

Understanding Incoterms® Rules

eLearning courses designed to increase productivity and profits



Learning Made Simple, Visual, and Interactive

The THORS *Understanding Incoterms® Rules* course introduces learners to the Incoterms® rules 2020 and their role in global trade. Through visually engaging animations and interactive content, the course covers key trade terminology and documents, transportation modes for goods, payment terms, and customs clearance. Learners will also explore the classification of Incoterms rules, understand the rules within each of the four groups while gaining insight into how they govern contracts, transfer risk, direct insurance coverage, and split cost responsibilities in domestic and international transactions.

Credit Hours **2**

Learning Objectives

- Gain insight into key trade terminologies and understand their significance.
- Understand the functions of trade documents, transportation modes and stages, customs clearance, and payment terms.
- Learn how Incoterms® rules are categorized based on cost, risk, and responsibility allocation.
- Outline E-Group and F-Group, detailing the Incoterms® rules within each.
- Describe C-Group and D-Group, along with their respective Incoterms® rules.

Table of Contents

I. Key Terminologies

- Basic Trade Terms
 - Export
 - Import
 - Buyer
 - Seller
 - Carriage
 - Freight
 - Risk
 - Delivery
 - Insurance
- Trade Documents
 - Profoma Invoice

I. Key Terminologies (Cont.)

- Purchase Order
- Sales Confirmation
- Commercial Invoice
- Transportation Modes
- Customs Clearance
- Payment Terms
 - Letter of Credit
 - Open Account
 - Advance Payment
 - Documentary Collection

II. Classification and Rules

- E-Group
- F-Group
 - Free Carrier (FCA)
 - Free Alongside Ship (FAS)
 - Free On Board (FOB)
- C-Group
 - Carriage Paid To (CPT)
 - Carriage and Insurance Paid To (CIP)
 - Cost and Freight (CFR)
 - Cost, Insurance, and Freight (CIF)
- D-Group
 - Delivered at Place (DAP)
 - Delivered at Place Unloaded (DPU)
 - Delivered Duty Paid (DDP)

