

Introduction and Quotation of Training Program

 Company: Beijing World Trade Business Service Co., Ltd

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 【Training Arrangements】 Project Name:

《INCOTERMS 2020 and the Changes in Transportation, Settlement and Customs Affairs Caused by It》. Target Group: senior managers and grass-roots business personnel of import and export middle and high level, trade department, logistics department, finance, import and export, customs declaration, procurement, etc. Training schedule: (6 hours, from 9:00 to 12:00, and 13:00 to 16:00) or other time to be discussed.

《INCOTERMS 2020® Incoterms and Responses to Risks Caused by Transportation, Settlement, and Customs》

After more than three years of discussion and consultation, the new version of Incoterms® 2020 will be officially implemented on January 1, 2020. There are many hidden gold mines in incoterms, and many buried risks. However, the precise use of incoterms by enterprises is very low in practice. Affected by various factors, or considering their resource allocation, enterprises are basically in a restricted situation in Supply Chain Control, bringing many hidden dangers to the development of enterprises. Taking this opportunity of the upcoming launch of INCOTERMS 2020, the correct use of incoterms crafted by national experts is the core skill that every person related to international trade should master.

1. Key Changes and Development of 《2020 Incoterms》
2. INCOTERM 2020 and Contract of International Goods Sales
 - ² International Chamber of Commerce (ICC) and INCOTERMS
 - ² Significance of Incoterm 2020 for the international trade in goods
 - ² Structure of Incoterm 2020
 - ² The basic content of Incoterm 2020
 - ² Application of Incoterms 2020
3. Contract of International Sale of Goods Based on Multiple Norms
 - ² Overview of international sales of goods
 - ² Incoterms, CISG, and Domestic Sales Law
 - ² Overview of Seller's Obligations
 - ² Overview of Buyer's Obligations
4. Experience conclusion of the FOB contract from the last decade (2010-2020)
 - ² Have you eliminated the risks of vulnerabilities of the FOB contract over the last 10 years?
 - ² Seller's obligations in FOB contract
 - ² Buyer's obligations in FOB contract
 - ² Risk control of transportation, settlement, and customs
5. Major changes to the CIF contract in 2020 and risk control of transportation, settlement, and customs
 - ² 10-year risk summary of CIF contracts
 - ² Seller's obligations in CIF contracts
 - ² Buyer's obligations in CIF contracts
 - ² Risk control of transportation, settlement, and customs
6. Experience conclusion of the CFR Contract from the last decade (2010-2020)
 - ² Overview of CFR Contract
 - ² Seller's obligations in CFR contracts
 - ² Buyer's obligations in CFR contracts
 - ² Risk control of transportation, settlement, and customs
7. What are the major changes to the FCA contract in 2020?
 - ² Have you eliminated the risks of vulnerabilities in the FCA contract over the last 10 years?
 - ² Seller's obligations in the FCA contract
 - ² Buyer's obligations in the FCA contract
 - ² Risk control of transportation, settlement, and customs
8. Major changes to the CIP contract in 2020 and risk control of transportation, settlement, and customs
 - ² How does CIP make users more satisfied?
 - ² Seller's obligations in CIP contracts
 - ² Buyer's obligations in CIP contracts
 - ² Risk control of transportation, settlement, and customs
9. Experience conclusion of the CPT contract from the last decade (2010-2020)
 - ² Overview of CPT Contract
 - ² Seller's obligations in the CPT contract
 - ² Buyer's obligations in the CPT contract
 - ² Risk control of transportation, settlement, and customs
10. Major Changes to the DAT Contract in 2020 and risk control of transportation, settlement, and customs
 - ² The focus of disputes between buyers and sellers about the DAT contract in the past 10 years
 - ² Seller's obligations in the DAT contract
 - ² Buyer's obligations in the DAT contracts
 - ² Risk control of transportation, settlement, and customs
11. Experience conclusion of the DAP contract from the last decade (2010-2020)
 - ² The focus of disputes between buyers and sellers about the DAP contract in the last 10 years
 - ² Seller's obligations in the DAP contract
 - ² Buyer's obligations in the DAP contract
 - ² Risk control of transportation, settlement, and customs

12. Experience conclusion of the EXW Contract from the last decade (2010-2020)

² Have you seen the minefield of EXW?

² Seller's obligations in the EXW contract

² Buyer's obligations in the EXW contract

² Risk control of transportation, settlement, and customs

13. Experience conclusion of the DDP contract from the last decade (2010-2020)

² Have you seen the minefield of DDP?

² Seller's obligations in the DDP contract

² Buyer's obligations in the DDP contract

² Risk control of transportation, settlement, and customs

14. New Attention Points & Major Changes of Incoterms in 2020 and risk control of transportation, settlement, and customs

² Seller's obligations in the contract

² Buyer's obligations in the contract

15. Overview of liability for default

² Default overview

² Liability for default Damages

² Avoidance of the contract

² Disclaimer

16. Remedies for Seller's Default

² Overview of Remedies for Seller's Default

² Specific performance

² Grace period for late performance

² Seller's remedies

² Buyer's declares the contract avoided

² Reduced price

² Remedies for partial non-performance

² Advance delivery and over-delivery

17. Remedies for Buyer's Default

² Overview of Remedies for Buyer's Default

² Specific performance

² Grace period for late performance ² Seller declares the contract avoided ² Buyer is lazy in exercising the option