



Asia Masters Center

ICC Incoterms 2010



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➔ Course Objective

- Apply the technical aspects of shipping infectious substances by air
- Review the current Infectious Substances Shipping Guidelines based on the latest IATA Dangerous Goods Regulations Manual
- Use our step-by step workbook with the current Infectious Substances Shipping Guidelines publication
- Promote safe and efficient handling practices in the workplace
- Facilitate shipments by ensuring compliance

➔ Target Audience

- Shipping personnel, freight forwarder, banker, trader, importer/exporter, businessman, and those keen in upgrading their knowledge in international trade.



Course Outline

➤ **Day 1**

- WHAT ARE INCOTERMS?
- 80 YEARS OF INCOTERMS USE
- A short review of the history and development of Incoterms ® since their inception in 1936, why they were revised in 2010

➤ **Day 2**

- WHAT THE INCOTERMS RULES DO
- PRACTICE AND THEORY
- Incoterms at work –“use and abuse”.
- The four groups and the eleven terms examined in respect of delivery, division of costs, risks and obligations etc.

➤ **Day 3**

- Incoterms and modes of transport – the conventional sea freight factor
- Common misunderstandings examined and eliminated
- Legal implications of the terms and implications of misusing a term

➤ **Day 4**

- Risk – who is responsible if the goods are lost or damaged – how does this affect insurance policies
- PUTTING INCOTERMS INTO PRACTICE o Import and Export Policy: some general advice and conclusions. What to do with the new “D” Terms.

- **Day 5**
- **SALES – PROCUREMENT – LOGISTICS** – The different viewpoints – how to achieve harmony and come to an agreed Incoterms policy – effects on the business and how to make them visible
- **OLD INCOTERMS:** What do we do now? Examines old Incoterms, eg FOT, DDU and the old American use of shipping terms

➤ **The Feature Of Asia Master Training And Development Center**

- we pick up the customer from the airport to the hotel.
- we give the participant training bag includes all the necessary tools for the course.
- Working within groups to achieve the best results.
- All our courses are confirmed and we do not postpone or cancel the courses regardless of the number of participants in the course.
- We can assist you in booking hotels at discounted prices if you wish to book through us.
- We offer the certificate from Asia Masters Center for Training and Administrative Development.

➡ **The Cost Of The Training Program Includes The Following:**

- 1) Scientific article on flash memory.
- 2) Training Room.
- 3) Training.
- 4) Coffee break.
- 5) The training bag includes all the tools for the course.

Price (USD)

**Communicate with the training department
to know the participation fees**

➤ **There are offers and discounts for groups**

The details of the bank account

Bank name: CIMB Bank Berhad

Account name: Asia Masters Center SDN. BHD

Bank account number: 80-0733590-5

Swift code: CIBBMYKL

IBAN: Null