

考生必看：外销员资格考试频繁出现考点 PDF转换可能丢失  
图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/472/2021\\_2022\\_\\_E8\\_80\\_83\\_E7\\_94\\_9F\\_E5\\_BF\\_85\\_E7\\_c67\\_472905.htm](https://www.100test.com/kao_ti2020/472/2021_2022__E8_80_83_E7_94_9F_E5_BF_85_E7_c67_472905.htm) 一、国际货物买卖适用的法律与惯例

INCOTERMS 2002，International Rules for the Interpretation of Trade Terms 《2000年国际贸易术语解释通则》

URC 522，Uniform Rules for Collection 《托收统一规则522》

UCP 500，Uniform Customs and Practice for Commercial Documentary Credits 500 《跟单信用证统一惯例》

Warsaw-Oxford Rules 1932 《1932年华沙—牛津规则》 Revised American Foreign Trade Definitions 1941 《1941年美国对外贸易定义修订本》

二、价格术语 EXW(ex works)工厂交货

FCA(free carrier)货交承运人 FAS(free alongside ship)装运港船边

交货 FOB(free on board)装运港船上交货 CFR(cost and freight)

成本加运费 CIF(cost，insurance and freight)成本加保险费、运费

CPT(carriage paid to)运费付至 CIP(carriage and insurance to)

运费、保险费付至 DAF(delivered at frontier)边境交货

DES(delivered ex ship)目的港船上交货 DEQ(delivered ex quay)

目的港码头交货 DDU(delivered duty unpaid)未完税交货

DDP(delivered duty paid)完税后交货 FOB liner terms FOB班轮

条件 FOB under tackle FOB吊钩下交货 FOB stowed FOB理舱费

在内 FOB trimmed FOB平舱费在内 FOBST(FOB stowed and

trimmed) FOB包括理舱费和平舱费在内的各项装船费用 CFR

liner terms CFR班轮条件 CFR landed CFR卸至码头 CFR ex

tackle CFR吊钩下交货 CFR ex ships hold CFR舱底交货 CIF liner

terms CIF班轮条件 CIF landed CIF卸至码头 CIF ex tackle CIF吊

钩下交货 CIF ex ships hold CIF舱底交货 the sellers obligations 卖方义务 100Test 下载频道开通，各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)