgian universities.



LOGISTICAL NOTE

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. .

- ☐ ICC members: **€1,035*** (€1,237.86) **excl. VAT 19.6%*
- ☐ Non-members: **€1,105*** (€1,321.58)

How to register

Easier and faster, register online (secured payment by credit card) at **www.iccevents.org**

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

E-mail: events@iccwbo.org

Tel: +33 1 49 53 28 70

Fax: +33 1 49 53 30 30

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 registration fees.

Travel and 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 (organization 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 policy

50% of the registration fee will be refunded if notice of cancellation is received in writing before **8 March 2013**. 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 S 1324 Masterclass on Incoterms® 2010

Register online*
www.iccevents.org
*Secured payment by credit card

or complete and return to
events@iccwbo.org
Fax: +33 (0)1 49 53 30 30

Dates
Venue

10-11 April 2013
ICC Hearing Centre
112 avenue Kleber, 75016 Paris, France

Participant
information
(Please print
or type)

Title (Mr/Dr/Mrs/etc.) _____
Family name _____ First/given name _____
Position _____
Company _____
Address _____
City/state _____ CEP/postal code _____
Country _____ E-mail _____
Tel (_____) _____ Fax (_____) _____

Registration
fees

☐ ICC members: **€1,035*** (€1,237.86) **excl. VAT 19.6%.*
☐ Non-members: **€1,105*** (€1,321.58)

Special code (NC, etc.)

Method
of payment

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

Card number _____ Expiry date _____

Name of cardholder _____

☐ **By bank transfer: LCL**

Beneficiary: ICC Services 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 1324" and the name of the participant.

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

Date _____ Signature _____

Data
protection
information

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

Disclaimer

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.