



MEGAMARS TRAINING & CONSULTANCY Sdn Bhd (131875-P)



Claimable
under
SBL SCHEME

Course Title:

MASTERING INCOTERMS 2020

DATE: 26 NOVEMBER 2019

TIME: 9.00am – 5.00pm

VENUE: MELIA HOTEL, KUALA LUMPUR

FEE: RM600 PER PARTICIPANT (Fee includes course materials, certificate, lunch and coffee/tea break)

Discount 10% for registration of two (2) & 15% for more participants from the same organisation

OVERVIEW

International Chamber of Commerce (ICC) has launched International Commercial Terms (Incoterms) 2020, the newest edition of the renowned trade terms for the delivery of goods, providing certainty and clarity to business and traders everywhere. The new rules become effective from 1 January 2020. Incoterms 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. 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. Our experienced trainer, Mr. Devin who has more than 20 years industrial experience in Supply Chain/Logistics is an expert in delivering Incoterms in a simplified, interesting and easy to understand while sharing real life experiences. The course will suit both beginners and those who have more than a basic understanding of Incoterms.

OBJECTIVES

1. Knowing latest international trade terms and their rules.
2. Understand the responsibilities of the Seller & Buyer under Incoterms.
3. Develop knowledge and skills to evaluate current Shipping Term practiced by own organization.
4. Negotiate on international contract based on risk and cost of Shipping.
5. Get knowledge on how to use Incoterms and make best decisions.

WORKSHOP METHODOLOGY

- Lectures
- Presentations
- Group discussions/interactions
- Case Studies

WHO SHOULD ATTEND

Logistics, Sales, Procurement, Planning, Finance Managers, Executives/ Officers/ Supervisors, Team Leaders and Clerical staff

COURSE CONTENT

Module 1: International Trade Support

- 1.1 Sales Contract
- 1.2 Cargo Insurance
- 1.3 Risk Transfer Points

Module 2: Incoterms 2020 Overview

- 2.1 Introduction to Incoterms 2020
- 2.2 Purpose & Scope of Incoterms
- 2.3 The importance of Incoterms

Module 3: Incoterms 2020 Details

- 3.1 EXW, FCA, CPT, CIP, DPU, DAP, DDP
- 3.2 FAS, FOB, CFR & CIF
- 3.3 Key Changes in Incoterms 2020

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

Module 5: Case Study & Group Discussion

TRAINER'S PROFILE

DEVINDRAN RAJU (Devin) is a Freelance Corporate Trainer specializing in the area of Supply Chain Management/Logistics. 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. Devin is a **Certified Trainer** by **PSMB (HRDF)**.

Devin is highly motivated and knowledgeable Trainer with more than 20 years of experience in Supply Chain Management/Logistics. He has held various managerial positions with several multi-national corporations and previously he was holding the position of Director with Macrolink Solutions (M) Sdn Bhd. He has vast experience spanning numerous clients and various industries such as FMCG, Electric, Electronics, Automotive, Manufacturing, Forwarding and 3rd Party Logistics.

Devin has researched and designed training programs in the areas of Supply Chain Management, Total Logistics, Procurement, Inventory, Shipping, Warehousing, Incoterms, Import & Export Procedures, and Licensed Manufacturing Warehouse (LMW). Apart from this, he also excels in Management and Productivity Improvements Trainings such as Supervisory Skills, 5S (Housekeeping), Kaizen, Customer Service and Soft Skills.

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, Petronas, Panasonic, Motorola, Samsung, Lembaga Pelabuhan Johor, ABB, F&N, Honda, Sapura, Murata, Kotra Pharma, Intel, Kossan Paint, Schenker Logistics, KTMB Berhad, Kerry Ingredients, Monier, Kaneka, SDV Logistics, Huntsman Asia, DSM Nutritional, Taiyo Yuden, Tamura, Mercedes Benz, Nippon Electric Glass, Nitto Denko, Boustead Petroleum, Roland, Summit, Nu Skin, Givi Asia, Renesas, Carlsberg, etc.

REGISTRATION

1. Online Form: Please visit megamars.com.my/registration for online registration OR
2. Physical Form: Please print the attached Registration Form from megamars.com.my/form, Fill up the particulars, Scan and email to: admin@megamars.com.my

For support, Please Contact/WhatsApp to: 018-9534987 or 012-6612987

All payment is payable to "Megamars Training & Consultancy Sdn Bhd" by Online Transfer or by Cheque. Payment should be forwarded at least five (5) working days prior to the commencement date of the program.

The paid fee is refundable in case the participant/s unable to attend the training program provided a written cancellation is received at least 5 days prior to the training program. If the participant/s fail to attend the training program, total fee is NOT refundable but replacement of participant can be accepted at no additional cost.

Megamars Training & Consultancy Sdn Bhd reserves the right to change the date, venue, the trainer or cancel the training program due to some unforeseen circumstances beyond our control. Should the training program be cancelled or postponed, we will not be responsible for cost related to travelling, accommodation or other costs incurred by the participant/s.