



*Training Course:  
International Trade and Finance (Incoterms  
2020)*

*29 June - 3 July 2025  
Doha (Qatar)*

## Training Course: International Trade and Finance (Incoterms 2020)

Training Course code: FI235625 From: 29 June - 3 July 2025 Venue: Doha (Qatar) - Training Course Fees: € Euro

### Introduction:

This program, developed by Global Horizon Training Center, integrates the essentials of international trade with a focus on finance and the application of Incoterms 2020. It provides participants with a detailed understanding of trade finance mechanisms, risk management, and the legal framework for international trade. Additionally, it covers the roles of Incoterms 2020 in facilitating smooth, compliant, and financially sound international transactions.

### Objectives:

- Understand key principles of international trade and finance.
- Identify various trade finance instruments and their applications.
- Apply Incoterms 2020 effectively to manage financial risks.
- Recognize the impact of trade policies and regulations.
- Implement best practices in international contracts and logistics.

### Course Methodology:

The program uses a blend of interactive lectures, case studies, group discussions, and role-play exercises to ensure an engaging learning experience. Each day will include hands-on exercises to apply trade finance concepts and Incoterms 2020 to real-world scenarios.

### Organizational Impact:

- Improve efficiency in global trade and logistics.
- Optimize trade finance and risk management strategies.
- Reduce compliance and transaction risks.
- Increase profitability in international trade.
- Strengthen relations with global trading partners.

### Target Audience:

- Trade and Finance Managers

- Import/Export Coordinators
- Legal and Compliance Officers
- Supply Chain and Logistics Professionals
- Sales and Business Development Managers
- Any professional involved in global trade finance

## Outline:

### Day 1: Fundamentals of International Trade

- Introduction to international trade principles
- Trade agreements and global market dynamics
- Overview of Incoterms 2020 and its role in trade
- Understanding risk allocation and responsibility under Incoterms

### Day 2: Trade Finance Instruments

- Overview of key trade finance tools: letters of credit, documentary collections, trade credit insurance
- Detailed analysis of payment terms and their impact on finance
- Case studies: selecting appropriate finance instruments in trade transactions
- Exercises to match trade scenarios with finance solutions

### Day 3: Detailed Incoterms 2020 Application in Trade Finance

- In-depth analysis of each Incoterm and its financial implications
- Cost and risk allocation in contracts EXW, FCA, FOB, CIF, etc.
- Integrating Incoterms into sales and finance contracts
- Practical exercises on incorporating Incoterms in financial transactions

### Day 4: Managing Trade Risks and Compliance

- Legal framework and regulations in international trade
- Risk management strategies for currency fluctuations and market risks

- Compliance considerations with Incoterms 2020 in cross-border trade
- Workshop: drafting compliant, finance-oriented trade contracts

#### Day 5: Case Studies and Practical Applications

- Analysis of real-world case studies in international trade and finance
- Hands-on workshop: implementing trade finance strategies with Incoterms
- Role-play: managing negotiations and financial terms with trade partners
- Review, Q&A session, and feedback

## Registration form on the Training Course: International Trade and Finance (Incoterms 2020)

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Company Information

Company Name: .....  
 Address: .....  
 City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
- Please invoice my company

### Easy Ways To Register

Telephone:  
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place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
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Complete & return the  
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