



● 7 CPD Hours | Introductory

International Trade & Incoterms: A Maritime Industry Perspective

[Register Here](#)

Venue: To be advised

Date: 21 Jun 2024

Time: 9.00 a.m. to 5.00 p.m.

Programme Highlights

Embark on a specialized journey to master the art of international trade from a maritime industry perspective. This comprehensive one-day program is tailored specifically for maritime professionals, focusing on the application of INCOTERMS in the maritime sector. Ideal for those in shipping, maritime insurance, port operations, and maritime logistics, our course is designed to navigate the unique complexities of maritime trade.

Understand how INCOTERMS are applied distinctly in maritime transactions, and learn to make strategic decisions in shipping contracts and maritime insurance. Our sessions, led by experts with maritime industry experience, are infused with scenarios pertinent to sea transport, port operations, and maritime risk management. Join us to become adept in the language of global maritime commerce.

For Whom

- Maritime insurance practitioners, including underwriters and claims handlers
- Professionals in shipping companies and port operations
- Maritime logistics and supply chain professionals
- Business owners engaged in maritime trade
- Legal advisors and consultants specializing in maritime law
- Sales and marketing professionals in the maritime sector

Key Learning Objectives

At the end of the programme, participants should be able to:

- Understand INCOTERMS in the context of maritime trade.
- Explain the specific application of INCOTERMS in sea transportation and port operations.
- Know the distinctions of each INCOTERM in maritime contracts.
- Understand how to select appropriate INCOTERMS for maritime trade agreements.
- Know the risk management in maritime trade through a deeper understanding of responsibilities and rights under various INCOTERMS.

Programme Outline

- Introduction to INCOTERMS: History and Maritime Significance
- Detailed Overview of Each INCOTERM with a Focus on Maritime Application
- Practical Use Cases in Maritime Shipping and Port Management
- Risk Management in Maritime Trade: The Role of INCOTERMS
- INCOTERMS in Maritime Contract Negotiations
- Case Studies: Real-World Maritime Scenarios

Programme Leader

L.M. Mohamed Ismail is an Associate Director at Acclaim Insurance Brokers Pte Ltd in Singapore. Ismail offers specialized risk management advice for high-value global shipments and has developed innovative tools for industries handling dangerous goods.

Programme Fee

Full Course Fee: S\$414.20
(incl. of 9% GST)

Net Course Fee: S\$224.20
(incl. of 9% GST and after 50% MCF funding) for Singapore Citizens and Singapore Permanent Residents
*Eligible participants are required to pay the net course fee only upon registration.

SINGAPORE COLLEGE OF INSURANCE

CPE Registration No: 199408491M
Period Of CPE Registration: 26-09-2023 to 25-09-2027

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Information presented on this marketing material is correct at the time of publishing. However, changes to the programme contents, dates, time, duration, venue and faculty members can occur owing to unforeseen circumstances. Every effort will be made to inform all participants of such changes on a timely basis.

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