



## INCOTERMS TRAINING COURSE

### About the course

#### Date/time

Monday 12 June 2017, 9.00am - 12.00 noon

#### Location

Europe House, 32 Smith Square  
London SW1P 3EU

### Description

This course, organised by Enterprise Europe Network at London Chamber of Commerce and Industry (LCCI), has been designed to help exporters understand Incoterms® – International Commercial Terms – and how to select the correct one for their international transactions. These global shipping terms have huge importance for the exporting and importing of products around the globe. They outline the risk and responsibility between the buyer and the seller for each transaction.

### Contents

The course will take you through all the aspects of understanding Incoterms® 2010. Learning the terminology will help you to understand better how to cover the risks and responsibilities between the buyer and seller, their obligations to each other for the shipment, and the allocation of costs.

The course outline is as follows:

- What are Incoterms?
- How they are used for export sales
- How they are used for import purchases
- The terms and conditions of each Incoterm
- How to select the correct Incoterm for a specific transaction
- The benefits of one Incoterm over another
- The risks of one Incoterm over another

During the course, there are examples highlighting the benefits of using Incoterms both from an operational and a commercial point of view. The course will highlight why it is so important to understand each of these terms to ensure successful and efficient

global business.

### Key objectives

Following this course, you will understand which Incoterm to use to determine precisely who pays for freight, insurance and duties.

Incoterms® 2010 also determine at which point in the movement of goods delivery takes place and the risk is transferred.

### Who should attend ?

The course is designed for people who may be new to exporting as well as experienced exporters who may need to keep up with industry updates. The course is mainly designed for sales, shipping, accounts, purchasing/buyers, freight forwarders and goods in/out personnel.

### Included

The delegate pack includes course hand-outs and a certificate.

## THIS EVENT IS FREE

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ATTENDANCE AT THIS EVENT IS COMPLIMENTARY

However, there will be no admittance without prior registration and a maximum of two places per company.

## TO REGISTER

Please complete the registration form below in BLOCK CAPITALS and email to:

Olivia Ronayne, International Business Administrator, London Chamber of Commerce and Industry, 33 Queen Street, London EC4R 1AP,  
E: oronayne@londonchamber.co.uk, T: 020 7203 1823.

## ABOUT YOU AND YOUR COMPANY

Title	First name	Surname
Your Job title	Company name	
Company address	Postcode	
Email	Website	Tel
Number of Employees	Annual Turnover £	Year established
Business Sector		
How did you hear about this event?		

## PRIVACY AND DATA PROTECTION

We are committed to protecting your privacy and will only use the information we collect about you in accordance with the reasons stated when we collect the information. The information supplied by you will be held on the database by LCCI and used to notify you of future events and services.

If you do NOT put a CROSS in the box(es) provided:

you will be added to LCCI's international business mailing list

## ABOUT ENTERPRISE EUROPE NETWORK

The Enterprise Europe Network is the world's largest business support network, providing London SMEs with free practical advice, assistance and information on European issues. This includes EU legislation and policy and public sector opportunities in Europe, as well as access to business co-operation partners. The network brings together business support organisations from over 60 countries and 600 member organisations worldwide. In the UK, EEN is jointly funded by the European Commission and Innovate UK, helping connect SMEs that are looking to commercialise ideas and succeed in new markets.