

7 & 8 OCTOBER 2022

ADVANCED TRAINING ON INCOTERMS® 2020 Rules

Incoterms[®]
2020 by the International
Chamber of Commerce (ICC)

This advanced training course aims to prepare Albanian international trade experts train Incoterms®2020 rules in Albanian.

The module therefore has the objective of transferring adequate technical skills to understand the rationale and optimize its use in order to minimize the risks in the context of an international sale. In particular, the differences with the previous edition of Incoterms® 2010 will be highlighted and the new terms will be analyzed.

Organized by



In cooperation with



**Analysis of each
Incoterms® 2020
rules**

**Distinction between
Incoterms® 2010 and
Incoterms® 2020**

**How to incorporate
Incoterms® 2020
Rules in Contracts**

Case studies

VENUE:

***To be confirmed
Tirana***

www.icc-albania.org.al

7 October: 08:30 – 13:30

8 October: 08:30 – 13:30

About the Course: Despite the widespread use of Incoterms[®], there is still a strong need for international commercial operators to better understand the problems and the extent of the operational implications. The Advanced Training Course on Incoterms[®] 2020 offers specialized training on Incoterms[®] rules, including the innovations introduced by the 2020 edition, with in-depth analysis on a plurality of aspects and criticalities from a contractual point of view, all elements that intervene in a commercial transaction with foreign countries and that have a significant impact on each other. Thanks to a conscious negotiation between seller and buyer and taking into account the plurality of subjects and ancillary relationships, it is possible to harmonize these elements with each other in order to avoid disputes, delays and unexpected costs in the execution of the contract.

Objectives of the course

- Introduce Incoterms[®] 2020 Rules and how to incorporate them;
- Provide some useful tips for the correct use of Incoterms[®] 2020 Rules in cross border transactions;
- To transfer adequate technical skills to understand the rationale and optimize its use in order to minimize the risks in the context of an international sale.
- To prepare a solid background pool of experts who could serve as trainers for the Incoterms[®] 2020 Rules in for the local market.
- Elaborate the main roles and responsibilities of seller and buyer, delivery, risk and the relationship between the Incoterms[®] rules and the contracts surrounding a typical contract of sale for import/export

Target Group: In-house and commercial lawyers, trade consultants and bankers, exporters and importers in SMEs, marketing managers, sales and purchasing managers, accountants, logistics providers, freight forwarders, custom brokers, insurance managers.

Participants shall have a sound knowledge and practice with Incoterms[®] rules.

Didactic methodology used: Frontal/online lesson with projection of slides, videos, charts, practical cases and interaction with participants in order to optimize the understanding and operation of the topics covered by the course. The didactic activity makes use of methodologies aimed at making the participant the protagonist of the learning process. Classroom or online training therefore provides for the use of real business cases, role playing, business games and other teaching methods that favor the analysis of concrete situations, the reconstruction of business problems and the development of useful reference schemes.

Didactic Materials: Descriptive material (slides, charts and articles) provided in electronic format;

Exercises: The exercises will be managed in BYOD (bring your own device) and / or paper mode;

Level of the course: Advanced

Duration: 10 hours in two lessons/sessions

Language: English

Registration & Participation:

Participation: 1) Send application form filled in + CV of participant 2) Confirmation for attendance

Participation fee: 500 EUR/person (Incoterms[®] Rules + ICC Guide to Incoterms[®] rules + Wallchart included)

Max. number: 15 participants

➤ 7 October 2022

Introduction to Incoterms® 2020;

- How best to incorporate the Incoterms® rules;
- The history of the Incoterms® rules;
- The main obligations of the seller and the buyer;
- Analysis of each single term;

Focus: Incoterms® 2020 vs Incoterms® 2010 changes

- Bills of lading with an on-board notation and the FCA Incoterms® rule;
- Costs, where they are listed;
- Different levels of insurance cover in CIF and CIP
- Arranging for carriage with own means of transport in FCA, DAP, DPU and DDP;
- Change in the three-letter initials for DAT to DPU;
- Inclusion of security-related requirements within carriage obligations and costs;
- Explanatory Notes for Users

Incoterms® 2020 Charts:

- Delivery, Risk and Costs;
- How best to incorporate the Incoterms® rules in a contract of sale;
- When & where delivery occurs;
- Insurance;
- Commonly-used documents;
- ICC Wall Chart Analysis and Comment;

➤ 8 October 2022

- Incoterms® and Documentary Credits: which relationships?
- Case Studies;
- Multi-Choice Questions;
- Incoterms® Crossword;
- Assessment Tests
- Q&A Session.

ABOUT THE SPEAKER



Dr. Domenico Del Sorbo, graduated in **Economics of International Trade and Currency Markets** and **MBA in International Business at the MIB - School of Management - Trieste** Accredited MBA ASFOR and AMBA, is an expert in Trade and Export Finance tools and, in particular, international payments with a specialized focus on risk-mitigation tools (Letters of Credit, Standby Letter of Credit and Demand Guarantees). More generally, he is an expert in business internationalization processes.

Mr. Del Sorbo holds the:

- **Certificate for Documentary Credit Specialists (CDCS®) 2019-2022**
- **Certificate for Specialist in Demand Guarantees (CSDG®) 2020-2023**
- **Certificate in International Trade and Finance (CITF®)**
- **Certificate in Supply Chain Finance (CSCF) 2021 - 2024**
- **Diploma for Qualified Trade Finance Specialists (QTFS) - The London Institute of Banking & Finance**
- **Certified Trade Finance Professional (CTFP) 2021-2024**
- **ICC Academy Incoterms®2020 Certificate (INCO)**
- **ICC Certificates of Achievement on Incoterms® 2020/UCP 600/URC 522/URDG 758/ISBP 745/ISP98**
- **ICC Certificate of Achievement on Incoterms® Online Training**
- **IMB NVOCC Bill of Lading Certificate - ICC Academy**
- **Incoterms® 2010**
- **DC Master** (Advanced Online Training & Instruction in Documentary Credits)
- **Introduction to Trade Finance**
- **Going Global - ICC training on trading internationally (EN)**

He is also a consultant and trainer at various Italian Chambers of Commerce and their special companies, including the Foreign Center of the Piedmontese Chambers of Commerce, Informare, az. Special Chamber of Commerce of Frosinone and Latina some industrial bodies and associations (Confindustria Bergamo, Cuneo, Salerno and Bari), and for the Ice Agency. He collaborates with the Business School of Il Sole 24 Ore, with NIBI - New Institute of International Business and with Aice Milano. He carries out assistance and consultancy activities for the management of letters of credit and bank guarantees for various SMEs. Finally, he collaborates as a trainer with ICC Italia and with Banca D'Alba and Credito Fiorentino. Contributing Editor for the TRADE SERVICES UPDATE newsletter, Covering practical aspects of payment instructions in international trade by Kim Sindberg, Editor in Chief and internationally recognized Trade Finance expert.

Find him on LinkedIn?

[linkedin.com/in/studiodelsorbo](https://www.linkedin.com/in/studiodelsorbo)