

OPERATIONS & SUPPLY CHAIN | COURSE BROCHURE

Incoterms and International Trade Logistics

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

Every international sale must define who pays for transport, insurance and duties and when risk passes. This course explains Incoterms rules in practice, along with international trade documentation, payment methods, customs, transport modes and insurance, so that buyers and sellers avoid costly misunderstandings.

Choosing the wrong Incoterm can create unexpected costs and disputes. You will learn to select and apply the right terms with confidence.

Professional Problems This Course Is Designed to Solve

- Difficulty translating subject knowledge into practical workplace decisions.
- Inconsistent approaches to the activities covered in the course outline.
- Lack of a structured plan for applying and reviewing new skills.

Course methodology

Scenario exercises for each Incoterm, documentation review, case studies of trade disputes and quizzes.

Course objectives

By the end of this course, participants will be able to:
- Explain the Incoterms rules and their obligations
- Select appropriate Incoterms for different shipments
- Understand transport and insurance responsibilities
- Prepare key trade documents
- Link Incoterms with payment methods
- Avoid common trade disputes

Target audience

This course is suitable for:
- Import and export staff
- Logistics coordinators
- Sales and procurement professionals
- Freight forwarders
- Finance and trade finance staff



Course content

Target competencies

Participants will develop competencies in:

- Incoterms application
- Trade documentation
- Risk allocation
- Payment methods
- Dispute avoidance

Course outline

Day 1: International Trade Basics

09:00–10:08	Trade flows
10:08–11:00	Parties in a shipment
11:00–11:30	**Coffee break**
11:30–11:45	Parties in a shipment (continued)
11:45–12:53	Risk and cost
12:53–14:00	Exercise

Day 2: Incoterms Rules

09:00–10:08	Rules for any mode
10:08–11:00	Sea and inland waterway rules
11:00–11:30	**Coffee break**
11:30–11:45	Sea and inland waterway rules (continued)
11:45–12:53	Choosing terms
12:53–14:00	Scenario practice

Day 3: Transport and Insurance

09:00–10:08	Transport modes
10:08–11:00	Cargo insurance
11:00–11:30	**Coffee break**



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11:30–11:45	Cargo insurance (continued)
11:45–12:53	Liability
12:53–14:00	Exercise

Day 4: Documents and Payment

09:00–10:08	Commercial and transport documents
10:08–11:00	Letters of credit
11:00–11:30	**Coffee break**
11:30–11:45	Letters of credit (continued)
11:45–12:53	Documentary collections
12:53–14:00	Workshop

Day 5: Avoiding Disputes

09:00–10:08	Common mistakes
10:08–11:00	Customs implications
11:00–11:30	**Coffee break**
11:30–11:45	Customs implications (continued)
11:45–12:53	Contract drafting
12:53–14:00	Action plan

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.



Course content

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Istanbul Confirmed dates	23 Nov 2026	27 Nov 2026	**€2,650.-**
Online Confirmed dates	23 Nov 2026	27 Nov 2026	**€1,250.-**
Cape Town Confirmed dates	7 Dec 2026	11 Dec 2026	**€1,890.-**
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**€1,250.-**
Rome Confirmed dates	11 Jan 2027	15 Jan 2027	**€2,450.-**
Online Confirmed dates	11 Jan 2027	15 Jan 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	1 Feb 2027	5 Feb 2027	**€1,450.-**
Online Confirmed dates	1 Feb 2027	5 Feb 2027	**€1,250.-**
Frankfurt Confirmed dates	22 Feb 2027	26 Feb 2027	**€2,650.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	22 Feb 2027	26 Feb 2027	**€1,250.–**
Cape Town Confirmed dates	15 Mar 2027	19 Mar 2027	**€1,890.–**
Online Confirmed dates	15 Mar 2027	19 Mar 2027	**€1,250.–**
Amsterdam Confirmed dates	29 Mar 2027	2 Apr 2027	**€2,540.–**
Online Confirmed dates	29 Mar 2027	2 Apr 2027	**€1,250.–**
Rome Confirmed dates	19 Apr 2027	23 Apr 2027	**€2,450.–**
Online Confirmed dates	19 Apr 2027	23 Apr 2027	**€1,250.–**
London Confirmed dates	10 May 2027	14 May 2027	**€2,450.–**
Online Confirmed dates	10 May 2027	14 May 2027	**€1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Vienna Confirmed dates	31 May 2027	4 Jun 2027	**€2,940.–**
Online Confirmed dates	31 May 2027	4 Jun 2027	**€1,250.–**
Dubai Confirmed dates	21 Jun 2027	25 Jun 2027	**€3,150.–**
Online Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,250.–**
Cape Town Confirmed dates	5 Jul 2027	9 Jul 2027	**€1,890.–**
Online Confirmed dates	5 Jul 2027	9 Jul 2027	**€1,250.–**
Rome Confirmed dates	26 Jul 2027	30 Jul 2027	**€2,450.–**
Online Confirmed dates	26 Jul 2027	30 Jul 2027	**€1,250.–**
London Confirmed dates	16 Aug 2027	20 Aug 2027	**€2,450.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	16 Aug 2027	20 Aug 2027	**€1,250.-**
Barcelona Confirmed dates	6 Sept 2027	10 Sept 2027	**€2,840.-**
Online Confirmed dates	6 Sept 2027	10 Sept 2027	**€1,250.-**
Dubai Confirmed dates	27 Sept 2027	1 Oct 2027	**€3,150.-**
Online Confirmed dates	27 Sept 2027	1 Oct 2027	**€1,250.-**
Vienna Confirmed dates	11 Oct 2027	15 Oct 2027	**€2,940.-**
Online Confirmed dates	11 Oct 2027	15 Oct 2027	**€1,250.-**
Dubai Confirmed dates	1 Nov 2027	5 Nov 2027	**€3,150.-**
Online Confirmed dates	1 Nov 2027	5 Nov 2027	**€1,250.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Barcelona Confirmed dates	22 Nov 2027	26 Nov 2027	**€2,840.-**
Online Confirmed dates	22 Nov 2027	26 Nov 2027	**€1,250.-**
Paris Confirmed dates	13 Dec 2027	17 Dec 2027	**€2,860.-**
Online Confirmed dates	13 Dec 2027	17 Dec 2027	**€1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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