

THE WORLD HAS CHANGED

INCOTERMS 2020 – IMPORT/EXPORT NEGOTIATIONS



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The IMPOSSIBLE Happened! A Worldwide Shutdown 2020; this CHANGES EVERYTHING in International Trade and a NEW NORMAL will emerge!

A Worldwide Recession, Business Model Change, Work from Home, Communication Delays, Reduced Investments, Compulsory Health Screening, IT Dependence, etc.

The more 'adept' companies will achieve Profits Faster. We MUST expect Supply Chain Disruptions, Vendor Financial Meltdown, Lack of Materials, Slow Operations, Unpredictable Demands and a myriad of NEW CHALLENGES, NEVER EXPECTED!

The INCOTERMS RESET means Change in Negotiation Styles, International Trade Terms and Mental Toughness is required to Win Favourable Trade Position with 'New' Focus, for Future Opportunities – It requires a Paradigm Shift!

SCOTS LEARNING OBJECTIVE

Scots Skill ONE

Incoterms 2020 Import/Export Negotiation Failures – WHAT YOU DO NOT KNOW!

Scots Skill TWO

Negotiate Shipment Costs Reduction Opportunities with Local Forwarding Agents

Scots Skill THREE

Identify 'Best' Incoterms Change and Win Customers/ Vendors Commitment!

Scots Skill FOUR

Develop Result-Focused Incoterms Performance Reports for Management!

WHO SHOULD ATTEND?

Import Professionals – Procurement, Purchasing, Material Planners, Supply Chain/Project – Managers, Executives, and People involved in International Trade

Export Professionals – Business Development, Export Sales, Key Account, Branch – Managers, Executives and People involved in International Trade



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The World Has Changed –
Negotiate NEW Trade Terms Post-Covid 19

PART A – ‘NEW’ INCOTERMS 2020 NEGOTIATIONS – THE WORLD HAS CHANGED

1. **The World Has Changed 2020** – Trading Relationship, Order Limitations, Manage Uncertainty, Shipment Delays, etc.
2. **Incoterms 2020 Import/Export Challenges** – New Priorities, Delivery Failures and Fluctuating Orders!

PART B – ‘NEW NORMAL’ IMPORT/EXPORT INCOTERMS NEGOTIATIONS

1. **‘NEW’ IMPORT/EXPORT TRADE STRATEGIES – POST-COVID 19**
 - A. **Purchasing Incoterms 2020 and Imports** – Risks, Shipping/ Insurance Cost and Delivery Time!
 - B. **Sales Incoterms 2020 and Exports** – Transport, Location, Logistics, Customs, Special Permits, etc.
 - C. **Scots Skill ONE** – Incoterms 2020 Import/Export Negotiation Failures – WHAT YOU DO NOT KNOW!

PART C – ‘NEW NORMAL’ and INCOTERMS 2020 IMPACT POST-COVID 19

2. **POST-COVID 19 – INCOTERMS CHANGES and NEW TRADE FOCUS**
 - A. **Ex Works (EXW)** – Delivery Place, Transport, Export Formality, Insurance, Shipping and Loading of Goods
 - B. **Free Carrier (FCA)** – Export Clearance, Delivery Place, Receiver, Bill of Lading, Unloading/Loading, Carrier Type, etc.
 - C. **Free Alongside Ship (FAS)** – Port of Shipment, Shipping, Waterway Transport, etc.
 - D. **Free on Board (FOB)** – Port of Shipment/Destination, Terminal, Passing of Goods, Export Clearance, Insurance, etc.
 - E. **Cost and Freight (CFR)** – Port of Shipment/Destination, Costs, Freight, Damages, Export Clearance, etc.
 - F. **Cost Insurance and Freight (CIF)** – Freight, Port of Shipment/ Destination, Marine Insurance and Coverage, etc.
 - G. **Carriage Paid To (CPT)** – Place of Shipment/Destination, Carrier, Costs, Export Clearance, Insurance, Freight, etc.
 - H. **Carriage and Insurance Paid To (CIP)** – Delivery Carrier, Carriage, Insurance, Export Clearance, etc.
 - I. **Delivered At Place (DAP)** – Place of Destination, Import Clearance, Insurance, Unloading etc.
 - J. **Delivered at Place Unloaded (DPU)** – Place of Destination, Import Clearance, Insurance, Unloading etc.
 - K. **Delivered Duty Paid (DDP)** – Place of Destination, Import Clearance, Custom Duties, Taxes, etc.

PART D – INCOTERMS 2020 – SIX SIGNIFICANT CHANGES in IMPORT/EXPORT

3. **LOCAL SHIPPING and INSURANCE VENDOR NEGOTIATIONS**
 - A. **Review Implications of Incoterm 2020 Changes** – Propose and Sell ‘Revised’ Benefits to Vendor/Customers!
 - B. **Local Logistics/Insurance Partnership** – Shipping/Logistics Cost Down with RIGHT Incoterms Negotiations!
 - C. **Scots Skill TWO** – Negotiate Shipment Costs Reduction Opportunities with Local Forwarding Agents
4. **OVERSEAS CUSTOMERS/SUPPLIERS INCOTERMS NEGOTIATIONS**
 - A. **Customers/Vendor Business Operations** – Review ‘Standard’, Negotiate and Sell ‘Revised’ Incoterms!
 - B. **Present and Sell Customer/Vendor Benefits** – Win Customer Interests, Confidence and Trust!
 - C. **Scots Skill THREE** – Identify ‘Best’ Incoterms Change and Win Customers/Vendors Commitment!

PART E – INCOTERMS 2020 – PERFORMANCE REPORTING

5. **INCOTERMS 2020 and IMPORT/EXPORT REPORTS**
 - A. **Incoterms 2020 Performance Reports** – ‘Visible’ Indicators (Cost Savings, Inventory Reduction and OTD)
 - B. **Review and Present Incoterms Opportunities** – Sales and Purchasing Future Negotiation Strategies
 - C. **Scots Skill FOUR** – Develop Result-Focused Incoterms Performance Reports for Management!