Incoterms 2020 and Customs Liabilities Management Training Course



30 Nov - 04 Dec 2026

Vienna

5800 € (Per Person)

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Course Introduction / Overview:

Navigating the complexities of global trade requires a masterful understanding of both commercial terms and regulatory obligations. The Incoterms 2020 rules, established by the International Chamber of Commerce (ICC), are the bedrock of international sales contracts, defining the precise responsibilities of buyers and sellers for the delivery of goods. However, their application is deeply intertwined with customs liabilities, an area where missteps can lead to significant financial penalties, shipment delays, and legal disputes. This course provides a comprehensive, integrated exploration of these two critical domains. As the renowned expert Jan Ramberg, a key figure in the development of these rules, emphasized, clarity in trade terms is paramount for seamless commerce. This program, offered by BIG BEN Training Center, moves beyond a simple recitation of the rules found in publications like the official "Incoterms® 2020" guide. It delves into the practical application of each term, directly linking it to customs valuation, tariff classification, and risk management strategies. Participants will gain a holistic perspective, enabling them to not only choose the correct Incoterm but also to anticipate and manage the full spectrum of customs-related challenges, ensuring their organization's global trade operations are both efficient and compliant.

Target Audience / This training course is suitable for:

- Logistics and Supply Chain Managers.
- Import and Export Specialists.
- Procurement and Purchasing Professionals.
- Freight Forwarders and Customs Brokers.
- International Sales and Marketing Teams.
- Trade Finance and Banking Officers.
- Corporate Legal and Compliance Officers.
- Warehouse and Distribution Supervisors.
- Operations and Commercial Managers.
- Entrepreneurs engaged in international trade.

Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail, Wholesale, and E-commerce.
- Logistics, Shipping, and Freight Forwarding.
- Pharmaceuticals and Healthcare.
- Automotive and Aerospace.
- Technology and Electronics.
- Oil, Gas, and Energy.
- Agriculture and Food Products.
- Construction and Engineering.
- Government Agencies and Public Sector Bodies.

Target Organizations Departments:

- Supply Chain and Logistics.
- Procurement and Purchasing.
- International Sales and Business Development.
- Finance and Accounting.
- Legal and Compliance.
- Operations Management.
- Shipping and Receiving.
- Contract Management.

Course Offerings:

By the end of this course, the participants will have able to:

- Interpret and apply all 11 Incoterms 2020 rules with precision.
- Differentiate the points of cost and risk transfer for each commercial term.
- Analyze the impact of Incoterm selection on customs valuation and duties.
- Master the fundamentals of tariff classification using the Harmonized System (HS).
- Identify and mitigate potential customs liabilities and compliance risks.
- Prepare and manage essential trade documentation for seamless customs clearance.
- Align Incoterms with payment methods like Letters of Credit for financial security.
- Develop strategic approaches to logistics that optimize for both cost and compliance.
- Resolve common disputes arising from the misapplication of Incoterms.
- Conduct internal audits of trade compliance processes and procedures.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be immersive, practical, and highly interactive, ensuring that participants can immediately apply their learning in a professional context. We move beyond traditional lecture-based formats to create a dynamic learning environment built on engagement and real-world application. The course heavily utilizes case study analysis of actual international trade disputes, allowing participants to dissect complex scenarios, debate solutions, and understand the tangible consequences of Incoterm and customs decisions. Collaborative group workshops and breakout sessions encourage peer-to-peer learning as participants work together to solve logistics puzzles, calculate landed costs, and develop compliance strategies for hypothetical shipments. Our expert instructors facilitate interactive discussions, Q&A sessions, and practical exercises that challenge participants to think critically. This hands-on approach, which combines expert instruction with problem-solving activities, ensures a deep and lasting understanding of the material, empowering attendees with the confidence and skills to manage global trade operations effectively and compliantly.

Course Agenda (Course Units):

Unit One: Foundations of Global Trade and Incoterms 2020

- Introduction to the international trade framework.
- The role of the International Chamber of Commerce (ICC).
- Evolution from Incoterms 2010 to Incoterms 2020.
- Key changes and structural overview of the Incoterms 2020 rules.
- The relationship between Incoterms and the international sales contract.
- Defining the critical points of delivery, risk transfer, and cost division.
- Common misconceptions and pitfalls in using Incoterms.

Unit Two: Analyzing Rules for Any Mode of Transport

- Deep dive into EXW (Ex Works) and FCA (Free Carrier).
- Understanding CPT (Carriage Paid To) and CIP (Carriage and Insurance Paid To).
- Mastering DAP (Delivered at Place) and DPU (Delivered at Place Unloaded).
- Comprehensive analysis of DDP (Delivered Duty Paid).
- Practical scenarios for selecting the appropriate rule in this category.
- Case studies on risk and cost allocation for multimodal shipments.
- Documentation requirements for each of the seven rules.

Unit Three: Analyzing Rules for Sea and Inland Waterway Transport

- Specific applications for sea and waterway transport rules.
- Detailed breakdown of FAS (Free Alongside Ship) and FOB (Free on Board).
- Exploring CFR (Cost and Freight) and CIF (Cost, Insurance and Freight).
- The critical role of the Bill of Lading in these transactions.
- Comparing and contrasting FOB, CFR, and CIF for bulk and containerized cargo.
- Managing risk and insurance obligations under these specific terms.
- Workshop on choosing the correct maritime rule for different shipping scenarios.

Unit Four: Fundamentals of Customs Compliance and Liabilities

- Introduction to the role and authority of customs administrations.
- The Harmonized System (HS) for tariff classification.
- Methods of customs valuation and their link to Incoterms.
- Determining the Rules of Origin for preferential duty treatment.
- Calculating customs duties, taxes, and other import fees.
- Essential import and export documentation for customs clearance.
- Understanding customs audits, penalties, and dispute resolution.

Unit Five: Strategic Integration and Advanced Risk Management

- Selecting Incoterms to optimize customs processes and minimize liability.
- The interplay between Incoterms, cargo insurance, and claims.
- Aligning Incoterms with trade finance instruments like Letters of Credit.
- Developing a robust internal trade compliance program.
- Managing logistics and customs challenges in complex supply chains.
- Case study workshop integrating Incoterm's selection with customs strategy.
- Final review and open forum for complex participant queries.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

Considering the rise of digital trade and e-commerce, how might the traditional, physical-goods-focused framework of Incoterms evolve to address the transfer of risk and cost in intangible cross-border transactions?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself through its unique, integrated curriculum that holistically connects the commercial language of Incoterms 2020 with the legal and financial realities of customs liabilities. Unlike programs that treat these as separate subjects, we explore their profound interdependence, demonstrating how the choice of a trade term directly impacts customs valuation, tariff liability, and overall compliance risk. Our methodology prioritizes strategic application over rote memorization. Participants engage with complex, real-world case studies that mirror the challenges they face professionally, forcing them to move beyond theory and into practical problem-solving. The curriculum is designed to build knowledge progressively, starting with the fundamentals of each Incoterm and culminating in advanced sessions on integrated risk management and compliance strategy. This approach ensures participants do not just learn the rules but master the art of using them as strategic tools to create more efficient, secure, and profitable international supply chains. The focus is on cultivating a deep, analytical skill set that empowers attendees to make informed, defensible decisions that protect their organizations from costly errors and unforeseen delays in the complex arena of global trade.