

# Incoterms 2010

<b>Level</b>	Mid-Level & Above
<b>Duration</b>	1 Day
<b>Target Audience</b>	Staff working in Trade Finance, ARMs and RMs
<b>Program Takeaways</b>	Understanding INCOTERM 2010 and the various goods delivery terms, Responsibilities of Importers/Exporters, Risk involvement to Importer/Exporter and bank based on type of Delivery Term
<b>Date &amp; Time</b>	20 <sup>th</sup> August 2016 (9:30am to 5:00pm)
<b>Venue</b>	NBI Hall, Kathmandu.
<b>Facilitators</b>	<p><b>Mr. Mani Shrestha</b></p> <p>Business Planning Manager, CEO's Office, Standard Chartered Bank.</p> <p>Started professional career as a Computer Engineer and Lecturer in Pulchowk Campus, Institute of Engineering for one year.</p> <p>Started banking career as Head IT/HR from Sanima Bikash Bittyta Sanstha Limited for 9 months. Completed 9 years in Standard Chartered Bank, with 4 years as Manager Trade Operations, 1 year as Manager Financial Market Operations, 2 years as Wholesale Bank Senior Operational Risk Officer and currently as Business Planning Manager in CEO's Office.</p> <p>Have conducted various sessions on International Trade Finance, UCP 600, Document Checking, Financial Market Operations and Operational Risk inside the bank and sessions on Trade Finance and UCP 600 for other banks as well as clients.</p>

## Program Itinerary

Time	Details
9:30am to 11:00am	<u>Ice Breaker</u> <ul style="list-style-type: none"> <li>Welcome by the facilitator</li> <li>Ice Breaker</li> <li>Initiative Goal</li> <li>Pre Course Assessment</li> </ul>
	<u>Session 1: Introduction to Incoterms</u> <ul style="list-style-type: none"> <li>What are Incoterms rules?</li> <li>Use of Incoterms in Trade</li> <li>Scope of Incoterms</li> <li>Incoterm Categories               <ul style="list-style-type: none"> <li>Group 1 : Rules for any mode or modes of transport</li> <li>Group 2 : Rules for sea and inland waterway transport only</li> </ul> </li> </ul>
<b>Tea Break (11:00am to 11:15am)</b>	
11:15am to 12:45pm	<u>Session 2: E and F Terms</u> <ul style="list-style-type: none"> <li>EXW</li> <li>FCA</li> <li>FAS</li> <li>FOB</li> </ul>
<b>Lunch Break (12:45pm to 1:30pm)</b>	
1:30pm to 3:00pm	<u>Session 3: C and D Terms</u> <ul style="list-style-type: none"> <li>CPT</li> <li>CIP</li> <li>CFR</li> <li>CIF</li> <li>DAT</li> <li>DAP</li> <li>DDP</li> </ul>
<b>Tea Break (3:00pm to 3:15pm)</b>	
3:15pm to 4:45pm	<u>Session 4: Choice of Incoterms</u> <ul style="list-style-type: none"> <li>Case Study</li> <li>Post Course Assessment</li> <li>Q&amp;A</li> </ul>
4:45pm to 5:00pm	<b>Feedback, Certificate Distribution &amp; Group Photo</b>