

# INCOTERMS 2010 in Practice Webinar

written by Lauri Moon | November 22, 2016

You may know the definitions of INCOTERMS 2010 but do you know how to apply them? Many programs present the definitions of INCOTERMS but only provide a few select ways to apply them. This program will provide not only an understanding of the definitions but actual examples of using them to your advantage in Purchase Orders, Sales Agreements and even letters of credit.

Do you know which terms to use if you are the seller and there is an export license or letter of credit? If you are the buyer, do you know why you may select certain terms based on the origin of the goods or other considerations? How and when to best use DDP. This program will help provide the answers.

Not using the best term in the proper context can be costly; don't realize your mistake when it is too late.

## Agenda:

- Background of INCOTERMS
- Relationship between INCOTERMS and payment terms
- Responsibilities if each term
- Application of the various terms in international transactions

## Who should attend?

International trade professionals, Purchasing Agents, Sales, Contracts, Logistics/Transportation and Finance personnel

This FREE webinar is available to all companies located in the Appalachia region.

After registering, you will receive a confirmation email containing information about joining the webinar.

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