

# Training courses

Gain an understanding of key trade and customs processes to grow your business and ensure you trade compliantly and with confidence



## Incoterms 2020

The Institute of Export & International Trade is an ICC-licensed training partner, authorised to provide training on ICC Incoterms® 2020.

Incoterms are widely used but often misunderstood within international trade. They can impact on several areas of a business including sales,

accounts, shipping, operations, compliance and customer service.

If used correctly, they can help you to avoid uncertainty, minimise delays and facilitate smooth operations, transport and payment.

### Key information

- ◆ This course costs £320 + VAT for IOE&IT members
- ◆ £420 + VAT for non-members
- ◆ It will be delivered by one of the IOE&IT's pool of expert trainers – more information [here](#)
- ◆ This course contributes 12.5 points in the IOE&IT CPD programme
- ◆ On completion of your course, you will earn a digital certificate
- ◆ Timings: 09:45 – 16:00; dates available on [export.org.uk/training](https://www.export.org.uk/training)

### Full list of learning outcomes

- What are ICC Incoterms®2020?
- What are the changes from the 2010 version to the new 2020 version?
- The benefits the 2020 version offers
- How to apply ICC Incoterms®2020
- How Incoterms® relate to new customs requirements in EU trade now the UK has left the customs union
- The impact of the UK-EU trade deal
- Buyer and seller obligations under each of the terms within ICC Incoterms®2020
- How to choose the most suitable Incoterm® for each mode of transport
- How to avoid pitfalls and problems from use of unsuitable terms
- Their commercial benefits in sales negotiations

### Who should attend?

- ◆ Sales
- ◆ Shipping
- ◆ Accounts
- ◆ Purchasers
- ◆ Freight forwarders
- ◆ Export/ import personnel

### Membership

- ◆ **IOE&IT membership** gives exclusive access to expert guidance via a technical helpline and discounts on training
- ◆ For more information visit our website **[www.export.org.uk](https://www.export.org.uk)**
- ◆ Or call us on 01733 404400