



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

*8 - 12 November 2026
Doha (Qatar)*

Training Course: International Trade and Finance (Incoterms 2020)

Training Course code: FI235625 From: 8 - 12 November 2026 Venue: Doha (Qatar) - Training Course Fees: 4725 € 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.

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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