



Incoterms 2020 & International Trade Masterclass

Supply Chain, Procurement & Logistics

QGT-SCM-171 | Masterclass | 5 or 10 days | Online, classroom, in-house

Course overview

Incoterms 2020 & International Trade Masterclass is a senior-level masterclass on strategy and performance 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
- Build a business case and roadmap their leadership team can act on

Who should attend

Designed for procurement, supply chain, warehouse and logistics professionals in senior and leadership roles.

Course outline (5 days)

Day 1: Strategic view of Incoterms 2020 & International Trade

Trends, regulation and what leading companies do differently

Day 2: Benchmarking and performance

KPIs, maturity models and gap analysis

Day 3: Lessons from major incidents and projects

Decision points that changed outcomes

Day 4: Leading the change

Building the business case, budget and team capability

Day 5: Masterclass forum

Expert panel, peer exchange and personal roadmap

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
24–28 May 2027	Dublin	Classroom	5 days	\$5,500
7–18 Jun 2027	Edinburgh	Classroom	10 days	\$9,900
9–13 Aug 2027	Brussels	Classroom	5 days	\$5,500
6–17 Sep 2027	Athens	Classroom	10 days	\$9,900
25–29 Oct 2027	Online (live)	Online (live)	5 days	\$3,000
8–12 May 2028	Kuala Lumpur	Classroom	5 days	\$5,500
22 May – 2 Jun 2028	Tunis	Classroom	10 days	\$9,900
6–10 Aug 2028	Amman	Classroom	5 days	\$5,500
30 Oct – 10 Nov 2028	Manchester	Classroom	10 days	\$9,900
27 Nov – 1 Dec 2028	Online (live)	Online (live)	5 days	\$3,000
18–22 Feb 2029	Cairo	Classroom	5 days	\$5,500
7–18 May 2029	Lisbon	Classroom	10 days	\$9,900
2–6 Jul 2029	Manchester	Classroom	5 days	\$5,500
20–31 Aug 2029	Barcelona	Classroom	10 days	\$9,900
10–14 Sep 2029	Online (live)	Online (live)	5 days	\$3,000
11–15 Feb 2030	Sharjah	Classroom	5 days	\$5,500
17–28 Jun 2030	Edinburgh	Classroom	10 days	\$9,900
23–27 Sep 2030	Madrid	Classroom	5 days	\$5,500
13–24 Oct 2030	Amman	Classroom	10 days	\$9,900
21–25 Oct 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-masterclass/>

WhatsApp: +971 50 697 0908

Email: training@qimmatrainig.com

