MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

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INCOTERMS 2020: LC PAYMENT & RISK MANAGEMENT

"Master International Trade Terms, Secure Payments, and Minimize Global Trade Risks"

Schedule

Date	Venue	Fees (Face-to-Face)
03 – 07 Aug 2026	Dubai, UAE	USD 3495 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

Navigating international trade requires a solid grasp of Incoterms® 2020, letters of credit (LC), and the risks tied to cross-border transactions. This 5-day program is designed to help supply chain, logistics, and finance professionals master the legal, operational, and financial aspects of global trade, ensuring smooth payment flows and effective risk management.

Objectives

By the end of this course, participants will be able to:

- Understand the 11 Incoterms® 2020 and how they apply to contracts
- Optimize the use of letters of credit (LC) for secure international payments
- Identify and manage payment and delivery risks in global trade
- Draft contracts that balance buyer and seller responsibilities
- Mitigate risks related to transport, insurance, and customs
- Strengthen negotiation skills with international partners

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Why Attend

- Avoid costly mistakes by applying Incoterms correctly
- Enhance financial security with effective LC structuring
- Reduce legal and operational risks in cross-border deals
- Gain confidence in negotiating and drafting international trade contracts
- Stay compliant with international best practices and regulations

Target Audience

This program is ideal for:

- Supply chain and logistics managers
- Export/import professionals
- Finance and trade finance managers
- Procurement and contract managers
- Legal advisors and compliance officers involved in trade

Individual Benefits

Participants will:

- Master international trade terms and payment processes
- Improve negotiation and contract management skills
- Learn how to reduce financial and delivery risks
- Gain tools for better coordination between departments (logistics, finance, legal)
- Strengthen their career prospects in international trade and supply chain management

Organizational Benefits

Organizations will gain:

- Improved efficiency in cross-border transactions
- Reduced risk of disputes and payment failures
- Enhanced control over supply chain costs and liabilities
- Stronger relationships with international partners
- Compliance with the latest international standards and practices

Instructional Methodology

The course will include:

- Interactive presentations and group activities
- Case studies on real-life international trade issues
- Practical exercises on contract drafting and risk analysis
- Checklists, templates, and tools for daily use
- Q&A sessions to address participant-specific challenges

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Course Outline

Detailed 5-Day Course Outline

Training Hours: 7:30 AM – 3:30 PM **Daily Format:** 3 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Understanding Incoterms® 2020

- Module 1: Overview of International Trade and Incoterms®
- Module 2: Detailed Review of the 11 Incoterms® 2020 Rules
- Module 3: Choosing the Right Incoterm for Your Contract

Day 2: Letters of Credit (LC) Essentials

- Module 4: Introduction to Letters of Credit (LC)
- Module 5: Structuring LCs for Secure Payments
- Module 6: Common LC Discrepancies and How to Avoid Them

Day 3: Risk Management in International Trade

- Module 7: Identifying Risks in Delivery, Payment, and Documentation
- Module 8: Transport, Insurance, and Customs Risk Management
- Module 9: Managing Political, Currency, and Regulatory Risks

Day 4: Contracting and Negotiation Skills

- Module 10: Drafting Contracts Using Incoterms® and LCs
- Module 11: Negotiation Techniques for International Deals
- Module 12: Dispute Resolution and Claims Management

Day 5: Applying Knowledge to Real-World Cases

- Module 13: Case Study: End-to-End International Trade Transaction
- Module 14: Group Exercise: Contract and LC Review
- Module 15: Final Wrap-up, Action Planning, and Certification

Certification

Participants will receive a Certificate of Completion for the Incoterms 2020: LC Payment & Risk Management course, demonstrating their ability to handle international trade effectively and safely.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

In-House / Customized Training Interested in running this course for your team? Please contact us:	TEL: **+601116373203**	EMAIL: **info@mawaevents.net**

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