



International Business

# Incoterms<sup>®</sup> 2020 Certificate (INCO)



The Incoterms<sup>®</sup> 2020 Certificate (INCO) provides a comprehensive working knowledge of ICC's globally recognised commercial trade terms, which offer specific guidance for those participating in the import and export of global trade. Available in English and Spanish, this professional certificate helps traders avoid costly misunderstandings by clarifying the tasks, costs and risks involved in the delivery of goods.

## Who's taking the INCO?

### Corporates

Accountants, audit teams, business development and marketing managers, exporters and importers in SMEs and corporations, as well as sales and purchasing managers.

### Trade & Logistics

Logistics providers, commercial lawyers and arbitrators, custom brokers, freight forwarders, general transportation carriers, insurance managers and trade consultants.

### Banks

Finance and procurement managers, compliance and risk managers, front-office relationship managers, back office trade finance and trade operations teams.

## Why take the INCO?

- Evolve your international trade activities by learning to identify the best Incoterms<sup>®</sup> rules for your business contracts
- Avoid costly mistakes by learning buyer and seller obligation relating to costs, insurance, trade documents and more
- Understand the origins and technology-driven future of the Incoterms<sup>®</sup> rules—the world's essential trade terms since 1936

## Price

The price of the certificate is US\$399. This includes access to all 7 lessons, in addition to the assessment examination. The certificate and digital publication bundle is priced at US\$429.

## Accredited by

The London Institute  
of Banking & Finance



## Certificate structure

Divided into 7 lessons, the programme has been developed by leading international arbitrator, Charles Debbattista. Mr Debbattista is also a special advisor to the official ICC Incoterms® 2020 Drafting Group. The group consists of 9 experts, including ICC's Trade and Investment Directors from Asia, America and Europe. The three-hour course provides an understanding of the trade terms and how they give a common framework to the trade industry.

## COURSES

- Lesson 1: Overview of Incoterms® Rules
- Lesson 2: Definition of Incoterms® 2020
- Lesson 3: Obligations Part 1
- Lesson 4: Obligations Part 2
- Lesson 5: Comparison Matrix
- Lesson 6: Industry Case Studies
- Lesson 7: Assessment

## What's included with the full certification purchase?

- One-year access to the e-learning course – four hours of learning over seven lessons – delivered exclusively online
- Interactive learning – 10 sample documents and 30+ assessment questions to help you grasp key concepts easily and review the course material
- New comparison matrix tool that allows you to quickly compare different Incoterms® and understand which one best fits your needs
- A live, proctored final exam with the potential to receive an industry recognised certificate
- Dedicated, full-time IT support to assist with any issues or questions

## What INCO Alumni say

“Getting training directly from the ‘horse’s mouth’ is more valuable to me - and other people looking to work with me - than having my knowledge certified by a third party who has not created the Incoterms® rules.”

### Praveenkumar Miriyala

Trade Specialist, India

“The critical thing with the Incoterms® rules is to choose the right rule for the right trade: when is FCA better than FOB, or DPU better than EXW? Get it wrong and profits quickly become losses. Avoid surprises with the ICC Academy’s online training and testing on Incoterms® 2020—it is a valuable investment.”

### Charles Debbattista

Special Adviser, ICC Incoterms® 2020 Drafting Group  
Counsel and Arbitrator, 36 Stone



## About the ICC Academy

The ICC Academy was founded in 2015 to provide market leading e-learning for trade professionals worldwide. The ICC Academy offers a wide range of specialised programmes, leveraging ICC's position as a world leader in defining commercial rules and standards to support international commerce.

The ICC Academy is a part of the Paris-based International Chamber of Commerce (ICC) which has over 6 million members in more than 100 countries, including many of the world's largest companies, SMEs, business associations and local chambers of commerce. ICC promotes international trade, responsible business conduct and a global approach to regulation through a unique mix of advocacy and standard setting activities—together with market-leading dispute regulation services.

Learn more at [icc.academy](https://icc.academy)