



Incoterms 2020 & International Trade

Supply Chain, Procurement & Logistics

QGT-SCM-111 | Foundation | 5 or 10 days | Online, classroom, in-house

Course overview

Incoterms 2020 & International Trade is an introduction that builds a solid working knowledge in Incoterms 2020 & International Trade. It covers the principles, the requirements of CIPS and ASCM frameworks, Incoterms 2020 and ISO 28000, and the practical methods used on site, with case studies from operations in the Gulf, Africa and worldwide. Available online, in the classroom in 60 cities, or in-house.

What participants will be able to do

- Explain the principles, terminology and scope of Incoterms 2020 & International Trade
- Apply the relevant requirements of CIPS and ASCM frameworks, Incoterms 2020 and ISO 28000
- Use practical tools, checklists and calculations with confidence
- Recognise common problems, risks and root causes and choose the right corrective action
- Prepare an improvement plan for their own site or organisation

Who should attend

Designed for procurement, supply chain, warehouse and logistics professionals, new joiners and anyone who needs a solid grounding in the subject.

Course outline (5 days)

Day 1: Principles and terminology

Scope, key definitions and how Incoterms 2020 & International Trade fits into daily operations

Day 2: Codes, standards and requirements

What CIPS and ASCM frameworks, Incoterms 2020 and ISO 28000 require, and how to read them

Day 3: Methods, tools and calculations

Step-by-step methods, checklists and worked examples

Day 4: Operation, inspection and common problems

Typical failures, warning signs and what to do about them

Day 5: Case studies, workshop and assessment

Group exercise on real cases and a final knowledge check

What the 10-day edition adds

Day 6: Applied project, part 1 – Apply the week-one methods to a case from your organisation

Day 7: Data and digital tools – Software, spreadsheets and digital tools used in practice

Day 8: Lessons from incidents and audits – What investigations and audit findings teach

Day 9: Applied project, part 2 – Complete, test and refine your solution

Day 10: Presentations and final assessment – Present to the group and complete the final assessment

Fees (USD per participant)

Duration	Live online	Classroom	In-house
5 days	\$3,000	\$5,500	On quote
10 days	\$5,500	\$9,900	On quote

Fees include course material and certificate of completion; classroom fees include refreshments and lunch. In-house training is priced per group.

Dates and cities 2027–2030

Dates	City	Format	Duration	Fee
25–29 Apr 2027	Jeddah	Classroom	5 days	\$5,500
30 May – 10 Jun 2027	Salalah	Classroom	10 days	\$9,900
26–30 Jul 2027	Prague	Classroom	5 days	\$5,500
8–19 Aug 2027	Amman	Classroom	10 days	\$9,900
20–24 Sep 2027	Online (live)	Online (live)	5 days	\$3,000
31 Jan – 4 Feb 2028	Istanbul	Classroom	5 days	\$5,500
15–26 May 2028	Houston	Classroom	10 days	\$9,900
25–29 Jun 2028	Dammam	Classroom	5 days	\$5,500
23 Oct – 3 Nov 2028	Beirut	Classroom	10 days	\$9,900
6–10 Nov 2028	Online (live)	Online (live)	5 days	\$3,000
8–12 Jan 2029	Bangkok	Classroom	5 days	\$5,500
28 May – 8 Jun 2029	Accra	Classroom	10 days	\$9,900
1–5 Jul 2029	Alexandria	Classroom	5 days	\$5,500
21 Oct – 1 Nov 2029	Cairo	Classroom	10 days	\$9,900
19–23 Nov 2029	Online (live)	Online (live)	5 days	\$3,000
20–24 Jan 2030	Manama	Classroom	5 days	\$5,500
11–22 Mar 2030	Kuala Lumpur	Classroom	10 days	\$9,900
18–22 Mar 2030	Athens	Classroom	5 days	\$5,500
5–16 May 2030	Sharm El Sheikh	Classroom	10 days	\$9,900
13–17 May 2030	Online (live)	Online (live)	5 days	\$3,000

How to register

Register online or scan the code

<https://qimmatrainig.com/courses/incoterms-2020-and-international-trade/>

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