



MASTERING INCOTERMS 2020

JULY 14, 2026 | REMOTE VIA ZOOM | 9.00AM - 5.00PM

INTRODUCTION

International commercial terms (INCOTERMS) are a set of international rules for the interpretation of the most commonly used trade terms in foreign trade. They are "Terms of sale" which define the obligations, risks, and costs of the seller and buyer for delivery. They are authoritative rules for determining how costs and risks are allocated to the parties and can significantly reduce misunderstandings among traders, thereby minimize trade disputes and litigation. Incoterms rules have been known and respected worldwide for more than 70 years as the rules of the International Chamber of Commerce ("ICC"), which reflect International trade practice of exporters and importers. Incoterms rules are applied and understood by traders, contracts drafters as well as by courts and arbitrators in a uniform way. Since Incoterms define the obligations of the seller and the buyer regarding delivery, transfer of risk, loading of the goods, export or import clearance, conclusion of transport contracts, Incoterms rules are an essential tool in the negotiation of international contracts. The choice of an Incoterms has a direct impact on the allocation of cost and risk. The course will suite both beginners and those who have more than a basic understanding of Incoterms 2020.

TRAINER PROFILE

Mr Devindran holds a Bachelor's Degree in Business Administration from University Utara Malaysia. He has earned excellent experience in the field of logistics as a senior manager in his previous company. Together with that, he also has completed the Train The Trainer Certification from Human Resources Development Fund (HRDF).

Mr Devindran also has experience conducting the following training's:

- Warehouse Operation Management
- Shipping Documentation & Procedures
- Incoterms
- Logistics Management & Costing
- Licensed manufacturing Warehouse
- Inventory Management
- Procurement Management
- Certificate in Procurement & Inventory
- Certificate in Supply Chain Management
- Certificate in Shipping
- Kaizen Philosophy
- 5S Concept



OBJECTIVES

- Knowing international trade terms and their rules.
- Understand the responsibilities of the seller & buyer under Incoterms
- Develop knowledge and skills to evaluate current shipping terms practiced by own organization
- Negotiate on international contract based on risk and cost of shipping
- Get knowledge on how to use Incoterms and make best decisions

METHODOLOGY

- Lectures
- Presentation
- Group discussions/interactions
- Case studies

FEES

MEMBER: RM 594.00
NON-MEMBER : RM756.00
Price above are inclusive of 8% SST)

WHO SHOULD ATTEND

Logistics, sales, procurement, planning managers, planning executive, officers, supervisors, Planning team leaders and clerical staff



MORE INFO

Call /Email Us For More Information: 09-560 6554 /fmmeastern@fmm.org.my



FEDERATION OF MALAYSIAN MANUFACTURING
Co. No. 196801000309 (7907-X) (Formerly known as
Federation of Malaysian Manufacturers) Eastern Branch

PROGRAM

8.45AM Online registration

9.00AM Module 1: International trade support

- Sales contract
- Cargo Insurance
- Risk transfer points

10.30AM Morning tea break

10.45AM Module 2: Incoterms 2020 overview

- Introduction to Incoterms 2020
- Purpose & scope of Incoterms
- The importance of Incoterms

1.00PM Lunch

2.00PM Module 3: Incoterms 2020 details

- EXW, FCA, CPT, CIP, DPU, DAP, DDP
- FAS, FOB, CFR & CIF
- Key changes in Incoterms 2020

3.30PM Evening tea break

3.45PM Module 4: Details & terms of Incoterms

- Factors to consider for choosing Incoterms
- Common mistakes in using Incoterms
- How to use Incoterms 2020

4.45PM Module 5: Case study & group discussion

5.00PM End of program

MASTERING INCOTERMS 2020



July 14, 2026 (Tuesday)



Remote Via ZOOM



9:00 am - 5:00 pm

REGISTRATION / PAYMENT

Registration form must be completed and returned to FMM Eastern by **June 22, 2026**. All confirmed participants should make the full fee before the event.

- For HRD Corp - Claimable Courses, an Attendance of 100% is a must, in any case, employers will be billed in full.
- For HRD Corp - Claimable Courses, Grant Approval must be forwarded to FMM Eastern at least 3 DAYS BEFORE the webinar date.

DISCLAIMER:

FMM Eastern reserves the right to change the facilitator, date and to vary/cancel the Webinar should unavoidable circumstances arise.

Enquiries	FMM Kedah/Perlis	: Ms Zai - rozainiza@fmm.org.my
	FMM Sarawak	: Mr Farrez Teh - farrez@fmm.org.my
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FMM Penang	: Ms Owe Yean Roei - yean_roei@fmm.org.my	

PAYMENT METHODS

Payee name: FEDERATION OF MALAYSIAN MANUFACTURING

- Cheque or bank draft crossed Account Payee only.
- Bank-in payment: to e-mail or fax deposit slip to FMM for issuance of Official Receipt.

Bank Name: **Maybank Bank Berhad**

Account no : **5-56011-06326-9**

SWIFT Code: **MBBEMYKL**

- Please write the event name on the reverse of the cheque or on the deposit slip.

REPLACEMENT / CANCELLATION / NO-SHOW POLICY

Replacement at no additional cost. FMM reserve the right to cancel or reschedule the programme. All efforts will be taken to inform participants of the changes. Participants who did not turn-up at the events are liable for the full payment.

Cancellation must be in writing to FMM. If cancellation is received:

- 7 days before the webinar - no payment charged
- 3- 6 days before the webinar - 50% payment charged
- Less than 3 days - full payment will be charged
- cancellation and refund is not allowed

Training Provider: **007907X_EASTERN**

Training Number: **10001703181**

REGISTRATION FORM

Please register the following participants(s):-

FMM Eastern Branch - Ms. Wan Hui/ Ms Thivya
Email: wanhui@fmm.org.my / thivya@fmm.org.my

No	Name	Designation	I/C Number	Email	H/P No.
1.					
2.					
3.					

Please Tick appropriate box:

We hereby confirm that:

- We will be claiming under HRD Corp-Claimable courses (SBL - Khas) but full payment would be made to Federation of Malaysian Manufacturing in the event that no disbursement from HRD CORP under any circumstances.
- We are not claiming training grant from HRD Corp. Enclosed cheque / bank draft, No _____ for RM _____ being payment made for _____ participant(s) made in favour of Federation of Malaysian Manufacturing.

Submitted by:

Name : _____ Designation: _____

Company: _____ FMM Membership No. : _____

Address: _____

Email: _____ Tel: _____ Fax: _____

TIN No. : _____ SST No: _____

Company Stamp