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COURSE BROCHURE

Incoterms and Ocean Freight Management Training Course

31 May – 4 June 2027
Vienna

Incoterms and Ocean Freight Management Training Course

Ref: 1019_38548 **Date:** 31 May – 4 June 2027 **Location:** Vienna **Fees:** 6600 GBP

Incoterms and Ocean Freight Management is a 1-week training course for trade managers, shipping executives and freight forwarders who build a Delivery Term and Freight Decision Matrix linking each sale contract to its carriage choice. As sale terms, freight rates and cargo liability shift, mismatched terms leave cargo owners paying for risks they believed sat with the other party. Jupiter Prime Training delivers this course on Incoterms and Ocean Freight Management.

Why Incoterms and Ocean Freight Management Matters Now

Three forces shape the subject today: swinging tonnage supply, buyers and sellers expecting clear cost and risk transfer points, and banks and insurers checking documents before payment or cover. Matching delivery terms to freight strategy keeps margins predictable; copying old terms means paying twice for carriage or holding documents a bank rejects. The course draws on the Incoterms rules for allocating cost and risk and on the Hague-Visby Rules, Hamburg Rules and Rotterdam Rules as the main cargo carriage regimes.

Who Gains Most from Incoterms and Ocean Freight Management

- Sales and purchasing leads who negotiate delivery terms in export and import contracts
- Shipping desks that book liner space or fix tonnage for bulk parcels
- Freight forwarding coordinators who arrange carriage, transhipment and cargo handover
- Trade finance and documentary credit officers who check bills of lading and invoices
- Cargo insurance and claims staff who decide which party bears loss in transit

Commercial and logistics groups from the same trading company gain most when they attend together.

Incoterms and Ocean Freight Management Capabilities

Participants leave able to read a sale contract and a freight booking as one chain of cost, risk and title.

- Assess which Incoterms rule fits a cargo, route and payment method — sales negotiators
- Weigh liner, voyage charter and time charter options for a shipment profile — shipping desks
- Calculate a landed freight cost including bunker, port and surcharge elements — pricing teams
- Align bills of lading and invoices with documentary credit conditions — trade finance officers
- Specify the insured leg and liability regime for each delivery term — cargo insurers
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Communicate a freight strategy that matches market cycles to contract terms — senior trade leadership

Key Incoterms and Ocean Freight Management Terms

- Incoterms rule — A standard three-letter trade term defining where cost and risk pass from seller to buyer.
- Bill of lading — A carrier's document acting as cargo receipt, evidence of the carriage contract and, when negotiable, a document of title.
- Voyage charter — A contract hiring a ship for a stated voyage.
- Time charter — A contract hiring a ship for a period for daily hire.
- Bunker adjustment factor — A liner surcharge that moves with marine fuel prices.
- Documentary credit — A bank undertaking to pay the seller once documents presented match the credit's terms exactly.

Incoterms and Ocean Freight Management Day by Day

Day 1: Trade Flows and Shipping Markets

- Seaborne Trade Lanes and Cargo Types — Matching Commodity to Ship Segment
- Liner, Tramp and Specialised Trades — Choosing the Carriage Market
- Freight Market Cycles and Tonnage Supply — Timing Fixtures and Contracts
- Freight Indices and Rate Benchmarks — Testing Quoted Rates Against Market
- Shipping Stakeholder Map — Who Controls Cost, Risk and Cargo

Day 2: Incoterms Rules and Risk Transfer

- Sea and Inland Waterway Rules — FAS, FOB, CFR and CIF Choices
- Any-Mode Rules for Containerised Cargo — Avoiding FOB Misuse at Terminals
- Delivery Point and Risk Transfer — Locating Loss Exposure Along the Route
- Cost Allocation Grid — Splitting Freight, Handling and Clearance Charges
- Insurance Duty Under CIF and CIP — Setting Cover Level and Insured Leg

Day 3: Charter Types and Freight Economics

- Voyage Charter Structure and Laytime — Fixing Bulk and Breakbulk Parcels
- Time Charter Hire and Off-Hire — Controlling Vessel Employment Cost
- Liner Booking Terms and Surcharges — Reading the Full Freight Invoice
- Voyage Estimate Model — Comparing Freight per Tonne Across Options
- Demurrage and Detention Exposure — Pricing Delay Into the Sale Contract

Day 4: Trade Documents and Cargo Liability

- Bill of Lading Functions and Types — Securing Title and Cargo Release
- Hague-Visby, Hamburg and Rotterdam Rules — Judging Carrier Liability Limits
- Documentary Credit Presentation — Preventing Discrepancies That Delay Payment
- Commercial Invoice, Packing List and Certificates — Aligning Data Across Documents
- Cargo Claims Notice and Evidence — Preserving Recovery Rights After Loss

Day 5: Practising the Delivery Term and Freight Decision Matrix

- Trade Lane Case for Grain Exports — Pairing Rule, Charter and Credit
- Container Import Case for Retail Goods — Choosing Any-Mode Terms
- Freight Budget Stress Test — Rate Swings Against Contract Margin
- Document Chain Rehearsal — Checking Bills Against Credit Conditions
- Delivery Term and Freight Decision Matrix — Final Assembly and Peer Challenge

Applying Incoterms and Ocean Freight Management After the Course

- Audit the delivery terms in the ten largest live sale contracts against the cost allocation grid
- Run a voyage estimate on the next bulk enquiry before fixing

Incoterms and Ocean Freight Management Questions FAQ

What is Incoterms and Ocean Freight Management and why does it matter now?

Incoterms and Ocean Freight Management is the practice of matching sale contract terms to carriage, insurance and documents. Volatile freight and strict bank checks make mismatches costly.

Which roles gain most from Incoterms and Ocean Freight Management?

Sales and purchasing leads, shipping desks, freight forwarding coordinators, trade finance officers and cargo claims staff gain most. Each controls one link from contract to delivery.

How does Incoterms and Ocean Freight Management differ from a laytime and demurrage course?

Incoterms and Ocean Freight Management takes the trader's view across contract, freight and documents. A laytime and demurrage course goes deep into time counting and claims under charterparties.

What do you bring back from Incoterms and Ocean Freight Management?

You bring back a decision matrix that pairs each delivery term with a carriage option, insured leg and document set.

Incoterms and Ocean Freight Management: The Way Forward

The Delivery Term and Freight Decision Matrix first informs which trade term to offer on the next tender or purchase order. Sales leads use it when quoting, shipping desks when booking and trade finance officers when checking documents. After its first use, revisit how freight market swings changed the cost split, and adjust which charter type each trade lane relies on.