

Are you ready for



**100%
HRD CORP CLAIMABLE
COURSE SCHEME BY PSMB
TRAINING PROGRAMME NO.
10001138986**

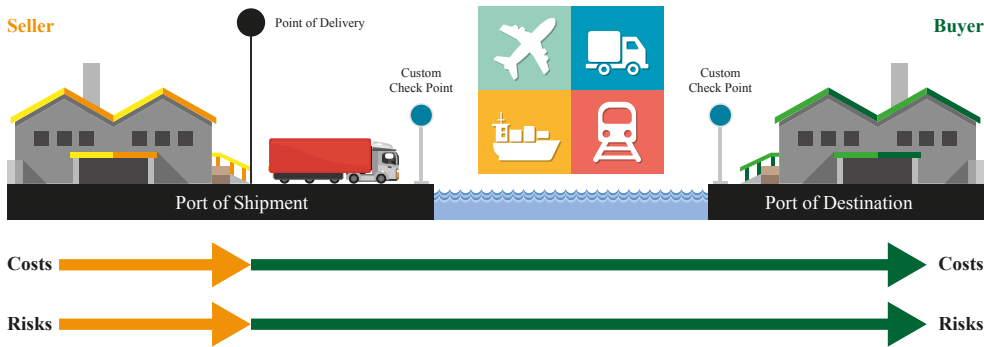
INCOTERMS 2020

CLEAR UNDERSTANDING AND APPLICATIONS

New techniques, colouring, fun and easier to understand

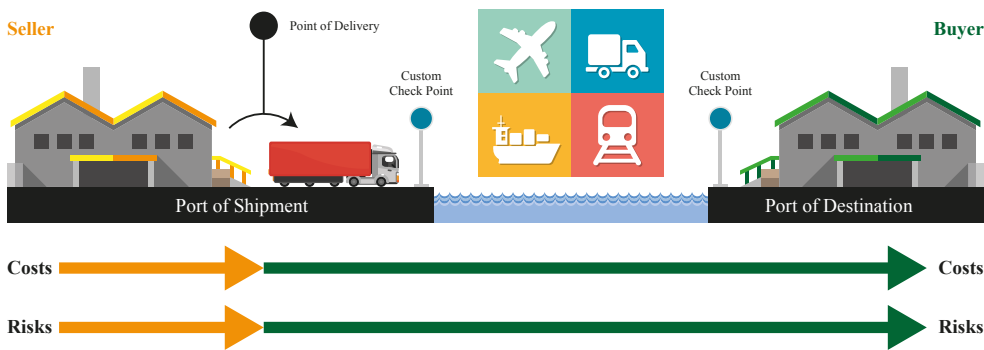
EX Work

EXW (insert named place of delivery) Incoterms 2020



Free Carrier

FCA (insert named place of delivery) Incoterms 2020



Organized by Certified Training Provider



TradeQuest
MANAGEMENT SDN BHD

The London Institute
of Banking & Finance



"Registered with the LIBF as a course for the Certificate for Documentary Credit Specialist (CDCS), Certificate for Specialist for Demand Guarantee (CSDG) & Certificate in Trade Finance Compliance (CTFC) Re-certification programme"

Please email your completed registration form to wana@tradequest.com.my or fax it to +607-4332888.

Organizer : TRADE QUEST MANAGEMENT SDN BHD - Lines to Call: +6016-753 3763 or +6012-784 8988

LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Explain why INCOTERMs 2020 was introduced.
 - **Make comparison between INCOTERMs 2010 and INCOTERMs 2020.**
 - Appreciate and know how the application of each Incoterm.
 - Establish the insurance coverage for each Incoterm.
 - Advise the right Incoterm usage to the Exporters and Importers.
 - Distinguish the responsibilities and obligations in each parties.
 - Issue and advise Letter of Credit using the right Incoterm.
 - Protect bank's interest in using the appropriate Incoterm and ensure Insurance coverage are taken up where required.
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LEARNING CONTENTS

- A. Why INCOTERMs 2020 needed?
- B. Why Revision took place from INCOTERMs 2010 to INCOTERMs 2020?
- C. How does INCOTERMs 2020 affect the responsibilities and performance between Exporter and Importer?
- D. The impact of new INCOTERMs 2020 towards the issuance of Letter of Credit
- E. Step by Step process flow to learn and understand the 11 INCOTERMs covering:
 1. EXW
 2. FCA
 3. FAS
 4. FOB
 5. CPT
 6. CIP
 7. CFR
 8. CIF
 9. DAP
 10. DPU
 11. DDP
- F. Colouring Technique and diagrams will be used to ease the understanding of participants.**
- G. How INCOTERMs does relate to insurance coverage?
- H. Mode of Transportation on each INCOTERMs 2020.
- I. Detail diagrammatic analysis of the 11 INCOTERMs. Participants "**need not**" to memorise the rules as the trainer will be giving a summary list in order to use the INCOTERMs 2020 effectively.
- J. Coverage on Risk, Responsibilities, Freight Charges and etc. for the Importers and Exporters

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Expert Course Director



Haji Muhammad Imran Raja

[AIBM (Sr), MBA Finance (MMU), CDCS, CSDG, CTFC, QTFS, MLIBF]
mdimran@tradequest.com.my



Certified Documentary Credit Specialist, CDCS
Certificate for Specialists in Demand Guarantee, CSDG
Certificate in Trade Finance Compliance, CTFC
Qualified Trade Finance Specialist, QTFS

Certified Trainer for HRDF (Human Resource Development Fund)
Diploma in Banking and Finance offered by IBBM
Diploma for Qualified Trade Finance Specialists (QTFS)
MBA Finance by Multimedia University (MBA Finance)
Advisor for Special Project on Certified in Document Checking Specialist, CIDCS
Appointed member of Disciplinary Board for BAR Council Malaysia
Associate Member of Association of Shariah Advisors in Islamic Finance Malaysia
Founder for Special Project on Certified Trade Finance Specialist, CTFS
Member of ICC Malaysia
Member of ICC Malaysia - Banking Accreditation Committee
Member of ICC Malaysia - Banking Technical Committee
Member of Technical Advisory Briefing
Member of the London Institute of Banking & Finance, MLIBF
Panel Reviewer for Professional Banker Examination by AICB, Asian Institute of Chartered Bankers
Panel Trainer for IBFIM, Islamic Banking & Finance Institute Malaysia
Panel Trainer for Professional Banker Qualification for AICB, Asian Institute of Chartered Bankers
Panel Trainer for training programmes for ABS, Asian Banking School Sdn Bhd
Senior Associate of Institute Bankers of Malaysia, AIBM (Sr)

He is a Certified Documentary Credit Specialist (CDCS), Certified Specialists in Demand Guarantee (CSDG), Certified Trade Finance Compliance (CTFC), Qualified Trade Finance Specialist (QTFS) and a Senior Associate of IBBM. He also holds a Master Degree in Business Administration specializing in Finance from the Multimedia University. In addition, Mr. Imran has been appointed as Member of the Investigating Tribunal Panel for Advocates & Solicitors Disciplinary Board (Bar Council Malaysia) since 2005.

Haji Imran has more than 28 years of experience in the banking and finance industry.

He is a current practitioner and has vast experience in conducting various in-house and public programmes on Letter of Credit, Maximise use of Trade Finance Facilities, Operational Issues on Bills of Lading, Demand Guarantees, How to an Effective Trade Managers, Risks in International Trade Finance, Structured and Warehouse Trade Financing, Certified Documentary Credit Specialist in International Trade Finance and many more. He had conducted numerous trade finance programmes for financial institutions, banks, MNCs and SMEs. He uses mind mapping, practical examples and accelerated learning methods in his training.

He has worked with various international banks since 1990 which includes Bank of New York, HSBC and SCB. He was appointed as Head of Training and Development for Scope International (M) Sdn Bhd in order to set-up the TTD (Technical Training & Development). As the Senior Manager he has managed Trade Businesses Operations covering Asia Pacific region, Oman, Qatar, UK and US. Based on his exposure and experience, he has developed the Certified Trade Finance Specialist for practioneers to acquire competencies, knowledge and securing a job in Trade Services related industry.

Additionally, Haji Imran is a panel trainer for Asian Banking School Sdn Bhd (previously known as Institute Bankers Malaysia since 2000) and panel reviewer and trainer for Professional Banker qualifications. He also acts as a Special Advisor for Fadilah & Hood, a local law firm, in the areas of International Trade Finance and Banking Operations.

Trade Quest Management Sdn Bhd (TradeQuest) awarded as **ALSP**

- Accredited Learning Support Provider by LIBF, London Institute Banking and Finance, UK.

The London Institute
of Banking & Finance

Qualified Trade
Finance Specialist



The London Institute
of Banking & Finance

Accredited CDCS[®]
Learning Support Provider

Accreditation statement:
This learning support is accredited by
The London Institute of Banking & Finance
as being appropriate additional resource
for students undertaking its CDCS[®]
qualifications.

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Programme Registration Form

TERMS & CONDITIONS

For attendance less than 75%, TradeQuest will bill the bank/company directly for the full amount.
For non-attendance programme under HRD Corp grant approval, we will charge an administrative fees and hotel charges amounting to RM500-00.
The said amount will be billed to the bank directly.

FEES

The programme is subject to 6% SST.

CONFIRMATION

We will issue you an email to confirm receipt of your registration form followed by an invoice. An email notification with the programme details will be sent nearing the scheduled programme date.

IDENTIFYING INFORMATION

Information collected in this form is used for registration purposes by Trade Quest Management Sdn Bhd for training.

NO REFUND will be made for non-attendance on the day. We welcome a substitute participant if you cannot attend.

TRADE QUEST MANAGEMENT SDN BHD RIGHTS AND RESPONSIBILITIES

Trade Quest Management Sdn Bhd reserves the right to change, reschedule or cancel a programme if necessary. In such a case, we will make every effort to notify you and arrange for refund where applicable.



Please return your completed form by email to wana@tradequest.com.my or fax it to **+607-4332888**

PROGRAMME DETAILS

Programme name: **INCOTERMS 2020 - Clear Understanding and Applications**

Date:

Venue:

Please register the following participant(s). (If space is insufficient, attach a separate list)

No.	Name	Designation	H/P No.	Email
1.				
2.				
3.				
4.				
5.				

PAYMENT

By cheque

Please send your cheque made payable to "Trade Quest Management Sdn Bhd" along with a copy of the completed Registration Form to the following address:

No. 19A, 1st Floor, Jalan Kundang 1, Taman Bukit Pasir, 83000 Batu Pahat, Johor Darul Takzim.

By bank transfer

Please ensure that you send a copy of the pay-in slip / remittance advice along with a copy of the completed Registration Form by fax to 07-4332888 or email to wana@tradequest.com.my

Bank Account details:

A/C Name : Trade Quest Management Sdn Bhd
A/C No. : 888-101-380820-8

Bank : AmBank Islamic Berhad
Address : 178, Jalan Rugayah, 83000 Batu Pahat, Johor.
SWIFT : ARBKMYKL

HRD CORP CLAIMABLE COURSE SCHEME BY PSMB.

TRAINING PROGRAMME NO: 10001138986

Note: Please be guided by HRD Corporation instructions on training grant applications.

Non-compliance will result to non-payment by HRD Corp and the employer will be personally liable.

: The price includes Training Materials, Certificate of Attendance with 8 CPD.

Course fees : RM + 6% SST

Note :

CANCELLATION POLICY: Cancellation must be in writing to Trade Quest Management Sdn Bhd. Registration may be transferred to another person at no extra charge.

The refund policy is: Within 2 days of event - no refund. Between 3-6 days - 50% refund. 7 days prior to event - full refund.

Submitted by the authorized person:

Name : Designation :

Company :

Address :

Tel No. : E-mail :

Authorize Signature(s) and Company Rubber Stamp

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