

2006商务师考试技术指导之国际贸易指南一 PDF转换可能丢失图片或格式，建议阅读原文

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TRADE国际贸易指南Part A: Guide to Incoterms 2000While the terms of sale in international business often sound similar to those commonly used in domestic contracts, they often have different meanings. Confusion over these terms can result in a lost sale or a financial loss on a sale. Thus, it is essential that you understand what terms you are agreeing to before you finalize a contract.虽然在国际商务中所使用的销售条件和国内合同中通常所用的销售条件听起来很相似，但是它们的含义往往不同。混淆这些条件可能会丧失销售机会或者导致销售出现经济损失。因此，在敲定合同之前，理解你所用意的条件是至关重要的。Incoterms 2000By the 1920s, commercial traders developed a set of trade terms to describe their rights and liabilities with regard to the sale and transport of goods. These trade terms consisted of short abbreviations for lengthy contract provisions. Unfortunately, there was no uniform interpretation of them in all countries, and therefore misunderstandings often arose in cross-border transactions. To improve this aspect of international trade, the International Chamber of Commerce (ICC) in Paris developed INCOTERMS (International Commercial TERMS), a set of uniform rules or the interpretation of international commercial terms defining the costs, risks, and obligations of buyers and sellers in international transactions. First published in 1936, these rules have been

periodically revised to account for changing modes of transport and document delivery. The current version is Incoterms 2000. 100Test  
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