

**THE INCOTERMS 2010**

To master the use of the Incoterms 2010

**PUBLIC**

Export managers, managers of international contracts, bank executives, administrative or financial, commercial executives working in import/export companies.

**OBJECTIVES**

To know the practical and legal implications of the different Incoterms (critical point, administrative and customs formalities...)

To familiarize oneself with the delicate points and to know how to avoid the traps inherent in these terms

To know the changes carried out by the 2010 revision

To master the links between documentary credit and Incoterms

To familiarize oneself with the interferences between liner terms and Incoterms

To know how to calculate an export price according to the selected Incoterm

**PRE-REQUISITE** : None

**TEACHING METHOD**

Technical contributions, talks/discussions, exercises, case studies.

The goal is to make the participants react on concrete cases enabling them to be operational as of their return in the company.

**DURATION** : 1 Day

**PROGRAM**

**I Risks in the international operations**

Identification and chronology of the risks

Risks of transport

The carrier's responsibility

**II Origin and Objectives of the Incoterms**

Coding of the International Chamber of commerce

Incoterms and commercial contract  
Incoterms and prevention of the litigations

### **III Analysis of the Incoterms 2010 of the ICC**

Concept of point critical  
Matters settled by the Incoterms 2010  
The changes of the 2010 revision  
The 4 families. The new classification of the ICC  
Detailed study of the 11 Incoterms of the ICC

### **IV Focus on certain Incoterms**

Adaptation of the Incoterms: the variants  
Characteristics of certain Incoterms  
the american FOB

### **V Incoterms and liner terms**

Incoterms and transport document  
Interferences between Incoterms and liner terms

### **VI Incoterms and documentary credit**

Links between Incoterm and documentary credit  
The choice of the documents according to the selected Incoterm

### **VII Incoterms and insurance (CIP & CIF)**

Which guarantee to take? Which value to insure?  
The different insurance policies : Institute Cargo Clauses : A, B, C?  
The French policies

### **VIII Incoterms and structure of cost**

Calculation of an import or export price according to the selected Incoterm  
Impact of the Incoterm of the cost of transport  
How to increase the margin according to the Incoterm?

### **IX Incoterms and intra-community exchanges**

Which Incoterm to use the EU?  
Declaratory obligations : Incoterms and Trade Goods Declaration

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