



## Training Consultant *PRINCIPAL CONSULTANT*



Her participants have found her training programs to be interesting and highly effective and practical for their jobs and come of their comments on her trainings are:

... Lot of confidence after participating in these 2days training. Special thanks goes to Patricia ... All of you make the training really "happening" ... Wow, I really enjoy the moment with you all... **Participant from ORNASTEEL**

... It was a good session and had enjoyed and understands the practicality aspect of negotiation skills...  
**Participant from FUJI XEROX**

.. Firstly thanks to Patricia for doing a fabulous seminar. It was really helpful and useful. It was really great for me as I just join the company and I find all the skills and tactics really helpful... **Participant from SKP Resources Bhd**

... Kagumi dengan Patricia yang fasih berbahasa Melayu and berkelakar ... Dan menghargai segala pengetahuan yang diberikan semasa sesi motivasi ini... Sesi yang tidak membosankan..  
**Participant from Kovax**

Patricia Eng, CPM(Asia Pacific), Founder & Principal Consultant for GDP Training & Resources is Certified Professional Marketing (Asia Pacific) conferred by AMF and Supply Chain Specialist and Practitioner with more than 15 years of experience in manufacturing & 10 years experience in training. She has conducted more than 1,000 training seminars and workshops to executives and managers in various industries such as contract manufacturers, disc drives, steel, office automation, car assembly parts, transportation/haulage, software, hotels & resorts, chemical, plastic, electronic & electrical mfr in Malaysia, Singapore and China. Her trainings are being conducted in Bahasa Malaysia, English or Mandarin

Patricia involved in a wide spectrum of Total Supply Chain Management. Her vast experience in this area can be evidenced in her excellence skills demonstrated in sourcing, purchasing and negotiation, purchasing law & contract management warehousing and logistics. Apart from this, she is also excelling in Customer's Relationship building, Order Management, Sales Forecast Management, Production & Material Management, and Customs Management especially in Customs Act, LMW, Sales Tax and Import & Export Management.

Patricia was also a facilitator with professional purchasing institutes in subject of Warehouse and also Customs Management portfolios. She has been conducting public & in-house training for the past 10 years supply chain subjects related to Sales & Marketing, Purchasing, Shipping, and Customs & Warehousing, Material Management, Soft Skills, Project Management, Leadership, General Management, Problem Solving, Productivity & Cost Improvement to various industries.

In her capacity as a Training Specialist, she is also a certified trainer in team building and motivation. One of the successful projects was to conduct team building for group more than 600 participants.

### *Instructional Methodology*

**Mini Lectures**

**Games & Simulations**

**Group Interaction & Discussions**

**Case Studies—External & In-House**

**Continued Access & Learning**

# PRACTICAL INCOTERMS 2010

## Training Objectives

Most glaring changes to the 2010 version will be the elimination of 4 Incoterms® including, DDU, DEQ, DES, and DAF. Two new terms will be added; DAT and DAP, bringing the new total of Incoterms® to 11.

Incoterms® rules define the responsibilities of buyers and sellers for the delivery of goods under sales contracts. Incoterms® 2010 takes into account the latest developments in commercial practice, and updates and consolidates some of the former rules. A new classification system divides the 11 Incoterms® rules into two distinct groups:

Rules for any mode of transport: EXW FCA CPT CIP DAT DAP DDP

Rules for waterway transport: FAS FOB CFR CIF

In addition to the 11 rules, Incoterms®2010 includes:

## Program Outline

- ✦ Extensive guidance notes and illustrative graphics to help users efficiently choose the right rule for each transaction;
- ✦ New classification to help choosing the most suitable rule in relation to the mode of transport;
- ✦ Advice for the use of electronic procedures;
- ✦ Information on security-related clearances for shipments;
- ✦ Advice for the use of Incoterms® 2010 in domestic trade.