



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

International Commercial Terms (Incoterms) Interpretation

Services / Transport, Operations and Logistics

Unit Standard 252437 · NQF Level 3 · 3 Credits · 1 Day

COURSE OVERVIEW

This course equips learners with the skills to interpret and apply International Commercial Terms (Incoterms) as defined by the International Chamber of Commerce. Participants will understand the rights, obligations, costs, and risks associated with each Incoterm rule, enabling them to negotiate and execute international trade contracts confidently. The course ensures compliance with global trade standards and reduces disputes in cross-border transactions.

Category	Services
Subfield	Transport, Operations and Logistics
Unit Standard	252437
Accreditation	SAQA Accredited · NQF Level 3 · 3 Credits
Duration	1 day
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Interpret the 11 Incoterms 2020 rules and classify them by mode of transport.
- Apply appropriate Incoterms to allocate costs, risks, and responsibilities between buyer and seller.
- Analyze the implications of each Incoterm on insurance, customs clearance, and delivery obligations.
- Evaluate the impact of Incoterms on contract terms, pricing, and trade documentation.
- Demonstrate the correct use of Incoterms in sales contracts, purchase orders, and letters of credit.

WHO SHOULD ATTEND

- This course is designed for importers, exporters, logistics managers, procurement officers, trade finance professionals, and anyone involved in international trade contracts who needs to apply Incoterms accurately.

COURSE OUTLINE

Day 1: Understanding and Applying Incoterms 2020

- Overview of Incoterms: history, purpose, and legal status.
- Classification of rules: rules for any mode of transport (EXW, FCA, CPT, CIP, DAP, DPU, DDP) and rules for sea/inland waterway transport (FAS, FOB, CFR, CIF).
- Key elements: delivery point, risk transfer, cost allocation, and obligations of buyer and seller.
- Detailed walkthrough of each Incoterm: seller's and buyer's responsibilities.
- Practical considerations: insurance, customs clearance, and loading/unloading.
- Common pitfalls and how to avoid misapplication.
- Case studies: selecting the appropriate Incoterm for different trade routes and cargo types.
- Documentation: how Incoterms appear in sales contracts, invoices, and bills of lading.

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **3 NQF credits** at **NQF Level 3**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 12,800.00	R 12,800.00
1	In-House	R 16,600.00	R 16,600.00
1	On-Campus (Pretoria)	R 19,200.00	R 19,200.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	10 Aug 2026	On-Campus	Dubai, UAE
11 Aug 2026	11 Aug 2026	On-Campus	Pretoria, South Africa
12 Aug 2026	12 Aug 2026	On-Campus	Abu Dhabi, UAE
13 Aug 2026	13 Aug 2026	On-Campus	Durban, South Africa
13 Aug 2026	13 Aug 2026	On-Campus	Mauritius
14 Aug 2026	14 Aug 2026	On-Campus	Cape Town, South Africa
17 Aug 2026	17 Aug 2026	On-Campus	Pretoria, South Africa
18 Aug 2026	18 Aug 2026	On-Campus	Abu Dhabi, UAE

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 252437) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call **+27 12 004 8389** or WhatsApp **+27 65 077 6310** and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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