

MASTERING INCOTERMS

PUBLIC TRAINING

(A TRAINING IN COLLABORATION BETWEEN JOHOR FREIGHT FORWARDERS ASSOCIATION AND SINAR ACADEMY)

FAMILIARIZE WITH INTERNATIONAL COMMERCIAL TERMS, RULES DEFINING RESPONSIBILITIES OF SELLERS AND BUYERS IN THE INTERNATIONAL TRADE TRANSACTIONS



OBJECTIVE:

- Define the fundamental role of Incoterms in international trade
- Differentiate responsibilities within Incoterms groups
- Explain the cost and risk distribution through Incoterms for informed trade choice
- Apply Incoterms knowledge to practical trade scenarios for effective problem solving
- Develop negotiation finesse using Incoterms for successful international deals

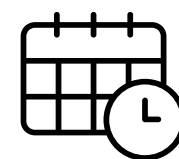
COURSE CONTENT

- Introduction to Incoterms
- Grouping Incoterms and Responsibilities
- E and F Group Incoterms
- C Group Incoterms
- D Group Incoterms
- Understand Cost and Risk Allocation
- Case Studies and Real-World Scenarios
- Advanced Negotiation Strategies with Incoterms

Public Training: 2 days Course

Course Fee: RM 1,200

Meals, Accommodation & Certificate Provided



10th & 11th January 2024



Sinar Eco Resort

**Lot 2346 GM 2535 Kg. Sungai Molek Mukim Jeram
Batu Pekan Nanas, 81500 Pontian, Johor**



Aeris Chow has close to 20 years of expertise in both local and multinational companies, she has honed her skills in various areas, including

shipment management, customer management, sales and marketing. She holds the esteemed Certified Export Professional (CEP) designation from the European International University, demonstrating her commitment to excellence in the industry. She has Master of Business Administration (MBA) with Distinction from Inti International University.

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