



**Virtual training workshop on
New Incoterms Rules 2020
Program (GMT)**

March 28, 2022	
9h00-9h20	<p>Welcome from the Director-General of ICDT</p> <p>Presentation of the trainer and the Program</p>
9h20-10h30	<p>Session I. Role of INCOTERMS in international sales contracts</p> <ul style="list-style-type: none"> ○ Origin, versions, and classification; ○ Incoterms and sales contract; ○ Routing costs to be shared. ○ INCOTERMS, documentation, and transfer of ownership. <p>Questions & Answers</p>
10h30-10h45	Break
10h45-12h00	<p>Session II. New provisions of the 2020 version</p> <ul style="list-style-type: none"> ○ INCOTERMS removed since version 2020; ○ Changes made by the 2020 version; ○ Place of delivery in each INCOTERM version 2020; ○ List of INCOTERMS version 2020. <p>Questions & Answers</p>
12h00-13h00	Pause
13h00 -14h45	<p>Session III. In-depth study of each INCOTERM version 2020</p> <ul style="list-style-type: none"> ○ Responsibilities of Buyer and Seller in Each Case; ○ Criteria for choosing a good INCOTERM; ○ Conflicts between INCOTERMS and liners terms. <p>Questions & Answers</p>
14h45-15h00	ICDT Closing remarks