# INCOTERMS 2020

## Application in sales contracts and the logistics implication

**24th April, 2026**

**(9am-5pm)**

**@**

**CLLB Training Centre, Klang**

INCOTERMS is the abbreviation for International Commercial Terms developed by the International Chamber of Commerce to assist sellers and buyers in selecting the most appropriate 3-letter rules in their sales contracts to outline the cost and risk obligations of both parties.

These rules when applied correctly will effectively reduce costs and offer clarity in understanding the obligations of both the parties and reduce uncertainty. It is also essential that logistics service providers understand the INCOTERMS rules thoroughly in order to efficiently facilitate the physical movement of goods as well as the various statutory requirements to facilitate the import and export of goods.

**OBJECTIVES :**

At the end of this programme, you will be able to:

- Explain how the 11 rules work in international trade and transport
- Identify how it relates to the Sales Contract, Marine Insurance, Coverage, Documentary Credits and LCs and Contracts of Carriage - BLs
- Define the cost & risk division between seller and buyer in all the 11 rules
- List the differences between the 2010 and 2020 versions
- Identify Supply Chain complication related to Incoterms

**OUTLINES** :

- What are INCOTERMS R 2020 and what are the Intended for?
- Rules for Sea/ Inland Waterway
- Rules for Multimodal transport
- Delivery, risk and costs in the INCOTERMS R 2020 rules versus the 2010 rules
- Alignment of multiple contracts to avoid disputes and conflicts
- Supply Chain Implications
- Case- Studies


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