

## PROGRAMME

Advanced Seminar

# Incoterms® 2020 Rules

7 May 2024 | HGK

9:00 – 9:30	Registration
9:30 – 9:35	<p><b>Welcome speech</b></p> <ul style="list-style-type: none"> <li>▪ <b>Marina Rožić</b>, Secretary General, CCE and ICC Croatia</li> </ul>
<b>Speaker: Valle García de Novales</b> , Founding Partner and Director of GARCÍA DE NOVALES Law Firm	
9:35 – 9:55	<b>How Incoterms Rules help us to formulate our export price</b>
9:55 – 10:15	<b>How to incorporate the Incoterms Rules into our sales contracts</b>
10:15 – 10:35	Coffee break
10:35 – 11:15	<p><b>The relationship of Incoterms and other related contracts to the international sales contract</b></p> <ul style="list-style-type: none"> <li>▪ Incoterms and the contract of carriage</li> <li>▪ Incoterms and transport insurance</li> <li>▪ Incoterms and letters of credits</li> </ul>
11:15 – 12:15	<p><b>Incoterms 2020 and customs clearance</b></p> <ul style="list-style-type: none"> <li>▪ Export customs clearance</li> <li>▪ Import customs clearance</li> <li>▪ Documents, duties, taxes, antidumping measures, and liabilities</li> <li>▪ Damages to the goods during import customs clearance</li> </ul>
12:15 – 13:15	Lunch & Networking
13:15 – 13:35	<b>Appropriate Incoterms Rules as seller or buyer – Which Rules to avoid</b>
13:35 – 13:55	<b>Incoterms Rules and containerized goods</b>
13:55 – 14:15	Coffee Break
14:15 – 15:45	<p><b>Business cases on how to choose the most convenient Incoterms 2020 Rule, depending on:</b></p> <ul style="list-style-type: none"> <li>▪ The contractual role (exporter or importer)</li> <li>▪ The type of goods/packaging</li> <li>▪ The mode of transportation</li> <li>▪ The use of a letter of credit for payment</li> <li>▪ The country of destination of the goods</li> </ul>
15:45 – 16:00	Closing remarks and distribution of certificates

## PROGRAM

Napredni seminar

# Pravila Incoterms® 2020

7. svibnja 2024. | HGK

9:00 – 9:30	Registracija
9:30 – 9:35	<b>Pozdravni govor</b> <ul style="list-style-type: none"><li>▪ <b>Marina Rožić</b>, glavni tajnik, HGK i ICC Hrvatska</li></ul>
<b>Predavačica: Valle García de Novales</b> , direktorica odvjetničkog društva GARCÍA DE NOVALES	
9:35 – 9:55	<b>Kako nam pravila Incoterms pomažu formulirati našu izvoznu cijenu</b>
9:55 – 10:15	<b>Kako uključiti pravila Incoterms u naše kupoprodajne ugovore</b>
10:15 – 10:35	Pauza za kavu
10:35 – 11:15	<b>Odnos pravila Incoterms i drugih povezanih ugovora s međunarodnim ugovorom o kupoprodaji</b> <ul style="list-style-type: none"><li>▪ pravila Incoterms i ugovor o prijevozu</li><li>▪ pravila Incoterms i transportno osiguranje</li><li>▪ pravila Incoterms i dokumentarni akreditivi</li></ul>
11:15 – 12:15	<b>Pravila Incoterms® 2020 i carinjenje</b> <ul style="list-style-type: none"><li>▪ izvozno carinjenje</li><li>▪ uvozno carinjenje</li><li>▪ dokumenti, carine, porezi, antidampinške mjere i obveze</li><li>▪ oštećenja robe tijekom uvoznog carinjenja</li></ul>
12:15 – 13:15	Ručak & <i>networking</i>
13:15 – 13:35	<b>Odgovarajuća Incoterms pravila (kao prodavatelj ili kupac) – koja pravila treba izbjegavati</b>
13:35 – 13:55	<b>Pravila Incoterms i roba u kontejnerima</b>
13:55 – 14:15	Pauza za kavu
14:15 – 15:45	<b>Poslovni slučajevi – kako odabrati najprikladnije pravilo Incoterms 2020, ovisno o:</b> <ul style="list-style-type: none"><li>▪ ugovornoj ulozi (izvoznik ili uvoznik)</li><li>▪ vrsti robe / pakiranja</li><li>▪ načinu prijevoza</li><li>▪ korištenju dokumentarnih akreditiva za plaćanje</li><li>▪ zemlji odredišta robe</li></ul>
15:45 – 16:00	Zaključna razmatranja i dodjela certifikata