

# Incoterms® 2010

27 SEPTEMBER 2018  
09:30 - 12:30

## QUALIFIES TOWARDS YOUR FOUNDATION AWARD

The Incoterms® 2010 rules define the responsibilities of buyers and sellers trading international and domestic. Reference to an Incoterms® 2010 rule in a sale contract clearly defines the parties' respective obligations and reduces the risk of legal complications. It's imperative that all employees within an internationally trading company have a clear understanding of using and applying the Incoterms® 2010 rules to suit their business needs.

The initial quotation is the starting point and the chosen Incoterms® rule needs to be appropriate to the goods, to the means of transport and above all dependant on additional obligations. The EXW Incoterms® rule, which most businesses use, is more suited to domestic trade while FCA is more appropriate for international trade.

### COURSE CONTENT

- > What are Incoterms® 2010
- > Why are they so important to exporters and importers
- > How Incoterms® 2010 are to be wrote into quotations and contracts
- > Detailed examination of all the Incoterms®
- > The difference between risk and cost
- > Workshop

Delegates will depart with a full set of informative notes.

### VENUE

Chamber of Commerce Training Suite,  
Red Rose Court, Clayton Business Park,  
Accrington, BB5 5JR.

### COST

MEMBERS: **£195** + VAT per delegate

NON MEMBER: **£390** + VAT per delegate

\* Buffet lunch included

### FOUNDATION AWARD

8 nationally accredited courses covering a core international trade curriculum and mapped to level 2 NVQ. Achievable on completing 6 of the 8 modules.

“ I thought the course was very well structured and despite the range in ability, business types and roles of the attendees, the material was put to us in a relatable and useful way. An essential course for avoiding export ‘pot holes’ which could trip a business deal up.”

HANNAH SLATER, Pets Choice Ltd.

To reserve your place please contact Stephanie Warrington on **01254 356473** / [s.warrington@chamberelancs.co.uk](mailto:s.warrington@chamberelancs.co.uk)