



London TDM

# Legal and Contracts Management Training Courses

**Course Venue:** United Arab Emirates - Dubai

**Course Date:** From 25 January 2026 To 29 January 2026

**Course Place:** Downtown Dubai

**Course Fees:** 5,000 USD

## Introduction

The "International Trade Law and INCOTERMS" course offers comprehensive insights into the legal frameworks governing international trade and the application of INCOTERMS in global transactions. Over five days, participants will gain a thorough understanding of international trade regulations, agreements, and practical usage of INCOTERMS. This course is designed for legal professionals, business managers, and anyone interested in mastering the complexities of international trade.

## Objectives

- To understand the fundamental principles of international trade law.
- To examine international trade agreements and their implications.
- To explore the role and structure of pivotal international trade organizations.
- To gain practical knowledge of INCOTERMS and their application in trade contracts.
- To develop skills to analyze and apply international trade regulations effectively.

## Course Outlines

### Day 1: Introduction to International Trade Law

- Overview of international trade law
- Key principles governing international trade
- International trade agreements and treaties
- Dispute resolution in international trade
- International trade law and its impact on business

### Day 2: International Trade Organizations and Regulations

- Role of the World Trade Organization (WTO)
- The International Chamber of Commerce (ICC)
- Regional trade agreements and organizations
- Regulations governing import and export
- Trade sanctions and compliance issues

### Day 3: INCOTERMS 2020 - Introduction and Overview

- Understanding INCOTERMS and their purpose
- Evolution of INCOTERMS to 2020 version
- Detailed explanation of each INCOTERM
- The importance of INCOTERMS in international contracts
- Common misconceptions and issues with INCOTERMS

### Day 4: Practical Application of INCOTERMS

- How to choose the right INCOTERM for transactions
- Case studies on the application of INCOTERMS
- Negotiation strategies involving INCOTERMS
- Impact of INCOTERMS on risk and cost allocation
- Drafting contracts using INCOTERMS

**Day 5: Advanced Topics and Future Trends in International Trade Law**

- Emerging trends in international trade law
- The impact of digitalization on international trade
- Sustainable trade and environmental considerations
- The future of INCOTERMS and global trade practices
- Interactive session and feedback