

PRELIMINARY
PROGRAMME

HGK

ZAGREB

21. 09. 2017.

SEMINAR

INCOTERMS® 2010 RULES

How to Choose the Correct Rule and Avoid the Most Frequent Mistakes?



08:30	Registration
09:00	Welcome Address Sunčanica Skupnjak Kapić, Secretary General, ICC Croatia

Key Speaker: Valle García de Novales

09:10	<p>INTRODUCTION: WHAT ARE INCOTERMS® 2010 AND WHAT ARE THEY INTENDED FOR?</p> <ul style="list-style-type: none"> ▪ Incoterms® 2010 in context: an international purchase/sales agreement ▪ What are Incoterms rules? ▪ What are Incoterms intended for? ▪ What Incoterms don't deal with?
10:40	Coffee break
11:00	<p>INTRODUCTION: WHAT ARE INCOTERMS® 2010 AND WHAT ARE THEY INTENDED FOR? (ctn)</p> <ul style="list-style-type: none"> ▪ Are Incoterms rules a substitute of the contract of sale? ▪ Are Incoterms rules mandatory for seller and buyer? ▪ Can we use Incoterms for domestic transactions? ▪ How are Incoterms® 2010 classified?
11:45	<p>AN OVERVIEW OF INCOTERMS® 2010</p> <ul style="list-style-type: none"> ▪ Classification by place of delivery vs. Classification by mode of transport ▪ Basic rules to remember when using Incoterms ▪ Incoterms® 2010 from a practical point of view
12:45	Lunch break
13:30	<p>CHOOSING THE RIGHT INCOTERMS RULE</p> <ul style="list-style-type: none"> ▪ Depending on our position as exporters/importers ▪ Depending on mode of transport ▪ Depending on the kind of goods/packaging ▪ As exporters, depending on legal requirements to justify VAT exemption ▪ Depending on payment terms in the contract of sale

14:30	Coffee break
14:50	CORRECT USE OF INCOTERMS® 2010: DISMANTLING FALSE MYTHS <ul style="list-style-type: none"> ▪ Why is it preferable to use FCA instead of EXW for delivery at seller's premises? ▪ As exporters, why should we avoid DDP? ▪ As exporters, why is it better to use FCA Port of origin instead of FOB? ▪ As exporters, why should we avoid CFR, CIF or FOB for containerized goods? ▪ As importers, why should we avoid importing on CIF port of destination terms? ▪ Which Incoterms rules should we avoid if the underlying transaction is paid through a letter of credit? ▪ Is it compulsory to use DDP rules for turn-key supplies? ▪ As exporters, which specific risks should be foreseen in a contract of sale when using DAP and DDP rules? ▪ Do I actually calculate delivery time in connection with the Incoterms rule agreed? Does my client know?
16:45	Working Group on Incoterms® 2020 Rules
17:00	Closing remarks and certificate dissemination