



INCOTERMS 2020

Date : June 12, 2020 (Friday) Time: 8:30am – 4:30pm Venue: FMM Office, Kuching



Effective date: January 1, 2020

INTRODUCTION

The INCOTERMS® rules are the regulations that define responsibilities of buyers and sellers operating in the international trade system. They are the authoritative rules for determining how costs and risks are allocated to the parties. INCOTERMS rules are regularly incorporated into contracts for the sale of goods worldwide and have become part of the daily language of trade. **The new rules will enter into force on 1 January 2020.**

As of this date, all sales contracts should make reference to the INCOTERMS® 2020 rules as the latest version of the INCOTERMS rules.

OBJECTIVE

- ❖ Knowing international trade terms and their rules.
- ❖ Understand the responsibilities of the Seller & Buyer under Incoterms.
- ❖ Develop knowledge and skills to evaluate current Shipping Term practiced by own organization.
- ❖ Negotiate on international contract based on risk and cost of Shipping.
- ❖ Understand the difference: Incoterms 2010 vs Incoterms 2020.

TRAINER

Mr. Devindran Raju (690212-05-5283) is a Freelance Corporate Trainer specializing in the area of Supply Chain Management. He obtained his Bachelor of Business Administration Degree (Hons.) from Universiti Utara Malaysia (UUM). He is currently pursuing his MSc. (Management) with Universiti Utara Malaysia. R. Devin is a Certified Trainer by PSMB (HRDF). R. Devin is highly motivated and knowledgeable Trainer with more than 18 years of experience in Supply Chain Management. He has held various managerial positions with several multi-national corporations and his previous position was Senior Logistics Manager with Alps Group. He has vast experience spanning numerous clients and various industries such as FMCG, Electric, Electronics, Automotive, Manufacturing, Forwarding and 3rd Party Logistics. R. Devin has researched and designed training programs in the areas of Logistics, Procurement, Shipping, Warehousing, Project Management, Regulatory-Custom Act, Freight Forwarding and IPC Operations. Apart from this, he also excels in Management and Productivity Improvements Trainings such as 5S (Housekeeping), Kaizen, Customer Service, Trading Business Operations and Soft Skills. R. Devin is a much sought after trainer due to his frank, candid, interesting and humorous way of presenting his talk. He has the ability to relate to all levels of people, straight forward approach in conducting his seminars and presentations. He has the passion to captivate participants' engagement and aspires to be the trainer of first choice. Besides English, he is also fluent in Bahasa Malaysia which enables him to conduct trainings in Bahasa Malaysia if required. Some of the customers that have benefited from his expertise are: Sony EMCS Malaysia, Petronas, Panasonic Malaysia, Motorola Malaysia, Samsung Malaysia, Lembaga Pelabuhan Johor, ABB Malaysia, Quality Hero, Honda Malaysia, Sapura, Murata Malaysia, Kotra Pharma, Secret Recipe, Bank Simpanan Nasional, Nylex Malaysia, Kerry Ingredients Malaysia, Monier, Kaneka Malaysia, SDV Logistics, Scanlab, Scomi Engineering, SMC Pneumatics, Tamura Malaysia, Mercedes Benz, etc.

<i>Time</i>	<i>Program Itinerary</i>
8:15am	Registration
8:30am	Module 1: International Trade Support 1.1 Sales Contract 1.2 Cargo Insurance 1.3 Risk Transfer Points
10:00am	Coffee break
10:30am	Module 2: Incoterms 2020 Overview 2.1 Introduction to Incoterms 2020 2.2 Purpose & Scope of Incoterms 2.3 The importance of Incoterms
11:30am	Module 3: INCOTERMS 2020 Details 3.1 EXW, FCA, CPT, CIP, DPU, DAP, DDP 3.2 FAS, FOB, CFR 7 CIF 3.3 The difference : INCOTERMS 2010 vs Incoterms 2020 Introduction to Incoterms 2020
12:30pm	Networking Lunch
1:30pm	Module 4: Details & Terms of Incoterms 4.1 Factors to consider for choosing Incoterms 4.2 Common mistakes in using Incoterms 4.3 How to use Incoterms 2020
3:00pm	Tea break
3:15pm	Module 5: Case Study & Group Discussion
4:30pm	End, Closing and Evaluation

TARGET GROUP

Logistics, Sales, Procurement, Planning Managers, Planning Executives, Officers, Supervisors, Team Leaders and Clerical Staff

Enclosed are the programme details and registration form. The duly completed form should be submitted to FMM Sarawak Branch by June 8, 2020 (Monday). For further details, kindly contact Ms Beatrice /Ms Cecilia/ En Farrez of the FMM Sarawak Branch Secretariat at Tel No.082-332784/7 Fax No.082-332785 email at beatrice@fmm.org.my / fmmSarawak@fmm.org.my

PARTICIPATION FEES

FMM Members : RM583.00

Non-Members : RM689.00

All fees are inclusive of Service Tax of 6%, course materials, lunch and refreshments.

VENUE INFORMATION

FMM Office, Kuching

Level 5 (South), Wisma STA,
Jalan Datuk Abang Abdul Rahim
93450 Kuching, Sarawak

ENQUIRIES & REGISTRATION

Contact: Ms Beatrice, Ms Cecilia, En Farrez
FMM Sarawak Branch,

Level 5 (South), Wisma STA, 26,
Jalan Datuk Abang Abdul Rahim.

(Tel: 082-332784/7)

Email: beatrice@fmm.org.my /

fmmsarawak@fmm.org.my

REGISTRATION

Completed registration form with cheque made in favour of **FMM Institute** should be forwarded to FMM Institute before **June 8, 2020 (Monday)**

Those who register but do not turn up for the programme will be billed accordingly. There will be no refund for cancellation within 2 days prior to the programme, 50% refund for cancellation between 3 - 6 days and full refund for cancellation 7 days prior to the programme. However, replacement will be accepted at no additional cost. FMM Institute reserves the right to cancel or reschedule the programme and all efforts will be taken to inform participants of any changes.

REFUND POLICY

Cancellation must be in writing to FMMI.

CLOSING DATE FOR REGISTRATION:

June 8, 2020 (Monday)

THIS PROGRAM IS HRDF CLAIMABLE UNDER SBL SCHEME.

*** (Registration of four (4) or more participants from the same organization will enjoy ONE complimentary seat for fifth (5) participants) ***

REGISTRATION FORM INCOTERMS 2020 June 12, 2020 (Friday), FMM Office, Kuching

FMM Sarawak Branch
Level 5 (South), Wisma STA, 26 Jalan Datuk Abang Abdul Rahim, 93450 Kuching, Sarawak
(Attn: Cik Cecilia Pang / Cik Beatrice / Encik Farrez Teh Tel: 082-332784/7 Fax: 082-332785)

Dear Sir

Please register the following participant(s) :

No	Name	Designation	IC No	Nationality
1				
2				
3				
4				

Enclosed cheque/bank draft No. _____ for RM_____ being payment for ____ participant(s) made in favour of the "FMM Institute"

Submitted by:

Name		Designation	
Company			
Address			
Tel No		Fax No	
FMM Membership No		Email :	

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