



Incoterms® 2020

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November 10, 2026
10.00 am – 3.00 pm CET
online-training
meeting platform zoom



Our Expert

[Angelika Zoder](#), Legal Affairs - ICC Austria in Vienna, providing support for Austrian corporates in the field of import and export focusing on international contract law, Incoterms®, financial coverage and risk management for export contracts, esp. letters of credit, bank guarantees; EU – and US Sanctions & Embargoes

The trainer is ICC expert and was actively involved in the Incoterms® 2020 revision.





Who is it for

- Export-/ Importmanager
- Logistics employees
- Carriers and Freight Forwarders
- Staff responsible for Trade Finance
- Staff responsible for Transport Insurance
- In-house Legal Counsels

Programme

Detailed explanation of each Incoterms® 2020:

- Presentation of all 11 Incoterms® 2020
- Common errors in the use of **EXW**, **DDP** and **FOB**
- **Free Delivery** is no Incoterm®!
- Your advantage in
 - sales with **FCA** and **CPT**
 - purchase with **DAP**
- Cost and risk optimization with the help of Incoterms® 2020
- Alignment with other clauses of your import/export contract
- Incoterms® and documents under the L/C

Incoterms® 2020 and transport

- Typical risks in loading and un-loading, load securing regulations
- Allocation of Transport costs
- Different types of transport insurance under the Incoterms® coverage
- Security-related requirements within carriage obligations and costs

The carrier and the Incoterms® 2020

- Limited liability of carriers and freight forwarders
- “through” contracts of carriage or separate contracts

Q&A for your individual issues

Background

Incoterms® are globally recognized, standardized rules on the allocation of obligations, costs and risks in the international trade of goods. They were first codified by the International Chamber of Commerce (ICC) in 1936 and have been updated periodically to reflect the evolution of international trade. The Incoterms® 2020 have been in force since 1.1.2020 and bring numerous innovations that simplify their use and increase their comprehensibility.

Drafting international contracts is always challenging. There are numerous barriers to overcome, such as different languages, domestic trade customs and legal requirements. Incoterms® simplify this process through internationally recognized definitions and rules on the obligations for buyers and sellers regarding transport organization, loading, unloading, costs, transfer of risk, insurance, and customs clearance.



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Online training Incoterms® 2020

This online training is held in English language.

November 10, 2026 | 10 am – 12 pm and 1 - 3 pm CET

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Registration fee (per person)

incl. electronic documents, certificate of participation

€ 405,00 + 20% VAT

Reduced fee for ICC Austria members only:

€ 324,00 + 20% VAT

Get 10% discount p. p. for booking 3 participants of a company at the same time per online training date !

Technical requirements

Computer/Laptop/Tablet with internet connection.

The online training will be held via zoom. If your company does not use zoom by default, participation is still possible. If you have any questions, please contact your in-house IT department or contact us directly.

You will receive the link and access data to participate in the online-training 3 working days before it starts.