

Conditions of participation

Inscription Up to two weeks with QR code or at
www.wirtschaftstermine.ch



The number of places is limited. Registrations will be considered and confirmed on a first-come, first-served basis. No refunds will be given for no-shows or cancellations between 2 and 0 days before the event.

Place/Time Gesellschaft zu Zimmerleuten, Kramgasse 2, Bern
08.30 – 12.00

How to find us Bus no. 12 from Bern main station, Rathaus stop
Parking spaces available in the Rathaus car park

speaker **Accredited and certified Incoterms®2020 trainer:**

Hakim Glauser

Head of Export Services Berne Chamber of Commerce
Federation of commerce and industry of the canton bern

Target group Employees from sales and marketing, purchasing and export
processing.

Costs Member Chamber of Commerce Fr. 385.--
(excl. VAT) Non-Member Fr. 450.--

Organisation **Federation of commerce and industry of the canton bern**
Andrea Roder
Kramgasse 2 | PO box | 3001 Bern
Phone 031 388 70 70
export-events@bern-cci.ch | www.bern-cci.ch

Export training

Incoterms®2020

Monday, February 17, 2025

08.30 – 12.00



Welcome

Dear member, dear export customers

Expanding into foreign markets is inevitable for the Swiss economy. Along with the opportunities, there are also certain risks. One of the biggest challenges is the legal framework, in particular the terms of delivery and payment. Contractual partners are often not sufficiently aware of the applicable law and thus of their respective rights and obligations.

Incoterms clauses are an important part of cross-border deliveries. The current version, Incoterms®2020, will come into force on 1 January 2020. When used correctly, Incoterms®2020 provide buyers and sellers with greater legal certainty, avoid the risk of legal complications and unexpected additional costs, facilitate international trade and reduce the risk of misunderstandings between seller and buyer. Key contractual obligations can be easily identified and clear relationships can be established.

This seminar covers the content of all Incoterms®2020 clauses and their correct application. What are the rights and obligations of buyers and sellers? Practical implementation tips will be given, as well as concrete solutions to problems encountered by participants in their own companies.

We look forward to your participation.

Kind regards

Federation of commerce and industry of the canton bern
Berne Chamber of Commerce



Hakim Glauser
Head of Export Services



Andrea Roder
Export Service Administrator

Content of the programm

- Fundamentals of International Trade Clauses
- Cost and transfer of risk as key selection criteria
- Choosing and applying the right delivery terms
- The additional functions of Incoterms® 2020
- Practical implementation through case studies
- Optimising transport and customs costs
- Incoterms® as a national trade term: domestic application
- Influence of the Incoterms® clause on the sales price
- Competitive advantage by choosing the right clause