

Bringing legal certainty to business transaction



The Incoterms rules are a perfect example of an efficient standardization of an international business tool. Their day-to-day use in international sales contracts brings legal certainty to business transaction while simplifying the drafting of international contracts. This program helps you understand these.

The goal of the Incoterms is to alleviate or reduce confusion over interpretations of shipping terms, by outlining exactly who is obligated to take control of and/or insure goods at a particular point in the shipping process. Further, the terms will outline the obligations for the clearance of the goods for export or import, and requirements on the packing of items.

The Incoterms are used quite frequently in international contracts, and a specific version of the Incoterms should be referenced in the text of the contract.

Shipping Procedures & Documentations With INCOTERM 2010 Usage

COURSE SYNOPSIS

Carriage of goods by sea and a contemporary freight management process is a fundamental concept that has evolved to enable global traders to increase efficiency, effectiveness and responsiveness in the sea distribution chain.

COURSE HIGHLIGHTS

- To understand the features of global shipping
- To familiarise with the tools of execution
- To illustrate the import export global flows
- To re-defined the import export global flows

COURSE OUTLINES

INTRODUCTION TO PARTNERSHIP SHIPPING FOR GLOBAL TRADE (PSS)

- The Integrated Parties of PSS
- The 4 Aims of PSS
- The 4 Elements of PSS

INTERNATIONAL TRADE ROUTES AND TRADING AREAS

- The import export and transshipment process
- Current trend of Sea Transportation
- Types of shipping services
- Factors determining service choice

DOCUMENTATION USED IN SEA CARGO OPERATIONS

- The Bill of Lading
- The Sea Way Bill
- The Mate's Receipt
- The Cargo Manifest
- The Shipping Note
- The Delivery Order

THE PRINCIPLES OF HANDLING DANGEROUS CARGO

- Classification and Identification
- Packing and Stowage
- Marking and Labelling

CARRIAGE OF GOODS IN CONTAINERS

- Features of Containerization
- The precautionary measures
- The types of containers and function

2012

March

14 & 15 March 2012 (Wed & Thurs) TIME 9am - 5pm VENUE Eastin Hotel, Petaling Jaya

FREIGHT RATES AND CARGO CLAIMS

- The Liner rates
- The Commodity Box rate
- The Freight All Kind rate
- Notice of Claim
- Time Limit and Bar
- Claimants in claim

PRINCIPLES OF INTERMODALISM

- The Features of Intermodal transport
- The Definition of intermodalism
- The Advantages of Intermodal operations

THE CONDITIONS OF DOCUMENTARY CREDIT IN SHIPPING

- The types of payment options
- The advantages and dis-advantages
- The hidden Costs and Risks

COMMERCIAL AND TRADE DOCUMENT IN SHIPPING

- Supplier's Quotation
- Proforma Invoice
- Purchase Order
- Sales Confirmation
- Commercial Invoice
- Packing List
- Shipper's Export Declaration
- Export Shipping Instruction

THE PROPER USAGE OF INCOTERMS

- Purpose and scope
- Major terminologies
- Group E, F, C, D terms
- Incoterm in mode of transport

GROUP ACTIVITIES AND ASSIGNMENT

THE LATEST INCOTERMS 2010

COURSE BENEFITS

- Be able to apprehend types of B/L
- Be able to chart the inward outward flow
- Be able to strategize partnership shipping

TRAINER'S PROFILE

MR STEPHEN KUM (MBA, USA), is a fellow of the Institute of Freight Forwarders (UK), The Institute of Logistics & Transport (UK), the Institute of Business Administration (UK), Professional member of Logistics & Supply Chain Management Society and former Vice Chairman of the Persatuan Logistik Selangor.

He has more than 28 years hands-on experience in the field of International Trade, Global Procurement, Freight and Logistics. He was the Managing Director of a large global logistics service provider with regional offices in UK, USA, Australia and Asia.

Mr. Kum is also actively involved in training for manufacturers, corporations, forwarders, trade associations, trade divisions of embassies and tourism authority organisation. He is also affiliated with Cambridge International College (UK) and Durham Logistics College (UK) as their Training Consultant and course examiner respectively. He is also an Associate Consultant for SCS Integrated Management Consultancy (UK).



Register Online

Download Registration Form

COURSE FEES

RM 1080.00 per person
Includes Lunch, Tea-Breaks,
Course Notes and
Certificate of Completion



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