

# INCOTERMS 2020 in Practice

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You may know the definitions of INCOTERMS 2010 but do you know what has changed with INCOTERMS 2020, 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 buyers, 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 the various terms? 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
- What has changed?
- Can you still use INCOTERMS 2010
- Responsibilities if each term
- Application of the various terms in international transactions
- And much more

Who should attend?

- International trade professionals
- Purchasing Agents
- Sales
- Contracts
- Logistics/Transportation
- Finance

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