

NAVIGATING GLOBAL TRADE DISRUPTIONS WITH INCOTERMS® 2020

Managing Costs, Risks & Trade Operations in 2026

30 June 2026 | MISIF Training Room



Concorde Hotel Shah Alam

Global trade and energy supply chains continue to face growing uncertainty amid geopolitical tensions, sanctions, shipping disruptions, rising insurance premiums, volatile freight rates, and evolving customs requirements. Recent developments in key shipping routes, particularly in the Middle East and Red Sea region, have further increased operational and commercial risks for businesses worldwide.

In this increasingly challenging environment, a clear understanding of **Incoterms® 2020** is essential to help companies manage cost exposure, allocate risks effectively, minimise contractual disputes, and strengthen overall trade operations.

This programme will provide practical insights into navigating current global trade disruptions through the effective application of Incoterms® 2020, supported by industry case studies and discussions on emerging trade and logistics challenges in 2026.

KEY TOPICS COVERED

- Geopolitical Risks Impacting
- Trade & Shipping
- Risk Transfer Under Incoterms® 2020
- Freight, Tariffs & Customs Exposure
- Marine Insurance & Liability Risks
- Practical Industry Case Studies
- Commercial & Sales Risk Management

KEY LEARNING OUTCOMES

- Understand Trade, Shipping and Supply Chain Risks
- Manage Rising Logistics and Freight Costs
- Minimise Insurance and Cargo Claim Disputes
- Reduce Commercial and Contractual Exposure
- Navigate Global Trade Disruptions More Effectively
- Make Better Incoterms® and Contract Decisions

WHO SHOULD ATTEND

- Logistics & Supply Chain Teams
- Shipping, Freight & Marine Personnel
- Procurement & Purchasing Teams
- Commercial & Sales Professionals
- Import & Export Executives
- Trade Finance & Contract Personnel
- Operations & Compliance Teams



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Time	Topic	Time	Topic
08.30-09.00	Registration	13:00-14:00	Lunch Break
09.00-10.00	Module 1: Geopolitical Risks Impacting Trade & Shipping • Impact of global conflicts on shipping operations • Trade sanctions and restrictions • Supply chain disruptions and delays • Risk mitigation strategies for businesses	14:00-15:00	Module 4: Marine Insurance & Liability Risks • Types of Marine insurance coverage • Cargo liability and claims handling • Common transportation risks • Risk prevention and protection methods
10:00-12:00	Module 2: Risk Transfer Under Incoterms® 2020 • Overview of Incoterms® 2020 rules • Buyer vs seller responsibilities • Transfer of risk and cost allocation • Common mistakes in trade transactions	15:00-16:00	Module 5: Practical Industry Case Studies • Analysis of real industry cases • Shipment delay and cargo damage scenarios • Customs and compliance issues • Lessons learned and best practices
12:00-13:00	Module 3: Freight, Tariffs & Customs Exposure • Freight and transportation cost exposure • Customs duties, tariffs, and documentation risks • Managing delivery obligations and delays • Strategies to reduce operational disruptions	16.00-17.00	Module 6: Commercial & Sales Considerations in International Trade • International pricing strategies • Customer and supplier negotiations • Contract and payment risks • Managing commercial exposure Group Discussion, Q&A • Interactive discussion • Participant experience sharing • Trainer feedback and clarification • Summary of key takeaways

- Registration Fee: **Member RM800 per pax; Non-Member RM950** per pax.
- Enjoy a 10% discount for group registrations of three (3) participants.
- The registration form may be duplicated for additional participants.
- Confirmation of participation is upon receipt by MISIF of your completed registration form and payment, made payable to: **MALAYSIAN IRON AND STEEL INDUSTRY FEDERATION**. Payment can also be made by banking payment to MISIF's account at: **CIMB Bank Berhad** Account No: **8002275287**. Please send a copy the bank-in slip to MISIF immediately together with the registration form as proof of payment.
- No refund will be entertained although participants can be substituted at any time. Please note that a 30% fee will be charged for no-shows.
- The organizer reserves the right to cancel, reschedule, postpone or amend the workshop date/ venue/ program etc. as it deems fit.
- Registration Deadline: **25 June 2026**

REGISTRATION FORM

1. Name: _____ Designation: _____

Email: _____ Tel: _____ Vegetarian: Yes / No

2. Name: _____ Designation: _____

Email: _____ Tel: _____ Vegetarian: Yes / No

3. Name: _____ Designation: _____

Email: _____ Tel: _____ Vegetarian: Yes / No

Submitted by

Name: _____ Designation: _____

Company: _____ Address: _____

Tel: _____ Email: _____