

**ICC India- ING Vysya Bank**  
**Seminars on ' ICC Rules for Trade - ICC Tools for Trade'**  
**Feb 27, Feb 29 and March 02, 2012- New Delhi, Chennai and Mumbai**

**Preliminary Programme**

09:30 – 10:00	Registration
10:00 – 10:15	Introductory remarks
10:15 – 11:30	<ul style="list-style-type: none"><li>- The changes and new provisions</li><li>-The two new Incoterms rules: DAT and DAP - when should they be used?</li><li>- New classification of the Incoterm rules</li></ul>
<b>11:30 – 11:45</b>	<b>Tea/Coffee break</b>
11:30 – 13:00	<ul style="list-style-type: none"><li>- Looking at the bigger picture: other contracts?</li><li>- Getting the right provisions in your sales contract</li><li>- How to apply the provisions of each of the 11 rules</li></ul>
<b>13:00 – 13:45</b>	<b>Lunch</b>
13:45 – 15:30	<ul style="list-style-type: none"><li>- Linking the contract of sale to the commercial letter of credit</li><li>- Bank obligations, workflow and timing</li><li>- Detailed application of transport document rules of UCP 600</li><li>- Practicing what we preach – presentation and checking exercises</li></ul>
<b>15:30 – 15:45</b>	<b>Tea/Coffee break</b>
15:45 – 16:30	<ul style="list-style-type: none"><li>- Discrepancy solving – support from UCP 600 and international standard banking practice</li><li>- Discrepancy free presentation and proven system established.</li></ul>
16:30 – 17:00	Discussion with questions and answers & wrap up

**Mr. Vincent O'Brien**  
**Member of ICC Banking Commission &**  
**Director**  
**Electronic Business School International**



Mr. Vincent O'Brien, who is a leading member of the International Chamber of Commerce Banking Commission (ICC) and Director of the Electronic Business School International.

Vincent is a highly experienced practitioner of International Trade Finance being a long-standing member of the ICC Banking Commission. He has more than 20 years international trade banking experience and has delivered trade finance technical assistance and training in more than 70 countries worldwide. Vincent is Chair of the ICC Banking Commission, Market Intelligence Group.

He has acted as the examiner of International Trade Finance for the Institute of International Trade of Ireland; and is the lead content writer for ICC's Online Trainings in Incoterms® 2010, Mentor600 (Documentary Credits) and UCP 600. His practical skills are applied at China Systems Corporation, the largest trade finance systems provider in the World where he acts as Technical Trade Advisor and he is Special Trade Advisor to China Minsheng Banking Corporation, the most active private bank in trade finance in China.

He is also a regular and respected contributor to international trade finance publications such as Documentary Credits Insight, Global Trade Review, LC Monitor and Documentary Credit World.