

# INTERNATIONAL TRADE CENTRE



## INCOTERMS

Incoterms<sup>®</sup> (International Commercial Terms) rules define the responsibilities of the buyer and seller with respect to the packing, transportation and insurance of goods as they are transferred from the seller to the buyer. Incoterms<sup>®</sup> rules can be invaluable for shifting costs and liability associated with exporting, importing and shipping and for avoiding disputes down the road but only if companies understand how to use them properly – if the Incoterms<sup>®</sup> rules are not understood, this can have a direct impact on landed costs for products.

### COURSE PROGRAMME:

What are Incoterms<sup>®</sup>?

What are the benefits of using Incoterms<sup>®</sup> for both the buyer and seller?

Explanation of the risk and responsibility for the buyer and seller

The obligations for both the buyer and seller

Explanation of each term, outlining the pros and cons of each

The commercial implications of using Incoterms<sup>®</sup>

The correct application for the correct mode of transport

Issues that can be avoided by understanding how to use the terms

### COURSE OUTCOME:

At the end of the course, delegates will have sufficient knowledge to be able to understand the responsibilities and additional costs of international trade with absolute confidence and so optimise the profitability of any international sales agreement.

### WHO SHOULD ATTEND?

The course is designed for staff responsible for international sales negotiations and those involved in the production of export quotations. It would also be of value to staff newly appointed to an export role.

**This course is accredited by the British Chambers of Commerce and upon completion of a written revision paper, delegates will receive a BCC accredited certificate, subject to a pass mark of 50%, plus one credit towards the Foundation Award in International Trade. You will need to achieve 6 credits to be awarded with the Foundation Award, a nationally recognised qualification.**

For further information or to book on to this course, please contact Lorraine Holt at [l.holt@hull-humber-chamber.co.uk](mailto:l.holt@hull-humber-chamber.co.uk)

INTERNATIONAL TRADE CENTRE  
IN PARTNERSHIP WITH



Hull & Humber Chamber of Commerce  
34 – 38 Beverley Road, Hull, HU3 1YE, United Kingdom  
Tel: +44 (0) 1482 324976 Fax: +44 (0) 1482 213962  
Email: [itc@hull-humber-chamber.co.uk](mailto:itc@hull-humber-chamber.co.uk)  
Web: [www.hull-humber-chamber.co.uk](http://www.hull-humber-chamber.co.uk)