



INCOTERMS

Incoterms® 2020

Customs Insights



This seminar is meticulously designed to offer targeted tools, from both legal and freight forwarding perspectives, for negotiating optimal Incoterms®.

Level: Intermediary-Advanced

Language: English

Registration fees

ICC/HBAA member: 250 EUR

Non-member: 320 EUR

17-18
APRIL 2024

Xheko Imperial

09:00-15:00

REGISTRATION

About the course

This seminar expands on the latest Incoterms® 2020, integrating legal insights and freight forwarding expertise to enhance your negotiation tactics. Focused on clarifying the Incoterms® selection process, it provides strategies to make customs procedures more straightforward and points out common mistakes to avoid, all aimed at improving the efficiency of international trade. Through this approach, participants will gain a comprehensive understanding of how to apply Incoterms® effectively in their business transactions.

Objectives

- Enhance negotiation skills with Incoterms® 2020, in domestic and cross-border transactions by combining insights from law firms and freight forwarders who deal with these terms daily.
- Clarify the selection process of Incoterms® to users through practical expertise.
- Offer strategies from legal and logistical viewpoints to simplify customs procedures.
- Identify and avoid common pitfalls in international trade based on real-world experiences.
- Achieve a detailed understanding of effective Incoterms® application in business, thanks to a blend of legal and forwarding expertise.
- Detail the critical roles and obligations of both the seller and buyer concerning delivery and risk management and explore how Incoterms® govern the connections among the main contracts in import/export transactions, including those for carriage, insurance, and documentary credits.

Target audience

This two-day seminar is designed for those working in international trade (private sector), in-house as well as external consultants, who negotiate, draft, interpret and execute international contracts of purchase and sale. Specifically, it is relevant to those in procurement, sales, import, export, logistics, legal and financial departments.

Business areas concerned

Business Areas Concerned: Export/ Import/ Supply Chain / Finances/ Legal.

17 April 2024

>>> INCOTERMS® 2020 IN INTERNATIONAL COMMERCIAL TRADE

- Introduction to International Trade and Incoterms® 2020
- Introduction to the four categories of Incoterms® 2020:
 - E Terms (EXW)
 - F Terms (FCA, FAS, FOB)
 - C Terms (CFR, CIF, CPT, CIP)
 - D Terms (DAP, DPU, DDP)
- Key Principles and Functions of Incoterms® 2020
- A detailed explanation of the structure and function of Incoterms® 2020: Which one, when?
- Detailed discussion on the transfer of risks and costs under different Incoterms® 2020: Delivery obligations and transportation considerations
- Responsibilities and Risks under Incoterms® 2020; Payment and guarantees.
- Bill of Lading, a critical document in the transportation of goods; legal implications, and how it complements the Incoterms® 2020 chosen for a transaction.
- Practical Exercises and Interactive Learning, Group activities and discussions on real-life scenarios

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>>> INCOTERMS® 2020 IN CUSTOMS AND ADVANCED TOPICS

- Customs Valuation and Incoterms® 2020
 - Analysis of Incoterms® 2020' role in determining transaction values for Customs
 - Case studies: CIF vs. FOB impact on customs duties
- Incoterms® 2020 and Customs Clearance Obligations
 - Examination of seller vs. buyer responsibilities under DDP and EXW
 - Role of Incoterms® 2020 in defining party obligations for customs formalities
- Documentation Compliance in Customs Procedures
 - Overview of essential documents influenced by Incoterms® 2020 selection
- Strategies to ensure compliance and mitigate delays and penalties
- Risk Management and Insurance in the Context of Customs
 - Discussion on risk transfer points and insurance requirements under Incoterms® 2020 like CIP
 - Implications for customs-related risks and financial liabilities
- Consolidated Session - Logistics, Legal Frameworks, and Compliance
 - Integration of logistics and supply chain optimization with Incoterms® 2020
 - Overview of legal frameworks and dispute resolution mechanisms
 - Aligning Incoterms® 2020 with global and regional trade regulations
 - Case studies on effective application and compliance strategies
- Interactive Workshop and Closing

Enida RRAPAJ



 [Enida Rrapaj](#)

As a Commercial Lawyer and member of CEPANI 40, the Brussels Bar, and the Tirana Bar, and soon Bologna Bar, RRAPAJ is uniquely dual-qualified in both Belgium and Albania. She specializes in facilitating international investors in cross-border transactions, particularly focusing on EU-China engagements and investments in the Western Balkans and EU. Moreover, RRAPAJ offers her expertise as counsel in arbitration, predominantly concerning North Europe and Southern Asia, providing a robust legal foundation for navigating complex international disputes regarding commercial international transactions.

Johan PROOST



 [Johan Proost](#)

Managing Director of Express Global Belgium (member of the Cosulich Group) and chair of the ICC Commission Commercial Law and Practice for Belgium, the connection with Incoterms is a daily confrontation.

Holder of the certificate INCOTERMS 2020 (INCO) of the ICC Academy and the certificate of transport commissioner (Kingdom of Belgium).

Vice President of Forward Belgium (Confederation of Forwarders and Customs agents).