BUSINESS FUTURE
CONSULTING

FUNDAMENTALS OF IMPORT-EXPORT OPERATIONS AND INTRODUCTION TO INTERNATIONAL TRADE TERMS (INCOTERMS)

(This programme is conducted in partnership with SQ Centre)

COURSE OUTLINE

- Exporting and Importing – Ideal Situation
- P.E.S.T.
- Why should a firm import and export?
- Characteristics of trade
- How many types are there?
- How is trade transacted?
- What is Domestic Trade?
- What is International Trade?
- Basic understanding on Contract of Sale (Sales & Purchase Agreement)
- What are importer's and exporter's specific concern?
- Types of payment (settlement methods)
- List of documents used in International Trade
- Understanding Incoterms
  - ❖ What are Incoterms
  - ❖ Why use Incoterms
  - ❖ Applicable Incoterms under different transport modes
  - ❖ Sellers and buyers obligations
  - ❖ Know the 11 Incoterms (Incoterms 2010)
  - ❖ Variant of Incoterms
  - ❖ Incoterms Quiz

LEARNING OUTCOMES

At the end of the seminar, the participant will learn:

- A good grasp of the basic issues in international trade
- Understand the different types of payments and the risk associated with each type.
- Understand the mechanics of documentary collections and Letters of Credit.
- The problem of non-payment/non-acceptance
- Know the meaning of International Commercial Terms (Incoterms 2010)

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LEARNING METHODOLOGY

It incorporates hands-on exercises to help participants understand and apply the concepts learned during the course.

WHO SHOULD ATTEND

- Junior and mid-level executives who need to expand their knowledge and skill in trade operations.
- Banks and financial institutions in Trade Department
- Relationship Managers who need an overview of trade
- Audit Assistants
- Import/Export trading companies

COURSE DETAILS

Date : 12 July 2016 and 4 October 2016
Time : 9 am to 5 pm
Course duration : One day
Fees : $535.00 (includes GST)

Any further enquiries, please contact us at
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