

Incoterms 2010	Transport Obligations, Costs and Risks
EXW	Buyer
FCA	Buyer
CPT	Buyer
CIP	Buyer
DAT	Buyer
DAP	Buyer
DDP	Seller
CFR	Seller
CIF	Seller
FAS	Seller
FOB	Seller



One-day Intensive Training Program

Incoterms 2010

**A Must Attend Program
for All Purchasers / Buyers
& Business Professionals involved in
International Sourcing & Procurement**

Made Easy

Time : 9.00 am - 5.00 pm

About The Course

Time flies fast ! It's 2012 now. Are you updated with the latest *International Chamber of Commerce* rule on *International Commercial Terms* (*Incoterms*) or still obsolete? *Incoterms 2010* has come into effect on **1st January 2011** replacing the older version *Incoterms 2000* in an effort to provide clearer guidelines and transparencies in the international trade practices.

This course will highlight a clearer, more precise and more comprehensive rules adapted for the 21st century that offer increased legal certainties in sales transaction between and within countries as well as the within customs free blocks. At the end of the course, participants will be able to avoid misunderstandings by clarifying the **cost, risk and responsibilities** of both seller and buyer making it essential for professionals in business trade to clearly apply the new rules.

This course will be highly beneficial for staff who is directly involved in international trade, especially trade practioneers involved in contract negotiation, buyer, purchasers, shipping executives and freight forwarders who need to develop basic understanding on who is responsible for what charges, where risk is transferred within the supply chain systems and what obligation is involved between seller and buyer.

Participants will learn the latest revision and principle changes of *Incoterms 2010*, structures and main features and the modes of transport, ie **EXW, FCA, CPT, CIP, DAT, DAP, DDP, CFR, CIF, FAS and FOB terms.**



Date : 18 February 2012
REGENCY TOWER HOTEL , IPOH

Date : 24 February 2012
TRADERS HOTEL , PENANG

Date : 29 February 2012
EMPIRE HOTEL , SUBANG

Date : 2 March 2012
THISTLE HOTEL , JOHOR BAHRU

About The Course Leader

C.S Yim, *MCILT, CPC, MBA*, has 20 years of working experience in the logistics and transport industry. Currently, he is the Principal Trainer and Course Director of ideapro Logix Sdn Bhd.

Mr. Yim has held various management positions in top international shipping and world-class logistics companies. His responsibilities include managing and leading an international freight forwarding division for a group of companies.

Mr.Yim is one of the panelists responsible in the development of National Occupations Skills Standard (NOSS) for Forwarding and Multimodal Industry in Malaysia. He is an exempted trainer by PSMB and also a part time lecturer with Asian Quality Institute of Productivity Management that focused in promoting professional advance diploma courses in logistics management.

As a member of Chartered Institute of Logistics & Transport, he is committed to uplift the logistics standards in Malaysia. Mr. Yim holds a European MBA in General Management with Paris Graduate School of Management. He has recently completed *Incoterms Masterclass* training by *Incoterms Experts*, Professor *Debattista* held at *International Chamber of Commerce*, headquartered in Paris. Mr Yim has been teaching international trade topics for the last 10 years and is well known to be highly practical and interactive in his teaching methodology .



www.ideapro-logix.com

REGISTRATION FORM

Incoterms 2010 Made Easy

Fax to 03 563 52 520

Venue: _____

Date: _____

Time 9.00 am – 5.00 pm

Name of Company _____

Address _____

Contact Person _____

Job Title _____

Tel _____ Fax _____

Email _____

Name of Participants: (Write In block letter)

_____ Job Title _____

_____ Job Title _____

_____ Job Title _____

_____ Job Title _____

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Introduction To Incoterms 2010

- Brief Incoterms Historical Development
- Explaining The Need of Incoterms In International Trade
- Relationship Of Incoterms To The Sales Contract & Other Contracts Eg Transport, Insurance & Letter Of Credits

The Structure & Main Features Of Incoterms 2010 Rules

- Rules For Omni Modal Terms
- Rules For Sea & Inland Waterway Transport
- Obligation Of Seller And Buyer

The 11 Incoterms 2010 Rules – Indepth Review

- EXW Terms
- FCA Terms
- CPT Terms
- CIP Terms
- DAT Terms
- DAP Terms
- DDP Terms
- CFR Terms
- CIF Terms
- FAS Terms
- FOB Terms



Practical Incoterms 2010 Tips at Workplace

- Group Work To Enhance Understanding
- Applying The Correct/ Appropriate Incoterms In Business Transaction
- How To Avoid Costly Mistakes In Shipping
- Real Life Case Studies
- Questions & Answers
- Certificate Presentation

Target Audience

Exporters / Importers, Buyers, Sellers, Managers / Officers In Charge Of Contract Negotiation, Shipping Documentation Specialist, SME Trade Professionals, Purchasers, Procurement Executives, Freight Forwarders, Customs Brokers, Transport Operators By Rail, Road, Sea & Air Carriers , Credit Risk Analysts & those involved in international trade transaction.

Course Fee

RM 995 / participant (inclusive course materials, certificate of participation, lunch and tea breaks.

Early Bird Discount RM 950 / participant for registration received 2nd February 2012.

Special Group Discount RM 750 / participant for companies sending 3 persons and above.