



# INCOTERMS 2020

Date : March 30, 2020 (Monday) 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>
<b>8:15am</b>	<b>Registration</b>
<b>8:30am</b>	<b>Module 1: International Trade Support</b> 1.1 Sales Contract 1.2 Cargo Insurance 1.3 Risk Transfer Points
<b>10:00am</b>	<b>Coffee break</b>
<b>10:30am</b>	<b>Module 2: Incoterms 2020 Overview</b> 2.1 Introduction to Incoterms 2020 2.2 Purpose & Scope of Incoterms 2.3 The importance of Incoterms
<b>11:30am</b>	<b>Module 3: INCOTERMS 2020 Details</b> 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
<b>12:30pm</b>	<b>Networking Lunch</b>
<b>1:30pm</b>	<b>Module 4: Details &amp; Terms of Incoterms</b> 4.1 Factors to consider for choosing Incoterms 4.2 Common mistakes in using Incoterms 4.3 How to use Incoterms 2020
<b>3:00pm</b>	<b>Tea break</b>
<b>3:15pm</b>	<b>Module 5: Case Study &amp; Group Discussion</b>
<b>4:30pm</b>	<b>End, Closing and Evaluation</b>

## 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 **March 23, 2020**. 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](mailto:beatrice@fmm.org.my) / [fmmsarawak@fmm.org.my](mailto: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](mailto:beatrice@fmm.org.my) /  
[fmmsarawak@fmm.org.my](mailto:fmmsarawak@fmm.org.my)

### REGISTRATION

Completed registration form with cheque made in favour of **FMM Institute** should be forwarded to FMM Institute before **March 23, 2020**

*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:**

**March 23, 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

**March 30, 2020 (Monday), 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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