**ADVANCED SEMINAR or ONLINE WEBMINAR**

**ON INCOTERMS 2020 & DOCUMENTS IN FOREIGN TRADE & PAYMENT CONDITIONS**

**- One day practical workshop!**

**Learning objectives:**

* Understand the context in which the Incoterms® rules are used
* Define what the Incoterms® rules are, their use, and their legal framework
* List the Incoterms® 2020 rules and their main features
* Differentiate between the obligations under each of the Incoterms® 2020 rules
* Identify the Incoterms® 2020 rules to be used in various situations
* Debate proper choice of proper documentation regarding each Incoterm
* Learn about relationship between Incoterms and payment conditions
* Become aware of pitfalls of using Incoterms 2020 in connection with documentary payments

**Target group:**

* bankers working in trade finance, particularly in documentary payments, export/import finance departments;
* specialists in trade finance, front office bank specialists, relationship managers;
* bank lawyers, auditors, middle level management, corporate banking managers.

**Language:** A good command of English is advised (if possible).

**Trainer: Mr. Pavel Andrle**

* international trade finance advisor, consultant and trainer, founder & owner & director of Trade Finance Consulting, s.r.o.;
* a Secretary to the Banking Commission of ICC Czech Republic and also to Commission on Commercial Law and Practice of ICC Czech Republic;
* frequent DOCDEX Expert of ICC Centre for Expertise with ICC International Arbitration Court, ICC Paris;
* certified ICC trainer on Incoterms 2020;
* frequent writter of articles in leading trade finance magazines;
* author of leading books on documentary credit operations and other trade finance products.

**Place & Date:**

6 December 2021 – in the form of seminar.

**ADVANCED COURSE ON INCOTERMS 2020 & DOCUMENTS IN FOREIGN TRADE AND PAYMENT CONDITIONS**

**CONTENTS**

09:30 – 10:00 – **Registration**

09:10 - 10:30– **Introduction: Main contract obligations of Seller and Buyer**

* Outline of the risks in international trade
* Objectives of the contractual parties (buyer and seller) to a trade transaction and their relevance to Incoterms
* Main contract terms and conditions
* Delivery terms - best practices – Incoterms 2020
* Incoterms 2020 – what do they cover and what not?
* Incoterms 2020 as part of the contract of sale and relations with other relevant contracts

10:30 - 10:45 – *Tea/Coffee Break*

10:45 - 12:00 – **Delivery terms in detail – Incoterms 2020 Revision discussed**

* Changes in Incoterms 2020 explained
* Any mode or modes of transport delivery terms in detail
* New FCA option – on board bill of lading – explained
* Practical experience with new Incoterms 2020 – focus on EXW, FCA, CPT, CIP, DAP, DPU and DDP
* Proper documentation for each Incoterm 2020 – delivery document

12:00 - 13:30 – *Lunch*

13:30 - 15:00 – **Delivery terms in detail – Incoterms 2020 Revision discussed**

* Marine delivery terms in detail
* Traditional sea transport v. containerized shipments: FCA versus FOB; CPT and CIP v. CFR and CIF
* Cargo Insurance – main aspects to consider
* Institute Cargo Clauses A, B, C, additional risks covered
* Practical experience with new Incoterms 2020 – focus on FAS, FOB, CFR and CIF
* Proper documentation for each Incoterm 2020 – delivery document

15:00 - 15:20 – *Tea/Coffee Break*

15:20 - 16:00 – **Delivery terms and Payment conditions – linkage**

* Each delivery condition and its linkage to the payment condition
* Delivery terms and documentary credits – main issues, common pitfalls and hot to avoid them

16:00 - 17:00 – **Questions & Answers Session**

17:00 - **Closing and Wrap up**

# Pavel photo 2016COURSE FACILITATOR

Mr. Pavel Andrle, BSc., LL.M is well established international trade finance advisor, consultant and trainer, founder & owner & director of Trade Finance Consulting, s.r.o., a consulting company. He is also a **Secretary to the Banking Commission of ICC Czech Republic** which he regularly represents at the ICC Banking Commission meetings abroad. He chaired the working groups of ICC CR which revised translations of UCP 500, UCP 600, eUCP, ISP98, URDG 758 and other Banking Commission documents into Czech language. He has been deeply involved in the revision of UCP as **a member of UCP 600 Consulting group** being formed by over forty experts from all over the world.

He was involved in development of URBPO as a member of the ICC Banking Commission **Consulting group on BPO.** Nowadays, he is a member of ICC **Task Force on Guarantees**, also a member of the new **Global Supply Chain Finance Forum** (which includes former ICC Banking Commission Consulting group for Forfaiting which developed ICC rules for Forfaiting in cooperation with former IFA, today´s ITFA). **In years 2010-2011 he also served as a member of the ICC Banking Commission Group of Experts which drafted the official ICC Banking Commission Opinions on ICC Rules.**

Mr. Andrle worked closely with Mr. Miroslav Subert, a member of the Incoterms 2010 Drafting Group, during the revision of Incoterms and has cooperated in the official translation of Incoterms 2010 and 2020 into Czech language. He has been also involved in the revision of Incoterms 2020. He has delivered numerous seminars on Incoterms 2000, Incoterms 2010 and recently on Incoterms 2020, both in Czech Republic and abroad. **He is a certified ICC trainer on Incoterms 2020**. In October 2014, Mr. Andrle was appointed as a Secretary to the Commission on Commercial Law and Practice of ICC Czech Republic.

Mr. Pavel Andrle is an international trade and finance consultant and lecturer. He has worked for a number of leading local and international banks in various positions (for instance as trade finance specialist, head of trade finance, trade finance risk manager, in-house trainer). Frequent Lecturer in Documentary Credits, Bank Guarantees & Trade Finance for the Banking Institute, Institute of Foreign Trade Transport & Forwarding, ICC CR and Chamber of Commerce of Czech Republic. He is a regular facilitator in seminars abroad in English for ICC National Committees, bank associations, training institutes and chambers of commerce world-wide.

Mr. Andrle has conducted seminars held in more than 65 countries of the world, among them: Bangladesh, Cambodia, Vietnam, India, Sri Lanka, Nepal, China, Philippines, Singapore, Sierra Leone, Zambia, Uganda, Ghana, South Africa, Nigeria, Albania, Poland, Serbia, Bulgaria, Romania, Slovakia, U.K., Ireland, Lithuania, Latvia, Malta, Georgia, Croatia, Turkey, Russia, Mongolia, Uzbekistan, Azerbaijan, UAE, Trinidad and Tobago, Dominica, etc. He is author of the publication *„Documentary Credits – a Practical Guide*“ published by Grada Publishing, a.s. (7 editions). He has written a *„Commentary to UCP 500 in the light of ISBP and other ICC Banking Commission documents“* and *„Commentary to UCP 600”* published by ICC CR (all in Czech language). He wrote book on ***“Examination of documents under Documentary Credits*”** which has been published in two editions (in English language). Most recently (Feb. 2021) he published another English book ***“Documentary Credits in Practice*”**.

He is appointed ICC CR expert to reply to enquiries related to Documentary Credits and Trade and Structured Finance – development of technical assistance consultancy services of ICC CR to banks, carriers, insurance companies and traders. It includes advisory services and in-house technical assistance in banks and companies.

He is a frequent DOCDEX Expert of ICC Centre for Expertise with ICC International Arbitration Court, ICC Paris, also an arbitrator with Vilnius Arbitration Court, Lithuania. He has been active trainer under Global Trade Finance program of IFC (International Finance Corporation – a member of World Bank Group). He has delivered trainings and/or consultancy services to many other DFIs (developing financial institutions).

In November 2018 he joined DCW (Documentary Credit World, the world leading magazine on documentary credits, standbys and guarantees) Editorial Advisory Board. Mr. Andrle also serves at the lead tutor in the Finance of International Trade with the *electronic* Business School International. He is also Business Development director with TradeAssets, blockchain based digital platform for distribution of trade assets.

More about his activities and his contact details can be found at [www.tradefinanceconsulting.com](http://www.tradefinanceconsulting.com).