INTERNATIONAL CONTRACTING & INCOTERMS APPLICATIONS



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GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

Introduction

An international contract allocates cost, risk, and liability across jurisdictions before anyone lifts a finger to deliver. Get the delivery terms wrong and the seller pays freight it never priced; get the risk clause wrong and the buyer owns goods that sank in transit. This International Contracting & Incoterms Applications Training Course gives contract, procurement, and trade professionals a complete method for structuring cross-border agreements. Participants learn how to select the right Incoterms 2020 rule, draft delivery and risk clauses, arrange payment security through letters of credit, and manage performance, claims, and disputes. Furthermore, the course links contract wording to customs treatment, insurance, and enforceability.

International Contracting & Incoterms Applications Course Objectives

- Apply the international legal framework: CISG, national law, and governing law clauses.
- Select the correct Incoterms 2020 rule for each mode of transport and commercial need.
- Interpret the eleven Incoterms rules, including their cost and risk transfer points.
- Draft delivery, title, risk, and acceptance clauses with precision.
- Structure payment security: letters of credit, guarantees, and open account terms.
- Align Incoterms choice with insurance cover and carrier liability.
- Handle documentation duties: export clearance, import clearance, and proof of delivery.
- Manage contract performance, variations, extensions, and termination.
- Resolve disputes through negotiation, mediation, arbitration, and jurisdiction clauses.
- Apply force majeure, hardship, and liquidated damages provisions correctly.

Course Methodology

- Facilitated sessions built on real international contracts and shipment files.

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- Case workshops on Incoterm disputes, delivery failures, and payment defaults.
- Clause drafting labs with comparison of weak and strong wording.
- Simulation of a cross-border contract negotiation and risk allocation review.
- Group exercise on selecting Incoterms and payment terms for a live scenario.

Who Should Take This Course

- Contracts and commercial managers handling international supply.
- Procurement and sourcing professionals negotiating cross-border terms.
- Trade compliance and export documentation officers.
- Logistics and shipping coordinators.
- Legal advisors and in-house counsel supporting procurement.
- Finance staff dealing with letters of credit and payment security.

International Contracting & Incoterms Applications Course Outlines

Day 1: The International Contracting Framework

- Contract formation across borders: offer, acceptance, and consideration.
- The CISG and its effect on international sale of goods.
- Governing law, jurisdiction, and dispute resolution clauses.
- Contract structures: frame agreements, purchase orders, and call-offs.
- Pre-contractual documents: RFQ, LOI, MOU, and their legal weight.
- Language, authenticity, and translation in cross-border contracts.
- Signature authority and delegation of authority limits.

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Day 2: Incoterms 2020 Rules in Depth

- The purpose of Incoterms and what they do not cover.
- Any mode rules: EXW, FCA, CPT, CIP, DAP, DPU, and DDP.
- Sea and inland waterway rules: FAS, FOB, CFR, and CIF.
- Cost transfer versus risk transfer: how the two differ.
- Delivered duty paid risks and customs complexity.
- Common Incoterms mistakes and their commercial cost.
- Choosing the rule that matches the deal.

Day 3: Delivery, Risk, and Insurance Clauses

- Delivery obligations, delivery dates, and delay remedies.
- Risk transfer, title retention, and passing of property.
- Insurance obligations under CIF and CIP and required cover levels.
- Carrier liability limits and their interaction with cargo insurance.
- Packing, marking, and inspection obligations.
- Force majeure, hardship, and frustration provisions.
- Liquidated damages, penalties, and limitation of liability clauses.

Day 4: Payment Security and Documentation

- Payment methods: open account, documentary collections, and letters of credit.
- UCP 600 letters of credit and the documents they require.
- Bank guarantees, performance bonds, and advance payment guarantees.
- Currency clauses, price adjustment, and exchange risk allocation.
- Documentary requirements: invoice, packing list, certificates, and transport documents.

- Discrepancies in documents and their effect on payment.
- Sanctions, anti-bribery clauses, and compliance representations.

Day 5: Performance, Disputes, and Contract Management

- Contract administration and obligations tracking.
- Variations, change orders, and scope management.
- Suspension, termination, and exit provisions.
- Claims handling and notice requirements and time bars.
- Dispute resolution: negotiation, mediation, arbitration, and litigation.
- Enforcement of foreign awards and jurisdiction challenges.
- Building a contract governance and risk review routine.

Conclusion

By successfully completing the International Contracting & Incoterms Applications Training Course, participants will have acquired a thorough working knowledge of international contract formation, the eleven Incoterms 2020 rules, delivery and risk clause drafting, payment security instruments, documentation duties, contract administration, and dispute resolution. They will leave able to structure cross-border deals that allocate cost and risk deliberately, and to defend their company's position when performance slips. Gentex Training Center delivers this programme with contracts and trade practitioners who draft and negotiate international agreements in live organisations.

LEARN BOLD. **LEAD BEYOND**
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FAQs for the International Contracting & Incoterms Applications course

Q1 What is the "International Contracting & Incoterms Applications" course about?

It is a five-day programme on structuring and managing cross-border contracts. It covers contract formation and governing law, the eleven Incoterms 2020 rules, delivery and risk clauses, payment security through letters of credit, documentation, contract administration, and dispute resolution.

Q2 What are the key benefits of the "International Contracting & Incoterms Applications" course?

Participants avoid paying freight or risk they never priced, reduce payment defaults through proper security instruments, and win disputes because the contract wording supports their position. They also gain a review routine that catches risky clauses before signature.

Q3 What skills will I gain from the "International Contracting & Incoterms Applications" course?

You will gain international contract structuring and governing law application, Incoterms 2020 selection and interpretation, delivery, risk, and insurance clause drafting, and payment security and dispute resolution management.

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Q4 What tools, methods, or standards are covered in the "International Contracting & Incoterms Applications" course?

The course works with the CISG and governing law and jurisdiction clauses, all eleven Incoterms 2020 rules across any-mode and sea-and-inland-waterway categories, cost and risk transfer analysis, cargo insurance cover requirements under CIF and CIP, carrier liability limits, force majeure and hardship provisions, liquidated damages and limitation of liability clauses, UCP 600 documentary credit rules, bank guarantees and performance bonds, currency and price adjustment clauses, transport and certificate documentation requirements, and arbitration and enforcement practice.

Q5 How is the "International Contracting & Incoterms Applications" course applied in real-world practice?

Teams apply it when selecting Incoterms for a new supply route, drafting delivery and risk clauses in a purchase contract, opening a letter of credit before shipment, handling a delivery delay and issuing a claim notice, and responding to a dispute over damaged cargo. It also guides contract review checklists and variation approval workflows.