



EURO TRANCHE INTERNATIONAL

<http://www.eurotranches.net/>

## INCOTERMS 2010 & 2000 COMPARISON & THEIR CHALLENGES WITH CASE STUDIES

LEARN ALL ABOUT IT AT THIS SEMINAR!

The new organizational structure includes eleven “Rules” (formerly known as “terms”) which are placed into two newly named groupings. Four of the old terms have been deleted and two new rules, **DAP** (delivered at Place) and **DAT** (delivered at Terminal) have been added. Two previous Incoterms have reversed the responsibilities of the buyer and seller with regard to export clearance.

There have been **modifications to obligations, risk transfer and cost sharing** as defined in the nine rules carried forward into **Incoterms 2010**. The new “Rules” are divided into two sections one set of rules governs all modes of transportation and the second set of “Rules” are for sea and inland waterway transportation. **Incoterms 2010 “Rules”**

### Who Should attend?

- Letter Of Credit Examiners
- Credit Managers
- Risk Managers
- Trade Finance Managers
- Trade Credit Bankers
- Foreign Trade Managers
- Finance Managers
- Bankers
- Economists





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# Day - 1

## Background of Incoterms

- History of Incoterms
- Evolution Over the Years
- Why Is There a New Version

## Background Terms of Sale Standard Trade Practices

- Definition of Elements of Terms of Sale
- Distinction Between Terms of Payment and Terms of Sale

## The Presentation of Incoterms® by the ICC

- Logical Sequence of Terms
- The Mirror Method of Presentation

## Defining the Incoterms 2010 Changes

- Comparisons to the 2000 version

## The International Sales Contract

- Critical inclusions to the Contract
- Incorporation of Incoterms
- Terms of Sale in Conjunction with Terms of Payment

## FAQ Session

- Incoterms® Rules What They DO and What They DON'T DO
- Common Misconceptions
- Roles in Sales and Purchase Contracts
- Domestic Use of Incoterms Rules
- Incoterms 2010 Rules and UCC Terms Matchup



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## Day - 2

### ● INCOTERM S 2000

Introduction

Inco terms 2000

<b>EXW</b> (..Named place)	EX WORKS
<b>FCA</b> (..Named place)	FREE CARRIER
<b>FAS</b> (..Named port of shipment)	FREE ALONGSIDE SHIP
<b>FOB</b> (..Named port of shipment)	FREE ON BOARD
<b>CFR</b> (..Named port of designation)	COST AND FREIGHT
<b>CIF</b> (..Named port of designation)	COST, INSURANCE AND FREIGHT
<b>CPT</b> (..Named place of designation)	CARRIAGE PAID TO
<b>CIP</b> (..Named place of designation)	CARRIAGE AND INSURANCE PAID TO
<b>DAF</b> (..Named place)	DELIVERED AT FRONTIER
<b>DES</b> (..Named port of designation)	DELIVERED EX SHIP
<b>DEQ</b> (..Named port of designation)	DELIVERED EX QUAY
<b>DDU</b>	DELIVERED DUTY UNPAID



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## Training Registration Form

Name of Course - \_\_\_\_\_

Course Location- \_\_\_\_\_

Course Date(s)- \_\_\_\_\_ Quoted Course Fees \$ - \_\_\_\_\_

### Registrant(s)-

NAME	E-MAIL	PHONE

Organisation- \_\_\_\_\_

Phone No- \_\_\_\_\_

Contact E-Mail - \_\_\_\_\_

Date- \_\_\_\_\_

Signature- \_\_\_\_\_

Payment Options(please choose one)-

Payment is required to be made in 1 week after the registration of participant(s)

☐ Direct Deposit  
By Bank Transfer

### Postponement & Cancellation Policy

Kindly visit our website for more details on postponement & cancellation policy

**E-Mail - [trainingdept@eurotranches.net](mailto:trainingdept@eurotranches.net)**

**Contact Us - +91- 124 - 4279237**