



INTERNATIONAL SHIPPING, HS CODE & INCOTERMS

The international trade is facilitated by international shipping. To be a professional in international trade and shipping, we need not only know about international shipping procedures, but also Harmonies System (HS) Code and Incoterms. Failure to understand it subject the company to legal precaution and financial losses.

Course Objectives

Upon completion of this program, participants will be able to:

- Understand the documentations, guidelines, laws and regulations with regards to International trade but sea and air freight.
- Master INCOTERMS, both 2010 and 2013
- Gain an understanding of Harmonies System Code (HS) use to describe product internationally

Course Details

Trainer : TITUS A/L R.T. PEREIRA

Date : 7-8 Jun 2017 (2 days)

Venue : Amcorp Mall, Petaling Jaya

Scheme : PSMB - SBL

BEST PRICE OF THE YEAR 2017 !!!

RM 1,000 per pax (exclusive 6%GST)

**Normal Price: RM 1,350 per pax*

Early Bird Price (Before 12 May 2017)

RM 950 per pax (exclusive 6% GST)

- SAVE UP TO 30% -

Who's Suitable for this?

Managers, Executives, Supervisors, Officers and Team / Line Leaders who are responsible for Finance, International Trade, Shipping, Logistics and Purchasing.



MODULE 1 – INTERNATIONAL TRADE TERMS

- Meaning Of EXW, FCA, FOB, CFR, CIF, Etc.
- How to Do Quotation and Prevent Losses
- Using the Latest Terms to Your Advantage
- How to Choose the Right Terms
- Incorporation of the Trade Terms into Contract

MODULE 2 - INTERNATIONAL SHIPPING DOCUMENTS

- Importance and Proper Uses of Documents
- Understanding B/L and AWB and Its Implications
- Operation of Packing List & Invoice
- Certificate of Origin – Uses and Applications
- How to Apply For Shipping Guarantee

MODULE 3 – CARGO INSURANCE POLICY

- Reasons for Cargo Insurance
- Certificate of Origin – Uses and Applications
- Changes in the Insurance Policy
- The Institute Cargo Clauses
- Exclusion Clauses
- Claims Procedures
- Documentation of Claims

MODULE 4 – LETTER OF CREDIT

- Applications of Da and DP
- Types of Payment in International Trade
- Step-By-Step Operation of L/C
- Types of Letter Of Credit

MODULE 5 – IMPORT/EXPORT PROCEDURES

- Import Procedures for Air and Sea
- Export Procedures for Air and Sea
- Customs Procedures and Inspection
- Documentations Needed For the Procedures
- Clearance of Cargo from Seaport and Airport

MODULE 6 – CONTAINERISATION

- What Is Containerization
- FCL Container/LCL Container
- Container Terminal
- Container Yard
- Container Freight Station
- Procedures on the Clearance of FCL/LCL Cargoes

MODULE 7 – HS CODE

- Identify the Structure of Harmonized System (HS)
- Understand the Principles Used In the Arrangement of HS Code

Day 1 and Day 2 Timing

Class Time: 0900 – 1700

Break: 1015 – 1030 / 1515 – 1530

Lunch: 1300 – 1400

Methodology

This program will be conducted via group interaction, individual exercise, case studies, and lectures

Trainer Profile



Training Asia



TITUS PEREIRA

Bachelor of Management (Accounting & Finance), University Science Malaysia, Penang, Malaysia

Titus Pereira holds a Bachelor of Management (Accounting & Finance) Hons, University Science Malaysia, Penang and is currently completing his MBA from MMU. He is a trained and certified consultant for supply-chain, utilizing the SCOR (Supply-Chain Operations Reference-model) methodology by Supply-Chain Council of USA.

He brings to his training session varied experiences in the field of supply-chain and operation consulting, logistics and operation management, talent development and training in his 23 years of work experience. He has worked in Malaysia, Singapore, Thailand, Indonesia, Hong Kong, China and Japan and is a committee member of the National Occupational Skill Standard for the freight forwarding industry under the National Vocational Training Council, Ministry of Human Resources, Malaysia.

Titus has also attended advance level training in designing and setting up 3rd Party logistics distribution centre, in Australia. He is an approved consultant and advance level implementer for EXCEED Warehouse Management System and Logipolis Transport Management System. Other advance level training programs that he has attended include customs classification, valuation, documentation & procedures in Singapore and Malaysia. He is also a Certified Professional Trainer (CPT) under Achieve Global of USA and L'Oréal Management Development Centre Asia Pacific in Singapore.

His prior work experience was as the Operation Director of L'Oréal Malaysia, Vice-President of Operation for Merbok Berhad, Regional Demand Planning Manager, Hong Kong, Purchasing and Distribution Manager of Abbott Laboratories, Manager of Keppel Distribution Centre, Singapore and Head of Training at Kotena National Berhad. He was also Supply-Chain and Operation Consultant to DELL Asia Pacific, NEC Japan and Thailand, Sony Distribution Centre, in Malaysia, Epson Trading and Malaysia News Print Berhad.

List of corporate client includes A& W (M) Sdn Bhd, Averis Sdn Bhd, City-link Express (M) Sdn Bhd, DHL Supply Chain (M) Sdn Bhd, DRB Hicom Group, Flextronics Technology (Penang) Sdn Bhd, Open University Malaysia (Institute of Professional Development), L'Oréal Malaysia, Nestle, Abbott, Malaysia News Print, NEC-I, PARKROYAL Hotel, Dorset Hotel, Labuan, Sunway Hotel, Kontena National Berhad, DHL, Sony Supply-Chain Solutions, Maju Holdings, Ambank, CIMB Aviva, Scotts & English, Malaysia Mosaic Berhad, GD Express, MISC, Panasonic, Sapura Holdings, UMW, Department of Statistics Malaysia, Ministry of Tourism, DBKL, Tesco, Malaysian Airline System, Speedo, Tenaga Nasional Berhad, Telekom Malaysia, Celcom, Inti University College, Western Digital, Freescale, Westport, KPM and Mara Community College.

Titus strives to add value to his training programs by customizing them to meet an organization's training needs. He is truly passionate and dedicated in helping to develop human potential.



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