
International Trade and Incoterms 2020

22 – 26 March 2027
Vienna





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Ref: 1513_4321 **Date:** 22 – 26 March 2027 **Location:** Vienna **Fees:** 5500 GBP

International Trade and Incoterms 2020 is a one-week international trade and Incoterms course delivered by Mars Training Centre internationally — in London, Amsterdam, Dubai, Istanbul, and Jakarta — designed for trade, logistics, procurement, and commercial leaders responsible for cross-border movement of goods.

Cross-border trade has become more demanding, not less. Tariff regimes are shifting, sanctions screening has become a daily reality, customs requirements have multiplied since Brexit, and the discipline around shipping documents, payment terms, and risk transfer has tightened. The Incoterms framework — the International Chamber of Commerce's published trade-terms rules — sits at the heart of how risk, cost, and obligation are allocated in every international sale of goods, and senior trade and supply chain leaders need a fluent command of how to apply the 2020 edition in practice.

Across five focused days, you will work through international trade as an integrated discipline — Incoterms 2020, customs and tariffs, documentary credit and payment, sanctions and compliance, and the operational disciplines that keep cross-border flows moving. You leave with a personal action plan grounded in your own trade flows and counterparty profile.

Mars references Incoterms 2020 descriptively, as the International Chamber of Commerce's published trade-terms framework. This course does not carry ICC accreditation; we teach the practical application of the rules.

What You Will Learn

By the end of this programme, you will be able to:

- Apply each of the eleven Incoterms 2020 rules correctly in commercial agreements.
- Allocate risk, cost, and obligation between buyer and seller under each rule.
- Select the appropriate Incoterm for a given trade flow and mode.
- Interpret and prepare the principal trade and shipping documents.
- Apply the basics of customs classification, valuation, and origin.
- Understand documentary credits, payment terms, and trade finance instruments.
- Apply sanctions, export controls, and trade compliance frameworks.
- Manage marine cargo insurance for international shipments.
- Resolve common disputes arising from misapplied trade terms.
- Build internal trade procedures aligned with Incoterms 2020.

How You Will Benefit

You will leave with a fluent, practical command of Incoterms 2020 and the wider international trade environment, and a Mars Certificate of Completion.



Your organisation will gain a trade leader who reduces avoidable cost and exposure in cross-border flows, brings discipline to trade documentation, and aligns commercial, logistics, and compliance teams around shared trade terms.

Who This Programme Is For

This programme is designed for international trade professionals, including:

- Heads of International Trade and Trade Compliance
- Logistics Directors and Heads of Logistics
- Import and Export Managers and Customs Managers
- Procurement Managers with international sourcing
- Commercial Managers in trading businesses
- Supply chain managers with cross-border flows
- Finance professionals managing trade finance and letters of credit
- Senior public-sector trade leads

The seniority floor is manager level and above.